

## REGISTRATION DOCUMENT



### **INVESTEC BANK plc**

*(A company incorporated with limited liability in England and Wales with registered number 489604)*

This document (as amended and supplemented from time to time and including any document incorporated by reference herein) constitutes a registration document (the "**Registration Document**") for the purposes of Article 5.3 of Directive 2003/71/EC (the "**Prospectus Directive**"). This Registration Document has been prepared for the purpose of providing information about Investec Bank plc (the "**Bank**") to enable any investors (including any persons considering an investment) in any debt or derivative securities issued by the Bank ("**Securities**") during the period of twelve months after the date hereof to make an informed assessment of the assets and liabilities, financial position, profit and losses and prospects of the Bank as issuer of such Securities. Information on any Securities can be found in a separate securities note containing disclosure on such Securities (and, where appropriate, in the relevant summary note applicable to the relevant Securities), which, together with this Registration Document, constitutes a prospectus issued in compliance with Article 5.3 of the Prospectus Directive. Investors seeking to make an informed assessment of an investment in any Securities are advised to read the whole prospectus (including this Registration Document).

This Registration Document has been filed with, and approved by, the Financial Conduct Authority (the "**FCA**"), in its capacity as the United Kingdom competent authority under the Financial Services and Markets Act 2000 (the "**FSMA**").

**Information on how to use this Registration Document is set out on page i.**

Principal risk factors relating to the Bank are set out in "Risk Factors" on pages 1 to 12.

20 July 2015

## HOW TO USE THIS REGISTRATION TO DOCUMENT

*All references in this section of this Registration Document to "**Bank**" and "**Issuer**" refer to Investec Bank plc, all references to "**Group**" refer to Investec Bank plc and its subsidiary undertakings and all references to "**Investec Group**" refer to Investec plc and Investec Limited.*

This Registration Document provides information about Investec Bank plc (the "**Bank**") and incorporates by reference the annual report (including the auditors' report and audited consolidated annual financial statements) for the financial year ended 31 March 2015 of the Bank, which has previously been published and filed with the FCA (the "**2015 Annual Report** "). The 2015 Annual Report includes the latest publicly available financial information relating to the Bank and its subsidiary undertakings (the "**Group**") and other information in relation to the Group, which is relevant to investors. This Registration Document (including such information incorporated by reference) contains information necessary for investors to make an informed assessment of the Bank. Investors must read this Registration Document together with the 2015 Annual Report. Where further information is provided in the 2015 Annual Report on matters covered by this Registration Document, this is highlighted in this Registration Document.

This Registration Document is split up into a number of sections, each of which is briefly described below.

**Important Notices** sets out important information about the Bank's responsibility for this Registration Document and provides information about its authorised use.

**Risk Factors** provides details of the principal risks relating to the Bank that may affect the Bank's ability to fulfil its obligation under its Securities.

**Documents Incorporated by Reference** provides details of the documents incorporated by reference which form part of this Registration Document and which are publicly available.

**Business Description of the Bank** provides information about the Bank and the Group, including on its history and development, the legislation under which it operates, its principal activities and markets, its organisational structure, trends affecting the Bank, its credit ratings and its management.

**General Information** provides additional, general disclosure in relation to the Bank.

## IMPORTANT NOTICES

*The Bank accepts responsibility for the information contained in this Registration Document. To the best of the knowledge of the Bank, which has taken all reasonable care to ensure that such is the case, the information contained in this Registration Document is in accordance with the facts and does not omit anything likely to affect the import of such information.*

*This Registration Document is to be read and construed with any amendment or supplement hereto and with all documents incorporated by reference into it.*

*No person has been authorised to give any information or to make any representation not contained in or not consistent with this Registration Document, including any documents incorporated by reference herein, and, if given or made, such information or representation must not be relied upon as having been authorised by the Bank, any trustee or any dealer appointed in relation to any issue of debt or derivative securities by the Bank ("**Securities**").*

*This Registration Document should not be considered as a recommendation by the Bank, any trustee or any dealer appointed in relation to any issue of Securities that any recipient of this Registration Document including any document incorporated by reference herein, should purchase any Securities. Each investor contemplating purchasing any Securities should make its own independent assessment and appraisal of the financial condition, affairs and creditworthiness, of the Bank. No part of this Registration Document, including any documents incorporated by reference herein, constitutes an offer or invitation by or on behalf of the Bank, any trustee or any dealer appointed in relation to any issue of Securities or any of them to any person to subscribe for or to purchase any of the Securities.*

*Neither the delivery of this Registration Document or any documents incorporated by reference herein or any prospectus or any final terms nor the offering, sale or delivery of any Securities shall, in any circumstances, create any implication that there has been no change in the affairs of the Bank since the date hereof, or that the information contained in the Registration Document is correct at any time subsequent to the date hereof or that any other written information delivered in connection herewith or therewith is correct as of any time subsequent to the date indicated in such document. Any dealer or trustee appointed in relation to any issue of Securities expressly does not undertake to review the financial condition or affairs of the Bank or its subsidiary undertakings during the life of such Securities. Investors should review, inter alia, the most recent financial statements of the Bank when evaluating the Securities or an investment therein.*

*The distribution of this Registration Document, including any document incorporated by reference herein, and the offer or sale of Securities may be restricted by law in certain jurisdictions. Persons into whose possession this Registration Document or any document incorporated by reference herein or any Securities come must inform themselves about, and observe, any such restrictions. For a description of certain restrictions on offers, sales and deliveries of Securities and on the distribution of this Registration Document, including any document incorporated herein by reference, see the applicable description of arrangements relating to subscription and sale of the relevant Securities in the relevant prospectus.*

*In this Registration Document and in relation to any Securities, references to the "relevant dealers" are to whichever of the dealers enters into an agreement for the issue of such Securities as described in the applicable description of arrangements relating to subscription and sale of the relevant Securities in the relevant prospectus, references to the "relevant paying agents" are to whichever payment agents appointed by the Bank in respect of the relevant Securities and references to the "relevant final terms" are to the final terms relating to such Securities.*

*In this Registration Document, unless otherwise specified or the context otherwise requires, references to "sterling", "pounds", "£", "pence" and "p" are to the lawful currency of the United Kingdom. In this Registration Document, the term "PRA" shall mean the Prudential Regulation Authority of the United Kingdom and the "FCA" shall mean the Financial Conduct Authority (which are the successors to the Financial Services Authority (the "FSA") as of 1 April 2013).*

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## RISK FACTORS

***This section contains risk factors relating to the Bank.*** All references in this section of this Registration Document to "**Bank**" and "**Issuer**" refer to Investec Bank plc, all references to "**Group**" refer to Investec Bank plc and its subsidiary undertakings and all references to "**Investec Group**" refer to Investec plc and Investec Limited.

Prospective investors in any debt or derivative securities issued by the Bank ("**Securities**") should read this Registration Document (including all documents incorporated by reference herein) together with any securities note containing information about such Securities (and where appropriate, the relevant summary note), which together constitute a prospectus. Investing in any Securities involves certain risks. Prospective investors should consider carefully the risks set forth below in relation to the Bank and the other information set out in this Registration Document and elsewhere in the prospectus (including in any documents incorporated by reference) and reach their own views prior to making any investment decision with respect to any Securities.

This Risk Factors section contains information about the risks involved in an investment in any Securities issued by the Bank, which the Bank considers to be the principal risk factors relating to the Bank that may affect the Bank's ability to fulfil its obligations under the Securities.

### **Factors relating to the markets in which the Bank operates**

***The Bank's businesses, earnings and financial condition may be affected by the instability in the global financial markets***

The performance of the Bank may be influenced by the economic conditions of the countries in which it operates, particularly the UK, Europe, Asia and Australia.

The precise nature of all the risks and uncertainties the Bank faces as a result of current economic conditions cannot be predicted and many of these risks are outside the control of the Bank and materialisation of such risks may adversely affect the Bank's financial condition and results of operations.

***Market risks, business and general economic conditions and fluctuations could adversely affect the Bank's business in many ways***

The Bank's businesses and revenues are materially affected by the conditions in the financial markets and economic conditions generally around the world. Changes in underlying market risks, business and general economic conditions may have an adverse effect on the Bank's results of operations and financial condition.

#### *Trading and investment activities*

The Bank maintains trading and investment positions in various financial and other assets, including equity, fixed income, currency and related derivative instruments and real estate. At any point in time these positions could be either long positions, such that the Bank will benefit from upward movements in the market prices of these assets, or short positions, such that it will benefit from downward movements in the market prices of these assets. These financial markets are sometimes subject to significant stress conditions where steep falls in perceived or actual asset values are accompanied by severe reductions in market liquidity. In dislocated markets, hedging and other risk management strategies may not be as effective as they are in normal market conditions. Market instability of this nature could result in the Bank incurring losses.

#### *Investment banking and corporate banking revenues*

The Bank's investment banking revenues and corporate banking are directly related to the number and size of the transactions in which the Bank participates and general corporate and

institutional activity. Accordingly, any reduction in the number and/or size of such transactions and a slowdown in corporate activity will adversely affect its results of operations. Some of the Bank's investment banking division's revenues are derived from direct or principal investments or from the management of private equity portfolios. These revenues are dependent upon the performance of the underlying investments and the ability to realise value upon exit from the investments and, as such, revenues, returns and profitability may fluctuate impacting the Bank's results of operations and financial condition.

#### *Private client banking revenues*

The Bank's private client banking business has a predominance towards lending related activity. Deterioration in the property market, which could occur as a result of unstable market conditions, could affect the quality of the Bank's security relating to such loans and could negatively impact on the level of impairments required to be recorded in the event that a borrower defaults.

#### *Commissions and asset management fees*

Adverse market conditions would likely lead to a decline in the volume and value of stockbroking transactions that the Bank executes for its clients and therefore would have a negative impact on its operating income. In addition, because the portfolio management fees that the Bank charges are in many cases based on the value of those portfolios, adverse market conditions, the market downturn or any other factor, including underperformance against benchmarks and reputational damage, that reduces the value of clients' portfolios or increases the amount of withdrawals would reduce the amount of revenue received from the Bank's asset and investment management businesses and adversely affect its results of operations.

#### *Net interest earnings*

The Bank is exposed to the risk that interest rates paid to depositors and yields earned from loans change at different times with varying degrees of predictability. If the interest rates paid to depositors rise at a faster rate than the yields earned from loans, then the Bank's results of operations may be adversely affected. In certain circumstances, the drive to raise deposits can result in deposit takers, such as the Bank, offering attractive interest rates potentially at a rate that is fixed for a prescribed period. Such measures, in turn, can negatively impact net interest earnings if there is no corresponding increase in the scale or pricing of lending activities. As such, the Bank's exposure to sudden movements in the pricing of interest rates and of credit may have a negative impact on the Bank's net interest earnings and, in turn, its results of operations and financial condition. In addition, the Bank's results are affected by the return earned on its capital base, which in turn is significantly influenced by the level of interest rates and further reductions in interest rates could adversely affect the Bank's results of operations.

#### ***Social, political and economic risk outside the Bank's control may adversely affect its business and results of operations***

Unfavourable economic, political, military and diplomatic developments producing social instability or legal uncertainty may affect both the performance and demand for the Bank's products and services. The Bank's businesses, results of operations and financial condition could be materially adversely affected by changes in government or the economic, regulatory or other policies of the governments of the jurisdictions in which the Bank operates. Among others, the actions of such governments in relation to employee relations, salaries, the setting of interest rates, or in relation to exerting controls on prices, exchange rates or local and foreign investment, may adversely affect the Bank's business and results of operations.

#### ***The response of governments and regulators to instability in the global financial markets may not be effective***

In times of economic instability, governments and regulators are faced with pressure from a variety of sources, including market participants, the media, investor organisations and others, to reform the existing financial and regulatory system. There can be no guarantee that the

response of governments and regulators in the jurisdictions in which the Bank operates, and the reforms proposed thereby, will be effective or that the timing of responses (which might otherwise have been effective) will be appropriate. In addition, any such measures taken may negatively impact the Bank's business even when they achieve their policy goals.

In the past, governments and regulators in some jurisdictions have responded to pressure of the kind referred to above by greatly increasing regulation. Reforms which increase the compliance and reporting burdens of role-players in the financial markets space can have unintended effects on the environment within which such role-players operate. There can be no guarantee that the governments and regulators in the jurisdictions in which the Bank operates will not make policy decisions to implement reforms which increase the burdens faced by the Bank in relation to compliance and reporting. This could increase the costs the Bank has to devote to compliance and reporting and, in turn, could have a negative effect on the Bank's financial condition and results of operations.

***Government support of the finance and banking industry may have a disproportionate effect on some and an unintended effect on other participants in that industry***

The actions of some governments, providing support to certain participants in the finance and banking industry (whether explicitly or implicitly), have had and will continue to have a fundamental effect on the industry. Whether such actions have had a positive effect on the industry as a whole and/or the wider economy, there is a risk that those participants in the industry who have not received such government support, including the Bank, may have been and may continue to be disadvantaged. For example, it is possible that those banks which have not received the support of governments may be perceived by potential clients as lacking stability. Such a perception may lead to a loss of clients by smaller participants in the industry, including the Bank, if clients, for example, take deposits to an institution perceived to be more secure. If this were to occur, the Bank's financial condition and results of operations may be adversely affected.

***The financial services industry in which the Bank operates is intensely competitive***

The financial services industry in which the Bank's businesses operate is highly competitive. The Bank competes on the basis of a number of factors, including customer services and quality, transaction execution, its products and services, innovation, reputation and price. New competitors, including role-players other than banks, may disintermediate the market and as a result they may acquire significant market share. Some of the Bank's competitors also offer a wider range of services and products than the Bank offers and have greater name recognition, greater financial resources and more extensive customer bases. These competitors may be able to respond more quickly to new or evolving opportunities, technologies and customer requirements than the Bank and may be able to undertake more extensive promotional activities. If the Bank is unable to compete successfully, its future revenue and profit growth could be materially adversely affected.

***Failing infrastructure systems may negatively impact the economy generally and the business and results of operations of the Bank***

Events such as electricity supply failures, the shut-down of transport systems due to inclement weather (such as snow, flash floods, cyclones or extreme heat) or postal, transport or other strikes have a negative impact on the ability of most role-players, including the Bank, to do business. The regular occurrence of such events or timing of the occurrence of such events could have an adverse effect on the Bank's operations.

***Terrorist acts and other acts of war could have a negative impact on the business and results of operations of the Bank***

Terrorist acts, other acts of war or hostility and responses to those acts may create economic and political uncertainties, which could have a negative impact on global economic conditions generally and may directly affect the countries in which the Bank operates, and more

specifically on the business and results of operations of the Bank in ways that cannot be predicted.

***Future growth in the Bank's earnings depends on strategic decisions regarding organic growth and potential acquisitions***

The Bank devotes substantial management and planning resources to the development of strategic plans for organic growth and potential acquisitions by attaining more business from existing customers, expanding the Bank's customer base and the identification of possible acquisitions. If these expenditures and efforts do not meet with success, the Bank's results of operations may grow more slowly or decline.

***Fluctuations in exchange rates may adversely affect the Bank***

A proportion of the Bank's operations are conducted by entities outside the United Kingdom. The results of operations and the financial condition of the Bank's individual companies are reported in the local currencies in which they are domiciled, including Euro, US Dollars and Australian Dollars. These results will then be translated into pounds sterling at the applicable foreign currency exchange rates for inclusion in the Bank's consolidated financial statements. The exchange rates between local currencies and pounds sterling have historically fluctuated. The translation effect of such fluctuations in the exchange rates of the currencies of those countries in which the Bank operates against pounds sterling may adversely affect the Bank's results of operations and financial condition.

While the Bank has implemented certain risk management methods to mitigate and control these and other market risks to which it is exposed, it is difficult to predict with accuracy changes in economic or market conditions and to anticipate the effects that such changes could have on the Bank's financial performance and business operations.

**Risks relating to the Bank**

***The Bank's business performance could be affected if its capital resources and liquidity are not managed effectively***

The Bank's capital and liquidity is critical to its ability to operate its businesses, to grow organically and to take advantage of strategic opportunities. The Bank mitigates capital and liquidity risk by careful management of its balance sheet, through, for example, capital and other fund-raising activities, disciplined capital allocation, maintaining surplus liquidity buffers and diversifying its funding sources. The Bank is required by regulators in jurisdictions in which it undertakes regulated activities, to maintain adequate capital and liquidity. The maintenance of adequate capital and liquidity is also necessary for the Bank's financial flexibility in the face of any turbulence and uncertainty in the global economy.

Extreme and unanticipated market circumstances may cause exceptional changes in the Bank's markets, products and other businesses. Any exceptional changes, including, for example, substantial reductions in profits and retained earnings as a result of write-downs or otherwise, delays in the disposal of certain assets or the ability to access sources of liability, including customer deposits and wholesale funding, as a result of these circumstances, or otherwise, that limit the Bank's ability effectively to manage its capital resources could have a material adverse impact on the Bank's profitability and results. If such exceptional changes persist, the Bank may not have sufficient financing available to it on a timely basis or on terms that are favourable to it to develop or enhance its businesses or services, take advantage of business opportunities or respond to competitive pressures.

The regulation and supervision of financial institutions is currently undergoing a period of significant change in response to the global financial crisis. In June 2013 the European Commission adopted the final Capital Requirements Directive IV ("**CRD IV**") package which transposed the Basel III rules into EU law. The CRD IV rules came into effect on 1 January 2014. The package is split into a regulation and a directive. The regulation was immediately



binding on the Bank, however the directive and various other national discretions had to be transposed into UK law to take effect.

The Prudential Regulation Authority (the "PRA"), issued its final rules and discretions in December 2013, with the decision to introduce the final definition of common equity tier 1 ("CET1") capital from 1 January 2014 and did not adopt most of the transitional provisions available in CRD IV. Despite the acceleration of the CET1 definition and the restriction on the types of capital that qualify as tier 1 and tier 2 capital, having an effect on the capital available to support the increased minimum capital requirements, the Bank continues to hold capital in excess of the new minimum requirements.

With effect from 1 January 2015, the PRA requires firms to meet at least 56% of their individual capital guidance under the Pillar 2A capital framework with CET1 capital. Previously the individual capital guidance, which is determined by the internal capital adequacy assessment and supervisory review process, could be met by total capital.

As at 31 March 2015, the Bank had a common equity tier 1 ratio of 12.1% (after the deduction of foreseeable dividends) (31 March 2014: 10.7%). Investec intends to continue to hold capital in excess of regulatory requirements to ensure that it remains well capitalised in a vastly changing banking environment.

If revised regulatory requirements similar to those outlined above are introduced by regulators, then this could result in inefficiencies in and/or a requirement to review the Bank's balance sheet structure which may adversely impact the Bank's profitability and results. Any failure by the Bank to maintain any increased regulatory capital requirements or to comply with any other requirements introduced by regulators could result in intervention by regulators or the imposition of sanctions, which may have a material adverse effect on the Bank's profitability and results.

The CRD IV rules required the reporting of the liquidity coverage ratio ("LCR") and the net stable funding ratio ("NSFR") to European regulators from 30th June 2014. The finalisation of the LCR delegated act was published in January 2015, with a phased in LCR from the 1 October 2015 at a minimum of 60% increasing to 100% by January 2018.

In November 2014, the PRA issued a consultation paper outlining the proposed new liquidity regime whereby the LCR standard is phased in from 1 October 2015 at a minimum of 80%, increasing to 100% by January 2018. The Basel committee published a final standard for the NSFR in October 2014, with a minimum requirement of 100%, and to be introduced in January 2018.

The bank continues to comfortably meet all current regulatory liquidity requirements including the final LCR. The bank is currently shadowing and comfortably meets the NSFR liquidity ratio.

***Credit risk exposes the Bank to losses caused by financial or other problems experienced by its clients or other third parties***

Risks arising from changes in credit quality and the recoverability of loans and amounts due from counterparties are inherent in a wide range of the Bank's businesses. The Bank is exposed to the risk that third parties that owe it money, securities or other assets will not perform, or will be unable to perform, their obligations which could adversely affect the Bank's results of operations or financial condition. These parties include clients, governments, trading or reinsurance counterparties, clearing agents, exchanges, other financial intermediaries or institutions, as well as issuers whose securities the Bank holds, who may default on their obligations to the Bank due to bankruptcy, lack of liquidity, operational failure, economic or political conditions or other reasons. In addition, approximately one third of the Bank's loan portfolio comprises lending collateralised by property. There is no individual concentration risk and there is little lending against speculative property development. A deterioration in the property markets could affect the quality of the Bank's security relating to such loans and could negatively impact on the level of impairments required to be recorded in the event that a borrower defaults. The occurrence of such events has led and may lead to future impairment charges and additional write-downs and losses for the Bank. In addition, the information that the

Bank uses to manage its credit risk may be inaccurate or incomplete, leading to an inability on the part of the Bank to manage its credit risk effectively.

***The Bank's borrowing costs and access to the debt capital markets depend significantly on its credit ratings***

Rating agencies, which determine the Bank's own credit ratings and thereby influence the Bank's cost of funds, take into consideration management effectiveness and the success of the Bank's risk management processes. Rating agencies have, in the past, altered their ratings of all or a majority of the participants in a given industry as a result of the risks affecting that industry or have altered the credit ratings of the Bank or instruments issued by the Bank specifically.

A reduction in the Bank's long- or short-term credit ratings could increase its borrowing costs, limit its access to the capital markets and trigger additional collateral requirements in derivative contracts and other secured funding arrangements. Credit ratings are also important to the Bank when competing in certain markets, such as longer-term over-the-counter derivatives. Any further changes in the credit ratings of the Bank could negatively impact the volume and pricing of the Bank's funding, and this could impact profit.

***Certain financial instruments are recorded at fair value under relevant accounting rules. To determine fair value, the Bank uses financial models which require it to make certain assumptions and judgements and estimates which may change over time***

Under IFRS, the Bank is required to carry certain financial instruments on its balance sheet at fair value, including, among others, trading assets (which include certain retained interests in loans that have been securitised), available-for-sale securities and derivatives. Generally, in order to establish the fair value of these instruments, the Bank relies on quoted market prices or internal valuation models that utilise observable market data. In certain circumstances and over the last year in particular, however, the ability of the Bank and other financial institutions to establish fair values has been influenced by the lack of readily available observable market prices and data and the fact that the availability or reliability of such information has diminished due to market conditions. Furthermore, in common with other financial institutions, the Bank's processes and procedures governing internal valuation models are complex and require the Bank to make assumptions, judgements and estimates in relation to matters that are inherently uncertain, such as expected cash flows from a particular asset class, the ability of borrowers to service debt, house price appreciation and depreciation, and relative levels of defaults and deficiencies. Such assumptions, judgements and estimates may need to be updated to reflect changing trends in relation to such matters. To the extent the Bank's assumptions, judgements or estimates change over time in response to market conditions or otherwise, the resulting change in the fair value of the financial instruments reported on the Bank's balance sheet could have a material adverse effect on the Bank's earnings.

Financial instruments are valued differently under relevant applicable accounting rules depending upon how they are classified. For example, assets classified as held-to-maturity are carried at cost (less provisions for permanent impairment) while trading assets are carried at fair value. Similar financial instruments can be classified differently by a financial institution depending upon the purpose for which they are held and different financial institutions may classify the same instrument differently. In addition, financial institutions may use different valuation methodologies which may result in different fair values for the same instruments.

Accordingly, the Bank's carrying value for an instrument may be materially different from another financial institution's valuation of that instrument or class of similar instruments.

Furthermore, a fair value determination does not necessarily reflect the value that can be realised for a financial instrument on a given date. As a result, assets and liabilities carried at fair value may not actually be able to be sold or settled for that value. If such assets are ultimately sold or settled for a lower or greater value, the difference would be reflected in a write-down or gain. The difference between the fair value determined at a particular point in time and the ultimate sale or settlement value can be more pronounced in volatile market conditions

or during periods when there is only limited trading of a particular asset class from which to establish fair value. This can result in a significant negative impact on the Bank's financial condition and results of operations due to an obligation arising to revalue assets at a fair value significantly below the value at which the Bank believes it could ultimately be realised.

***Operational risk may disrupt the Bank's business or result in regulatory action***

Operational losses can result, for example, from fraud, errors by employees, failure to document transactions properly or to obtain proper authorisation, failure to comply with regulatory requirements and conduct of business rules, equipment failures, natural disasters or the failure of systems and controls, including those of the Bank's suppliers or counterparties. Although the Bank has implemented risk controls and loss mitigation actions, and substantial resources are devoted to developing efficient procedures, reporting systems and to staff training, it is not possible to be certain that such actions have been or will be effective in controlling each of the operational risks faced by the Bank. Notwithstanding anything contained in this risk factor, this risk factor should not be taken as implying that the Bank will be unable to comply with its regulatory obligations.

Any operational failure may cause serious reputational or financial harm and could have a material adverse effect on the Bank's results or operations, reputation and financial condition.

***Liquidity risk may adversely affect the Bank's profitability and results while excess liquidity may negatively impact the Bank's returns***

Ready access to funds is essential to any banking business, including those operated by the Bank. An inability on the part of the Bank to access funds or to access the markets from which it raises funds may lead to the Bank being unable to finance its operations adequately, which in turn could materially adversely affect its results of operations and financial condition. In particular, the Bank takes deposits with maturities which are shorter than the loans it makes. This exposes the Bank to the risk that depositors could withdraw their funds at a rate faster than the rate at which borrowers repay their loans, thus causing liquidity strains. Additionally, the Bank's ability to raise or access funds may be impaired by factors that are not specific to it, such as general market conditions, severe disruption of the financial markets or negative views about the prospects for the industries or regions in which the Bank operates.

***The Bank may be vulnerable to the failure of its information and operating systems and breaches of its security systems***

The Bank relies on the proper functioning of its information and operating systems which may fail as a result of hardware or software failure or power or telecommunications failure. The occurrence of such a failure may not be adequately covered by its business continuity planning. Any significant degradation, failure or lack of capacity of the Bank's information systems or any other systems in the trading process could therefore cause it to fail to complete transactions on a timely basis, could have an adverse effect on its business, results of operations and financial condition or could give rise to adverse regulatory and reputational consequences for the Bank's business.

The secure transmission of confidential information is a critical element of the Bank's operations. The Bank's networks and systems may be vulnerable to unauthorised access and other security problems. The Bank cannot be certain that its existing security measures will prevent security breaches including break-ins, viruses or disruptions. Persons that circumvent the security measures could use the Bank's or its client's confidential information wrongfully which could expose it to a risk of loss, adverse regulatory consequences or litigation.

The Bank's future success will depend in part on its ability to respond to changing technologies and demands of the market place. The Bank's failure to upgrade its information and communications systems on a timely or cost-effective basis could have an adverse effect on its business, financial condition and/or operating results and could damage its relationships with its clients and counterparties.

***Cyber-crime could have a negative impact on Investec's operations***

The Bank's operations are dependent on its own information technology systems and those of its third party service providers. Investec could be negatively impacted by cyber attacks on any of these. As the Bank moves banking to the digital and mobile world, the risk of cyber crime increases, especially as infiltrating technology is becoming increasingly sophisticated, and there can be no assurance that the Bank will be able to prevent all threats.

***The Bank may be adversely affected if its reputation is harmed***

The Bank is subject to the risk of loss due to customer or staff misconduct. The Bank's ability to attract and retain customers and employees and raise appropriate financing or capital may be adversely affected to the extent its reputation is damaged. If it fails to deal with various issues that may give rise to reputational risk, its reputation and in turn its business prospects may be harmed. These issues include, but are not limited to, appropriately dealing with potential conflicts of interest, legal and regulatory requirements, customer management and communication, discrimination issues, money-laundering, privacy, record-keeping, sales and trading practices, and the proper identification of the legal, reputational, credit, liquidity and market risks inherent in its business. Failure to address these issues appropriately could give rise to litigation and regulatory risk to the Bank.

There have been a number of highly publicised cases involving fraud or other misconduct by employees of financial services firms in recent years. The Bank's reputation could be damaged by an allegation or finding, even where the associated fine or penalty is not material. Misconduct could include hiding unauthorised activities from the Bank, improper or unauthorised activities on behalf of customers, improper use of confidential information or use of improper marketing materials. The Bank has systems and controls in place to prevent and detect misconduct; however, the risks posed by misconduct may not be entirely eliminated through controls.

***The Bank's risk management policies and procedures may leave it exposed to risks which have not been identified by such policies or procedures***

The Bank has devoted significant resources to developing its risk management policies and procedures, particularly in connection with credit, market and other banking risks, and expects to continue to do so in the future. Nonetheless, its risk management techniques may not be fully effective in mitigating its risk exposure in all market environments or against all types of risk. Some of the Bank's methods of managing risk are based upon its use of observed historical market behaviour. As a result, these methods may not predict future risk exposures, which could be significantly greater than historical measures indicate. Other risk management methods depend upon evaluation of information regarding the markets in which the Bank operates, its clients or other matters that are publicly available or otherwise accessible by the Bank. This information may not be accurate in all cases, complete, up-to-date or properly evaluated. Any failure of the Bank's risk management techniques may have a material adverse effect on its results of operations and financial condition.

***The Bank may be unable to recruit, retain and motivate key personnel***

The Bank's performance is largely dependent on the talents and efforts of key personnel, many of whom have been employed by the Bank for a substantial period of time and have developed with the business. In addition, while the Bank is covered by a general director's and officer's insurance policy, it does not maintain any "key man" insurance in respect of any management employees. Competition in the financial services industry for qualified employees is intense. Further, the Bank's ability to implement its strategy depends on the ability and experience of its senior management and other key employees. The loss of the services of certain key employees, particularly to competitors, could have a negative impact on the Bank's business. The Bank's continued ability to compete effectively and further develop its businesses depends on its ability to retain, remunerate and motivate its existing employees and to attract new employees and qualified personnel competitively with its peers.

## **Risks relating to the Bank's fiscal, legal and regulatory compliance**

### ***Legal and regulatory risks are substantial in the Bank's businesses***

Substantial legal liability or a significant regulatory action against the Bank could have a material adverse effect or cause significant reputational harm to the Bank, which, in turn, could seriously harm the Bank's business prospects and have an adverse effect on its results of operations and financial condition.

#### ***Legal liability***

The Bank faces significant legal risks, and the volume and amount of damages claimed in litigation against financial intermediaries generally is increasing. These risks include potential liability under securities or other laws for materially false or misleading statements made in connection with the sale of securities and other transactions, potential liability for advice the Bank provides to participants in corporate transactions and disputes over the terms and conditions of complex trading arrangements. The Bank also faces the possibility that counterparties in complex or risky trading transactions will claim that the Bank improperly failed to inform them of the risks or that they were not authorised or permitted to enter into these transactions with the Bank and that their obligations to the Bank are not enforceable.

In those parts of the Bank's business that are focused on the provision of portfolio management and stockbroking services, the Bank is exposed to claims that it has recommended investments that are inconsistent with a client's investment objectives or that it has engaged in unauthorised or excessive trading, including in connection with split capital investment trusts. The Bank is also exposed to claims from dissatisfied customers as part of the increased trend of performance-related litigation, for example, in association with its operations relating to the provision of wealth management advice. The Bank may also be subject to claims arising from disputes with employees for, among other things, alleged discrimination or harassment. These risks may often be difficult to assess or quantify and their existence and magnitude often remain unknown for substantial periods of time. Liability resulting from any of the foregoing or other claims could have a material adverse effect on the Bank's results of operations and financial condition.

These issues require the Bank to deal appropriately with, *inter alia*, potential conflicts of interest; legal and regulatory requirements; ethical issues; anti-money laundering laws or regulations; privacy laws; information security policies; sales and trading practices; and conduct by companies with which it is associated. Failure to address these issues appropriately may give rise to additional legal and compliance risk to the Bank, with an increase in the number of litigation claims and the amount of damages asserted against the Bank, or subject the Bank to regulatory enforcement actions, fines, penalties or reputational damage.

#### ***Applicable Bank Resolution Powers***

The Bank, is subject to the Banking Act 2009 (the "**Banking Act**") which gives wide powers in respect of UK banks and their parent and other group companies to HM Treasury, the Bank of England, the Prudential Regulatory Authority and the United Kingdom Financial Conduct Authority (each a "**relevant Authority**") in circumstances where a UK bank has encountered or is likely to encounter financial difficulties. The Banking Act implements the provisions of Directive 2014/59/EU (the "**Bank Recovery and Resolution Directive**" or "**BRRD**"). These powers include powers to: (a) transfer all or some of the securities issued by a UK bank or its parent, or all or some of the property, rights and liabilities of a UK bank or its parent (which would include the Securities), to a commercial purchaser or, in the case of securities, to HM Treasury or an HM Treasury nominee, or, in the case of property, rights or liabilities, to an entity owned by the Bank of England; (b) override any default provisions, contracts, or other agreements, including provisions that would otherwise allow a party to terminate a contract or accelerate the payment of an obligation; (c) commence certain insolvency procedures in relation to a UK bank; and (d) override, vary or impose contractual obligations, for reasonable consideration, between a UK bank or its parent and its group undertakings (including undertakings which have ceased to be members of the group), in order to enable any transferee

or successor bank of the UK bank to operate effectively. The Banking Act also gives power to HM Treasury to make further amendments to the law for the purpose of enabling it to use the special resolution regime powers effectively, potentially with retrospective effect.

The powers granted to the relevant Authority include (but are not limited to) a "write-down and conversion of capital instruments" power and a "bail-in" power.

The write-down and conversion of capital instruments power may be used where the relevant Authority has determined that the institution concerned has reached the point of non-viability, but that no bail-in of instruments other than capital instruments is required (however the use of the write-down power does not preclude a subsequent use of the bail-in power) or where the conditions to resolution are met. Any write-down effected using this power must reflect the insolvency priority of the written-down claims – thus common equity must be written off in full before subordinated debt is affected. Where the write-down and conversion of capital instruments power is used, the write-down is permanent and investors receive no compensation (save that common equity tier 1 instruments may be required to be issued to holders of written-down instruments). The write-down and conversion of capital instruments power is not subject to the "no creditor worse off" safeguard.

The bail-in power gives the relevant Authority the power to cancel all or a portion of the principal amount of, or interest on, certain unsecured liabilities (which could include the Securities) of a failing financial institution or its holding company, and/or to convert certain debt claims (which could be amounts payable under the Securities) into another security, including ordinary shares of the surviving entity, if any. The Banking Act requires the relevant Authority to apply the "bail-in" power in accordance with a specified preference order which differs from the ordinary insolvency order. In particular, the relevant Authority must write-down or convert debts in the following order: (i) additional tier 1, (ii) tier 2, (iii) other subordinated claims and (iv) eligible senior claims (which may include the Securities).

Although the exercise of bail-in power under the Banking Act is subject to certain pre-conditions, there remains uncertainty regarding the specific factors (including, but not limited to, factors outside the control of the Bank or not directly related to the Bank) which the relevant Authority would consider in deciding whether to exercise such power with respect to the Bank and its securities (including the Securities). Moreover, as the relevant Authority may have considerable discretion in relation to how and when it may exercise such power, holders of the Bank's securities may not be able to refer to publicly available criteria in order to anticipate a potential exercise of such power and consequently its potential effect on the Bank and its securities.

As well as a "write-down and conversion of capital instruments" power and a "bail-in" power, the powers of the relevant Authority under the Banking Act include the power to (i) direct the sale of the relevant financial institution or the whole or part of its business on commercial terms without requiring the consent of the shareholders or complying with the procedural requirements that would otherwise apply, (ii) transfer all or part of the business of the relevant financial institution to a "bridge institution" (an entity created for such purpose that is wholly or partially in public control) and (iii) separate assets by transferring impaired or problem assets to one or more publicly owned asset management vehicles to allow them to be managed with a view to maximising their value through eventual sale or orderly wind-down (this can be used together with another resolution tool only). In addition, the Banking Act gives the relevant Authority power to amend the maturity date and/or any interest payment date of debt instruments or other eligible liabilities of the relevant financial institution and/or impose a temporary suspension of payments and/or discontinue the listing and admission to trading of debt instruments.

The exercise by the relevant Authority of any of the above powers under the Banking Act (including especially the bail-in power) could lead to the holders of the Securities losing some or all of their investment. Moreover, trading behaviour in relation to the securities of the Bank (including the Securities), including market prices and volatility, may be affected by the use or any suggestion of the use of these powers and accordingly, in such circumstances, the Securities are not necessarily expected to follow the trading behaviour associated with other types of securities. There can be no assurance that the taking of any actions under the Banking Act by the relevant Authority or the manner in which its powers under the Banking Act are

exercised will not materially adversely affect the rights of holders of the Securities, the market value of an investment in the Securities and/or the Bank's ability to satisfy its obligations under the Securities.

### ***Financial Services Compensation Scheme***

The UK Financial Services Compensation Scheme ("**FSCS**"), the UK's statutory fund of last resort, provides compensation to customers of UK authorised financial institutions in the event that an institution which is a participating member of the FSCS is unable, or is likely to be unable, to pay claims against it.

The FSCS raises annual levies from participating members to meet its management expenses and compensation costs. Individual participating members make payments based on their level of participation (in the case of deposits, the proportion that their protected deposits represent of total protected deposits) at 31 December of the year preceding the scheme year.

Following the default of a number of deposit-takers in 2008, the FSCS has borrowed from HM Treasury to fund the compensation costs for customers of those firms. Although the majority of this loan is expected to be repaid from funds the FSCS receives from asset sales, surplus cash flow or other recoveries in relation to the assets of the firms that defaulted, any shortfall will be funded by deposit-taking participants of the FSCS.

The Bank is a participating member of the FSCS and the Bank has accrued £1.65 million for its share of levies that will be raised by the FSCS. The accrual is based on estimates for the interest the FSCS will pay on the loan and estimates of the level of the Bank's market participation in the relevant periods. Interest will continue to accrue to the FSCS on the HM Treasury loan and will form part of future FSCS levies.

At the date of this Registration Document, it is not possible to estimate whether there will ultimately be additional levies on the industry, the level of Investec's market participation or other factors that may affect the amounts or timing of amounts that may ultimately become payable, nor the effect that such levies may have upon operating results in any particular financial period.

### ***Other regulatory risks***

The Bank is subject to extensive regulation by governmental and other regulatory organisations in the jurisdictions in which it operates around the world, including, in particular, the PRA and FCA in the UK.

In addition, the Bank is subject to extensive and increasing legislation, regulation, accounting standards and changing interpretations thereof in the various countries in which it operates. The requirements imposed by the Bank's regulators, including capital adequacy, are designed to ensure the integrity of financial markets and to protect customers and other third parties who deal with the Bank.

In addition, new laws are introduced and existing laws are amended from time to time, including tax, consumer protection, privacy and other legislation, which affect the environment in which the Bank operates. Governmental policies and regulatory changes in the other areas which could affect the Bank, include:

- the monetary, interest rate and other policies of central banks and regulatory authorities;
- general changes in government or regulatory policy or changes in regulatory regimes that may significantly influence investor decisions in particular markets in which the Bank operates or may increase the costs of doing business in those markets;
- other general changes in the regulatory requirements, such as prudential rules relating to the capital adequacy and liquidity framework;

- changes in competition and pricing environments;
- further developments in the financial reporting environment;
- further developments in the corporate governance, conduct of business and employee compensation environments;
- expropriation, nationalisation, confiscation of assets and changes in legislation relating to foreign ownership; and
- other unfavourable political or diplomatic developments or legal uncertainty which, in turn, may affect demand for the Bank's products and services.

Consequently, changes in these governmental policies and regulation may limit the Bank's activities, which could have an adverse effect on the Bank's results.

It is widely expected that as a result of recent interventions by governments in response to global economic conditions, there will be a substantial increase in government regulation and supervision of the financial services industry, including the imposition of higher capital requirements, heightened disclosure standards and restrictions on certain types of transaction structures. If enacted, such new regulations could significantly impact the profitability and results of firms operating within the financial services industry, including the Bank, or could require those affected to enter into business transactions that are not otherwise part of their preferred strategies, prevent the continuation of current lines of operations, restrict the type or volume of transactions which may be entered into or set limits on, or require the modification of, rates or fees that may be charged on certain loan or other products. Such new regulations may also result in increased compliance costs and limitations on the ability of the Bank or others within the financial services industry to pursue business opportunities.

Further changes to the regulatory requirements applicable to the Bank, in particular in the UK, whether resulting from recent events in the credit markets or otherwise, could materially affect its business, the products and services it offers and the value of its assets.

#### **Tax-related risks**

***The Bank is subject to the substance and interpretation of tax laws in all countries in which it operates. A number of double taxation agreements entered into between countries also affect the taxation of the Bank.***

Tax risk is the risk associated with changes in tax law or in the interpretation of tax law. It also includes the risk of changes in tax rates and the risk of consequences arising from failure to comply with procedures required by tax authorities. Failure to manage tax risks could lead to increased tax charges, including financial or operating penalties, for not complying as required with tax laws. Action by governments to increase tax rates or to impose additional taxes would reduce the profitability of the Bank. Revisions to tax legislation or to its interpretation might also affect the Bank's results in the future.



## DOCUMENTS INCORPORATED BY REFERENCE

This Registration Document should be read and construed in conjunction with the following documents, which shall be incorporated in, and form part of, this Registration Document:

- (i) the annual report (including the auditors' report and audited consolidated annual financial statements) for the financial year ended 31 March 2014 of the Bank, which has previously been published and filed with the FCA (the "**2014 Annual Report**"); and
- (ii) the annual report (including the auditors' report and audited consolidated annual financial statements) for the financial year ended 31 March 2015 of the Bank, which has previously been published and filed with the FCA (the "**2015 Annual Report**"),

save that any statement contained herein or in a document which is incorporated by reference herein shall be modified or superseded for the purpose of this Registration Document to the extent that a statement contained in any supplementary prospectus published after the date of this Registration Document expressly or impliedly modifies or supersedes such earlier statement.

The documents incorporated by reference in this Registration Document have been published and filed with the FCA in the last 12 months and/or announced through the Regulatory News Service.

The documents incorporated by reference in this Registration Document shall not include any documents which are themselves incorporated by reference in such incorporated documents ("**daisy chained**" documents). Such daisy chained documents incorporated by reference in any of the financial statements listed above as being incorporated by reference in this Registration Document shall not form part of this Registration Document.

Copies of the documents incorporated by reference in this Registration Document can be obtained from (i) the registered office of the Bank and from the specified offices of Deutsche Bank AG, London Branch, which shall include any successor (the "**Paying Agents**"), and (ii) the website of the Regulatory News Service operated by the London Stock Exchange (the "**RNS**") at

<http://www.londonstockexchange.com/exchange/news/market-news/market-news-home.html>.

Neither the Bank nor any Agent accepts responsibility for the information appearing on any websites mentioned in this Registration Document. For the avoidance of doubt, the information appearing on any websites and pages does not form part of this Registration Document save to the extent expressly incorporated by reference herein.

## BUSINESS DESCRIPTION OF THE BANK

All references in this section of this Registration Document to "**Bank**" and "**Issuer**" refer to Investec Bank plc, all references to "**Group**" refer to Investec Bank plc and its subsidiary undertakings and all references to "**Investec Group**" refer to Investec plc and Investec Limited.

### Introduction

Investec plc and Investec Limited (together, the "**Investec Group**") is an international, specialist banking group and asset manager that provides a diverse range of financial products and services to a niche client base in the United Kingdom and Europe, Australia/Asia and South Africa (*for more information, see pages 4-6 of the 2015 Annual Report*).

The Investec Group was founded as a leasing company in Johannesburg, South Africa, in 1974. It acquired a banking licence in 1980 and was listed on the JSE Limited South Africa ("**JSE**") in 1986.

In 1992 the Investec Group made its first international acquisition, in the United Kingdom, when it acquired Allied Trust Bank, which has since been renamed Investec Bank plc.

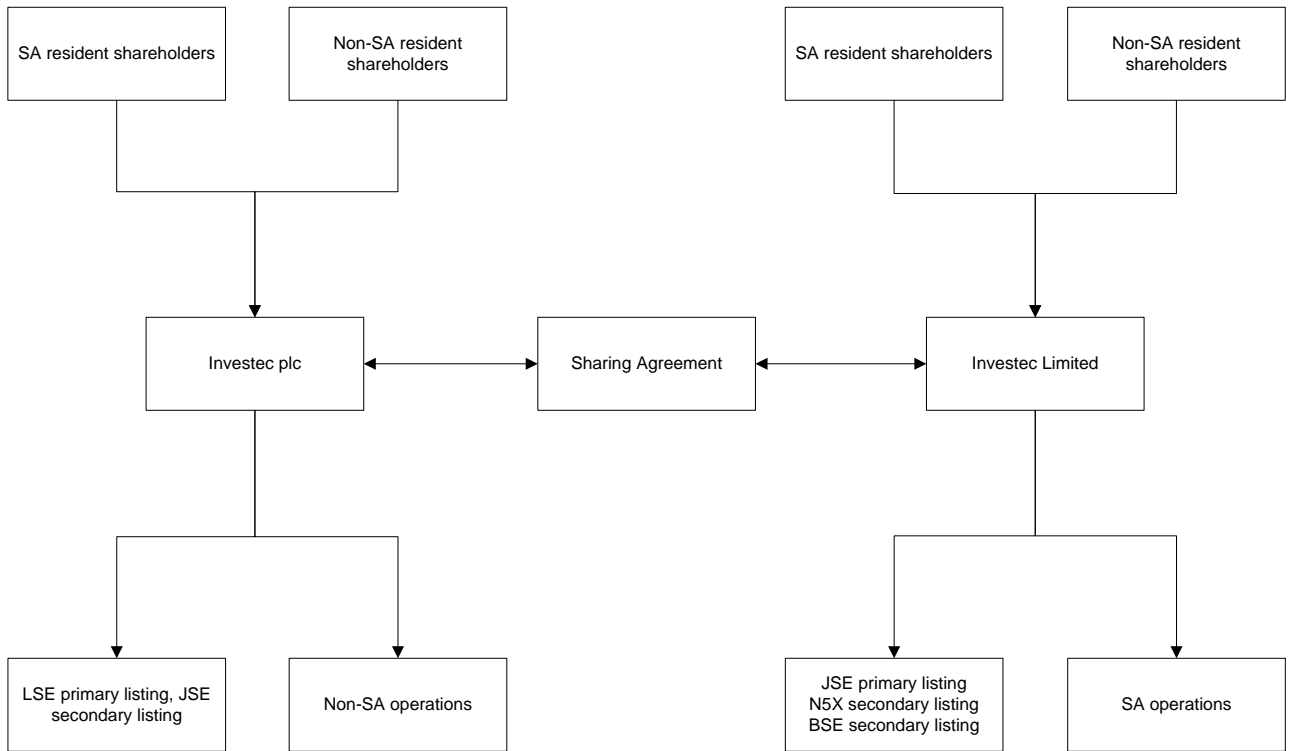
### Group Structure

On 22 July 2002, the Investec Group implemented a dual listed companies ("**DLC**") structure pursuant to which the majority of the group's non-Southern African subsidiaries were placed into Investec plc, which was previously a wholly owned subsidiary of Investec Group Limited (now Investec Limited). Investec plc was unbundled from Investec Group Limited and listed on the London Stock Exchange, with a secondary listing on the JSE. As a result of the DLC structure, Investec plc and Investec Limited together formed a single economic enterprise (the Investec Group).

Creditors, however, are ring-fenced to either Investec plc or Investec Limited as there are no cross-guarantees between the companies (*for more information, see pages 4-7 of the 2015 Annual Report*).

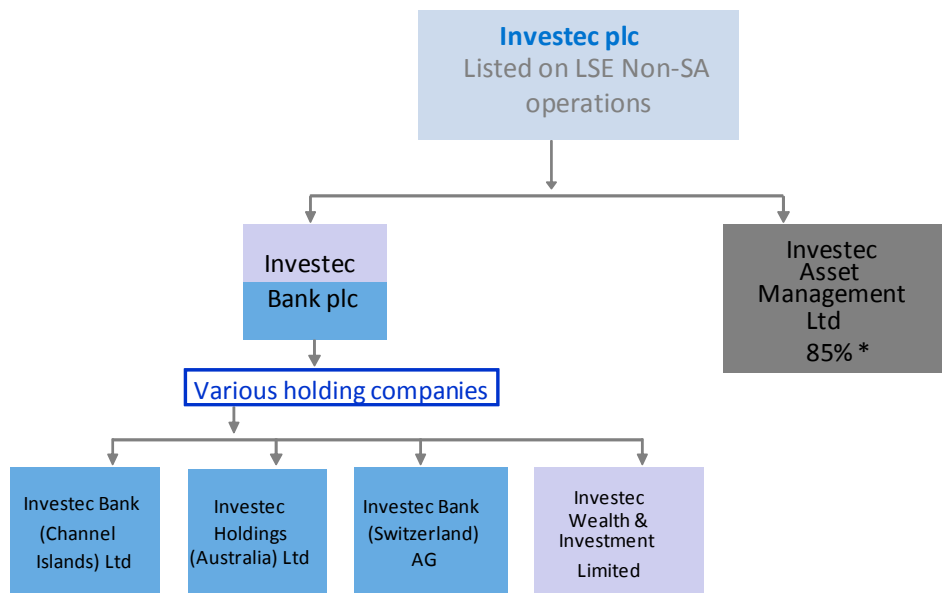
The Investec Group has since expanded through a combination of organic growth and a series of strategic acquisitions.

**DLC structure**



Investec plc is the holding company of the majority of the Investec Group's non-Southern African operations. The ultimate holding and controlling company of the Bank is Investec plc. The Bank holds certain of the Investec Group's UK-based assets and businesses, as well as holding Investec Holdings (Australia) Limited. The businesses of the Bank include Wealth & Investment and Specialist Banking. The following diagram is a simplified group structure for Investec plc.

**Organisational structure as at 31 March 2015**



Operating activities key:

- Wealth & Investment
- Asset Management
- Specialist Banking

Note: All shareholdings are 100% unless otherwise stated  
 Only main operating subsidiaries are indicated  
 \* 15% is held by senior management in the company

## Ratings

<b>Investec Bank plc (IBP)</b>		<b>Definition</b>
<b>Moody's Investor Service Limited ("Moody's")</b>		
Baseline credit assessment (BCA) and Adjusted BCA	baa3	Issuers assessed baa are judged to have medium-grade intrinsic, or standalone, financial strength, and thus subject to moderate credit risk
Long-term rating	A3	Obligations rated A are judged to be upper-medium grade and are subject to low credit risk.
Short-term rating	Prime-2	A Prime-2 have a strong ability to repay short-term debt obligations.
<b>Fitch Ratings Limited ("Fitch")</b>		
Viability rating	bbb-	Reflects the fundamental creditworthiness, or standalone credit profile
Support rating	5	Fitch's view of the likelihood of external support being made available in case of need
Long-term rating	BBB-	A long-term issuer or obligation rating is based in all cases on the long-term vulnerability to default of the rated entity 'BBB' ratings indicate that expectations of default risk are currently low.
Short-term rating	F3	A short-term issuer or obligation rating is based in all cases on the short-term vulnerability to default of the rated entity. F3 indicates that the intrinsic capacity for timely payment of financial commitments is adequate
<b>Investec plc (holding company)</b>		
<b>Moody's Investor Service Limited ("Moody's")</b>		
Long-term rating	Baa3	Obligations rated Baa are judged to be medium-grade and subject to moderate credit risk and as such may possess certain speculative characteristics.
Short-term rating	Prime-3	Issuers (or supporting institutions) rated Prime-3 have an acceptable ability to repay short-term obligations.

Each of Fitch and Moody's is a credit rating agency established and operating in the European Community and registered in accordance with Regulation (EU) No 1060/2009, as amended (the "**CRA Regulation**"). Global Credit Rating is not established in the European Economic Area and is not certified under the CRA Regulation.

### Activities of the Bank

The businesses of the Bank include Wealth & Investment and Specialist Banking.

### Wealth & Investment

Investec Wealth & Investment offers its clients comfort in its scale, international reach and depth of investment processes.

The European operations are conducted through Investec Wealth & Investment Limited in the UK, Investec Wealth & Investment Ireland, Investec Bank Switzerland and in Guernsey through Investec Wealth & Investment Channel Islands.

Over 1150 staff operate from offices located throughout the UK and Europe, with combined funds under management of £29.6 billion. Investec Wealth & Investment is one of the UK's

leading providers of private client investment management services (*for more information, see page 6 of the 2015 Annual Report*).

The services provided by Investec Wealth & Investment include:

- Investments and savings
  - Discretionary and advisory portfolio management services for private clients
  - Specialist investment management services for charities, pension schemes and trusts
  - Independent financial planning advice for private clients
  - Specialist portfolio management services for international clients.
- Pensions and retirement
  - Discretionary investment management for company pension and Self Invested Personal Pensions (SIPPs)
  - Advice and guidance on pension schemes, life assurance and income protection schemes.
- Tax planning
  - Succession planning
  - ISAs
  - Retirement planning
  - Venture Capital Trusts (VCT) and Enterprise Investment Schemes (EIS)

### **Specialist Banking**

The Bank operates as a specialist bank, focusing on three key areas of activity: Investment activities, Corporate and Institutional Banking activities and Private Banking activities. Each business provides specialised products and services to defined target markets. Our head office also provides certain group-wide integrating functions including risk management, information technology, finance, investor relations, marketing, human resources and organisational development. The head office is also responsible for our central funding (*for more information, see page 5 of the 2015 Annual Report*).

Corporates/government/institutional clients		High income and high net worth private clients
Investment activities	Corporate and Institutional Banking activities	Private Banking activities
Principal investments Property investment fund management	Treasury and trading services Specialised lending, funds and debt capital markets Advisory and institutional research, sales and trading	Transactional banking and Foreign Exchange Lending Deposits
Australia Hong Kong UK and Europe	Australia India UK and Europe Hong Kong USA	UK and Europe

**Private Banking Activities**

Private Banking positions itself as the 'investment bank for private clients', offering both credit and investment services to its select clientele.

Through strong partnerships, the Bank has created a community of clients who thrive on being part of an entrepreneurial and innovative environment. Its target market includes high net worth individuals, wealthy entrepreneurs, high income professionals, owner managers in midmarket companies and sophisticated investors (*for more information, see page 5 of the 2015 Annual Report*).

**Investment Activities**

The Bank's principal investments business in Hong Kong largely focuses on pre-IPO investment opportunities in Chinese companies with good track records, whilst its business in the UK focuses on opportunistic investment alongside credible clients (*for more information, see page 5 of the 2015 Annual Report*).

The Bank's property business focuses on property fund management and property investments.

**Corporate and Institutional Banking Activities**

Corporate and Institutional Banking Activities provides a wide range of specialist products, services and solutions to select corporate clients, public sector bodies and institutions. The division undertakes the bulk of Investec's wholesale debt, structuring, proprietary trading, capital markets and derivatives business.

The investment banking and securities business engages in a range of investment banking activities and positions itself as an integrated business focused on local client delivery with international access. The Bank targets clients seeking a highly customised service, which it offers through a combination of domestic depth and expertise within each geography and a

client-centric approach. Its activities include: advisory; institutional research, sales and trading (for more information, see page 5 of the 2015 Annual Report).

### **Trend information**

The Bank, in its audited consolidated financial statements for the year ended 31 March 2015, reported a decrease of 6.6% in operating profit before goodwill and acquired intangibles and after non-controlling interests to £101.2 million (2014: £108.4 million). The balance sheet remains strong, supported by sound capital and liquidity ratios. At 31 March 2015, the Bank had £5 billion of cash and near cash to support its activities, representing approximately 43.1% of its liability base. Customer deposits have increased by 10.6% since 31 March 2014 to £10.6 billion at 31 March 2015. The Bank's loan to deposit ratio was 66.5% as at 31 March 2015 (2014: 69.9%). At 31 March 2015, the Bank's total capital adequacy ratio was 17.5% and its tier 1 ratio was 12.1%. The Bank's anticipated 'fully loaded' common equity tier 1 ratio and leverage ratio are 12.1% and 7.5%, respectively (where 'fully loaded' is based on Capital Requirements Regulation ("**CRR**") requirements as fully phased in by 2022). These disclosures incorporate the deduction of foreseeable dividends as required by the CRR and European Banking Authority technical standards. Excluding this deduction, the ratio would be 0.1% higher. The credit loss charge as a percentage of average gross core loans and advances has increased from 1.00% at 31 March 2014 to 1.16%. The Bank's gearing ratio remains low with total assets to equity decreasing to 10 times at 31 March 2015 (for more information, see pages 8-12 of the 2015 Annual Report).

### **Regulation and Risk Management**

#### *Regulation*

The FSA (now the PRA and the FCA) and the South African Reserve Bank ("**SARB**") entered into a Memorandum of Understanding in 2002 which sets out the basis upon which the Investec Group as a whole will be regulated and how these two main regulators will co-operate. The SARB undertakes consolidated supervision of Investec Limited and its subsidiaries as well as acting as lead regulator of the Investec Group as a whole. The FCA and PRA undertake consolidated supervision of Investec plc and its subsidiaries.

Accordingly, the Bank is authorised by the PRA and regulated by the FCA and the PRA. The Bank is therefore subject to PRA limits and capital adequacy requirements. In addition the Bank, through its operating subsidiaries, operates in a variety of other extensively regulated jurisdictions including Australia and Ireland, where it has obtained all necessary regulatory authorisations.

#### *Risk Management*

The Investec Group recognises that an effective risk management function is fundamental to its business. Taking international best practice into account, its comprehensive risk management process involves identifying, quantifying, managing and mitigating the risks associated with each of the businesses.

#### *Risk awareness, control and compliance*

The Group Risk Management team monitors, manages and reports on risk to ensure that they are within the stated risk appetite mandated by the board of directors through the board risk and capital committee.

The group monitors and controls risk exposure through independent Credit, Market, Liquidity, Operational, Legal Risk Internal Audit and Compliance teams. This approach is core to assuming a tolerable risk and reward profile, helping to pursue controlled growth across the business.

Group Risk Management operates within an integrated geographical and divisional structure, in line with management approach, ensuring that the appropriate processes are used to address



all risks across the group. Group Risk Management has a specialist division in the UK and smaller risk divisions in other regions, tasked with promoting sound risk management practices.

Group Risk Management units are locally responsive yet globally aware. This helps to ensure that all initiatives and businesses operate within defined risk parameters and objectives, continually seeking new ways to enhance techniques.

In the ordinary course of business, the business is exposed to various risks, including credit, market, interest rate and liquidity, operational, legal and reputational risks.

#### *Loan administration and loan loss provisioning*

The Bank's loan administration and loan loss provisioning Process addresses the risk that counterparties will be unable or unwilling to meet their obligations to Investec plc as they fall due or that the credit quality of third parties to whom the Bank is exposed deteriorates. Credit risk arises from lending, derivative and other transactions involving on and off balance sheet instruments. The Bank's risk management policies cover geographical, product, market and individual counterparty concentrations. All exposures are reviewed frequently against approved limits, independently of each business unit. Excesses are reported/escalated to Credit, Management, Executive Risk Review Forum and Board Risk as required (amongst other things).

A tiered system of credit committees has been created in order to attempt to procure that credit exposures are authorised at an appropriate level of seniority. The main UK Group Credit Committee includes executive directors and senior management independent of the line management function. All credit committees are required to reach a unanimous consensus before authorising a credit exposure and each approval is signed by a valid quorum.

Credit limits on all lending, including treasury and interbank lines, are reviewed at least annually. The arrears policy is strictly controlled and regular reviews are held to evaluate the necessity and adequacy of specific provisions and whether the suspension of interest charged to the customer is required. Arrears Committees regularly review delinquent facilities. They ensure that an agreed strategy for remedial action is implemented and that specific provisions are made where necessary.

The Bank has a focused business strategy and has considerable expertise in its chosen sectors. The majority of the Bank's lending, excluding interbank placements, are predominantly to UK and European clients and is secured on assets and is amortising. On a geographical basis, over 80% of the credit exposure of the Bank, including contingent liabilities and commitments, is to the UK domestic market, Continental Europe. Risk limits permit only modest exposure to South Africa and minimal exposure to other emerging markets (*for more information, see page 86 of the 2015 Annual Report and the section 'Risk Management' generally*).

#### **Dividend policy of Investec Group and the Bank**

The Investec Group's dividend policy is to maintain a dividend cover of between 1.7 and 3.5 times based on earnings per share of the combined Investec Group (incorporating the results of Investec plc and Investec Limited) before goodwill and non-operating items.

In determining the level of dividend to be paid in respect of any financial period, the management of the Bank has regard to, among other factors, its capital position and requirements, the profits generated in respect of such period in relation to the general profits trend of the Bank, its strategy and certain regulatory and tax considerations. The Bank would not expect to recommend dividends such that it would distribute in excess of 80% of its consolidated profit before goodwill and non-operating items but after tax for the relevant period.

The holders of shares in Investec plc and Investec Limited will share proportionately on a per share basis all dividends declared by the Investec Group. Where possible, each of Investec plc and Investec Limited will pay such dividends to their respective shareholders. However, the

DLC structure makes provision through dividend access trusts for either company to pay a dividend directly to the shareholders of the other. As of 31 March 2015, Investec plc had issued 68.2% of the combined issued ordinary share capital of Investec plc and Investec Limited.

Investec plc will, in turn, require sufficient dividends from the Bank and its other subsidiaries to establish sufficient distributable funds to pay its share of the DLC dividend.

## Directors

The names of the directors of the Bank, the business address of each of whom, in their capacity as directors of the Bank, is 2 Gresham Street, London EC2V 7QP, and their respective principal outside activities are as follows:

<b>Name</b>	<b>Role</b>	<b>Principal outside activities</b>
Fani Titi	Non-executive Chairman	Non-executive director and Chairman of Investec plc and Investec Limited, and Investec Bank Limited
David van der Walt	Chief Executive Officer	Global Head of Capital Markets for the Investec Group
Ian Wohlman	Executive director	Head of Risk Management – UK and Europe
Allen Zimble	Executive director	Chief Integration Officer for the Investec Group
Kevin McKenna	Executive director	Chief Operating Officer of the Bank
Bernard Kantor	Executive director	Managing Director of Investec plc and Investec Limited, director of Investec Bank Limited
Peregrine Crosthwaite	Non-executive director	Senior Independent Non-executive director of Investec plc and Investec Limited
Stephen Koseff	Executive director	Chief Executive Officer of Investec plc and Investec Limited, director of Investec Bank Limited
Haruko Fukuda	Non-executive director	Director of Investec plc and Investec Limited
David Friedland	Non-executive director	Director of Investec plc and Investec Limited

No potential conflicts of interest exist between the duties that the directors of the Bank owe to the Bank and their private interests or other duties.

## Additional Information

The Bank was incorporated as a private limited company with limited liability on 20 December 1950 under the Companies Act 1948 and registered in England and Wales under registered number 00489604 with the name Edward Bates & Sons Limited. It changed its name on 24

October 1977 to Allied Arab Bank Limited. On 1 September 1989, it changed its name to Allied Trust Bank Limited, and again changed its name to Investec Bank (UK) Limited on 6 January 1997. On 23 January 2009, it re-registered under the Companies Act 1985 as a public limited company and is now incorporated under the name Investec Bank plc.

The objects of the Bank are set out in paragraph 4 of its Memorandum of Association and, in summary, are to carry on the activities of a banking institution. The Memorandum and Articles of Association of the Bank have been filed with the Registrar of Companies in England and Wales and are available for inspection as provided in "General Information" below.

As at the date hereof, the Bank's authorised share capital is £2,000,000,000 divided into 2,000,000,000 ordinary shares of £1 each, of which 1,186,800,000 ordinary shares have been issued and are fully paid up. The registered office and principal establishment of the Bank is 2 Gresham Street, London EC2V 7QP, tel: +44 20 7597 4000.

## GENERAL INFORMATION

*All references in this section of this Registration Document to "**Bank**" and "**Issuer**" refer to Investec Bank plc, all references to "**Group**" refer to Investec Bank plc and its subsidiary undertakings and all references to "**Investec Group**" refer to Investec Bank plc and Investec Limited.*

1. Investec Bank plc (the "**Bank**") prepares its consolidated financial statements in accordance with International Financial Reporting Standards ("**IFRS**").
2. There has been no significant change in the financial or trading position of the Bank and its subsidiary undertakings since 31 March 2015, being the end of the most recent financial period for which it has published financial statements.
3. There has been no material adverse change in the prospects of the Bank since the financial year ended 31 March 2015, the most recent financial year for which it has published audited financial statements.
4. There are no, and have not been any, governmental, legal or arbitration proceedings (including any such proceedings which are pending or threatened of which the Bank is aware) during the 12 month period before the date of this Registration Document which may have, or have had in the recent past, significant effects on the Bank and/or the group's financial position or profitability.
5. The audited consolidated financial statements of the Bank for the financial years ended 31 March 2014 and 31 March 2015 have been audited without qualification by Ernst & Young LLP, chartered accountants, registered auditors and independent auditors whose address is 1 More London Place, London SE1 2AF.
6. For so long as the Bank may issue securities with respect to which this Registration Document forms part of a prospectus prepared by the Bank relating to such securities (a "**Prospectus**"), the following documents may be inspected during normal business hours at the registered office of the Bank:
  - (i) the Memorandum and Articles of Association of the Bank; and
  - (ii) the Annual Report and Accounts of the Bank and its subsidiary undertakings for the years ended 31 March 2014 and 31 March 2015, together with all other audited annual reports and accounts of the Bank and its subsidiary undertakings subsequent to 31 March 2015.
7. The Bank will, at its registered office, and at the specified offices of Deutsche Bank AG, London Branch, which shall include any successor (the "**Paying Agents**") make available for inspection during normal office hours, free of charge, a copy of this Registration Document, including any document incorporated by reference herein, and any Prospectus (as defined above). Written requests for inspection of such documents should be directed to the specified office of the relevant Paying Agent.

**REGISTERED OFFICE OF THE BANK**

**Investec Bank plc**  
2 Gresham Street  
London EC2V 7QP