Out of the Ordinary since 1974

INVESTEC YEAR-END
RESULTS BOOKLET 2024

Alternative performance measures

We supplement our IFRS figures with alternative performance measures used by management internally and which provide valuable, relevant information. These measures are highlighted with the symbol shown here. The description of alternative performance measures and their calculation is provided in the alternative performance measures section.

Page references

Refers readers to information elsewhere in this report.

Website

Indicates that additional information is available on our website: www.investec.com

CONTENTS

Strategic focus

01

Our purpose is to *create enduring worth*. This underpins who we are and how we create long term sustainable value. This section provides an overview of the Group and its strategy.

IN THIS SECTION

INTRODUCTION

This year marks Investec's 50th anniversary. Throughout our journey, we have held steadfastly to our purpose of creating enduring worth, our entrepreneurial culture, and our unwavering commitment to our stakeholders.

The Group has continued to deliver a strong financial performance in difficult operating conditions, demonstrating disciplined execution of our strategy.

The completion of the all-share combination of Investec's UK Wealth and Investment business with the Rathbones Group has created the UK's leading discretionary wealth manager. The enlarged Rathbones Group represents a scalable platform that will power future growth for Investec in an attractive, capital-light market segment.

We have met our medium-term targets reflecting our robust capital generation capabilities and the resilience of our client franchises. Strategic execution over the last five years has resulted in structural improvements in the business, leading us to revise our medium-term targets.

Our strong capital and liquidity levels position us well to support clients amid geopolitical and macroeconomic uncertainties, and to pursue growth in our chosen markets.

Significant progress has also been made in capital optimisation, including the share repurchase programme and the disposal of non-core assets in South Africa.

Investec is committed to being a catalyst for positive change, fostering a more sustainable and equitable future. At this auspicious milestone, we look back with humility and forward with confidence, dedicated to creating enduring worth for the next 50 years and beyond.

Investec. *Out of the Ordinary* for half a century.

OUR BUSINESS AT A GLANCE

One Investec

Our purpose is to create enduring worth.

OUR BUSINESS AT A GLANCE
CONTINUED

Our mission	Investec is a distinctive bank and wealth manager, driven by commitment to our purpose, values, core philosophies and culture. We deliver exceptional service to our clients in the areas of banking and wealth management, striving to create long-term value for all of our stakeholders and contributing meaningfully to our people, communities and the planet.
Our distinction	The Investec distinction is embodied in our entrepreneurial culture, supported by a strong risk management discipline, client-centric approach and an ability to be nimble, flexible and innovative. We do not seek to be all things to all people. Our aim is to build well defined, value-adding businesses focused on serving the needs of select market niches where we can compete effectively and build scale and relevance. Our unique positioning is reflected in our iconic brand, our high-touch and high-tech approach and our positive contribution to society, macro-economic stability and the environment. Ours is a culture that values purposeful thinking and stimulates extraordinary performance. We take pride in the strength of our leadership team and our people are empowered and committed to our values and culture.
Our philosophies	Single organisation
	Meritocracy
	Focused businesses
	Differentiated, yet integrated
	Material employee ownership
	Creating an environment that stimulates extraordinary performance
Our values	Deep client partnerships, built on trust and Out of the Ordinary service, are the bedrock of our business
	We uphold cast-iron integrity in all our dealings, consistently displaying moral strength
	We seek creative, talented people with passion, energy and stamina, who collaborate unselfishly
	We thrive on change and challenge the status quo with courage, constantly innovating and adapting to an ever-changing world
	We believe in open and honest dialogue to test decisions, seek consensus and accept responsibility
	We pursue diversity and strive to create an environment in which everyone an bring their whole selves
	We show care for people, support our colleagues and respect the dignity and worth of the individual
	We are committed to living in society, not off it, contributing meaningfully to the communities in which we operate
	We embrace our responsibility to the environment and the well-being of our planet
	We trust our people to exercise their judgement, promoting entrepreneurial flair and freedom to operate with risk consciousness and unwavering adherence to our values

OUR BUSINESS AT A GLANCE
CONTINUED

Our international footprint

Since inception, we have expanded through a combination of substantial organic growth and a series of strategic acquisitions. Our focus today is on growth in our chosen markets.

- Wealth & Investment Activities
- Private Client Banking Activities
- Corporate and Investment Banking Activities
- Corporate Advisory and Investment Activities
- Property Activities
- Securities

USA

Established a presence in 1998

Energy and Infrastructure Finance, Fund Solutions, Aviation Finance and Institutional Equities business providing research and sales activities

Ireland

Established a presence in 1999

Treasury Risk Solutions and Institutional Equities business

United Kingdom

Established a presence in 1992

Corporate, institutional and private client banking activities

Wealth management services offered through our long-term strategic partnership with Rathbones

Channel Islands

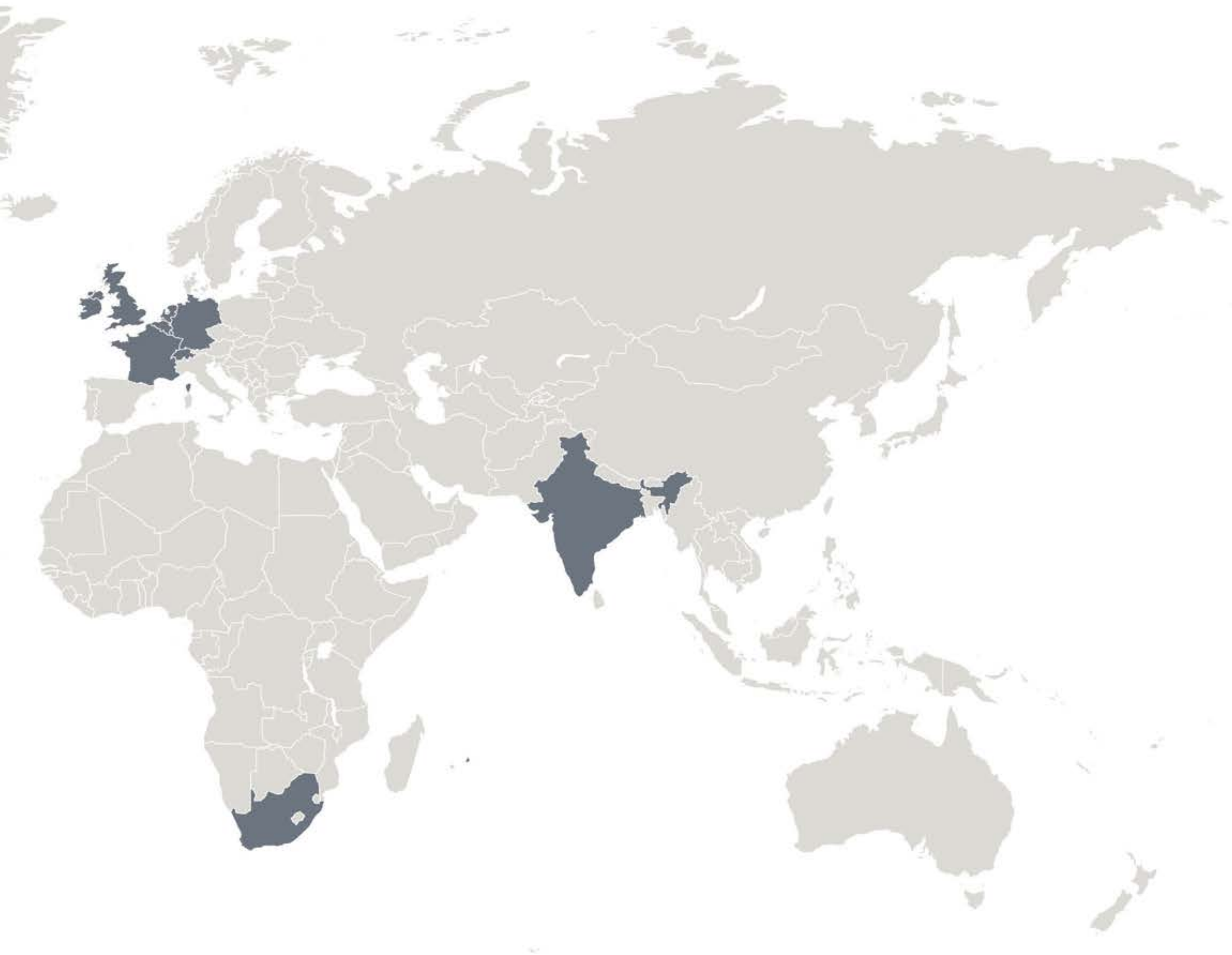
Established a presence in Guernsey (1998), Jersey (2007) and Isle of Man (2018)

Private banking, lending and treasury services to private clients and financial intermediaries

Custody and Execution-only services through our independent nominee company

Wealth management services offered through our long-term strategic partnership with Rathbones

OUR BUSINESS AT A GLANCE
CONTINUED



Switzerland

Established a presence in 1974

Private banking and Wealth management services offered to private clients, family offices, trusts and corporate service providers

Continental Europe

Established a presence in 2023

Investment banking activities including M&A advisory, corporate lending, fund solutions and risk management services

South Africa

Established a presence in 1974

Corporate, institutional and private client banking activities

Wealth and investment management services with the ability to leverage off the global platform

Mauritius

Established a presence in 1997

Corporate, institutional and private client banking activities

Wealth management services

India

Established a presence in 2010

Institutional equities business providing research, sales and trading activities

Sales desk located in Singapore for Indian equities to Singaporean institutional investors

Merchant banking business connecting Indian companies with domestic and international investors

Investment management services in structured credit and other products

OUR BUSINESS AT A GLANCE
CONTINUED

Our journey so far

1974	Founded as a leasing company in Johannesburg
1980	We acquired a banking licence
1986	We were listed on the JSE Limited South Africa
2002	In July 2002, we implemented a dual-listed companies (DLC) structure with linked companies listed in London and Johannesburg
2003	We concluded a significant empowerment transaction in which our empowerment partners collectively acquired a 25.1% stake in the issued share capital of Investec Limited
2020	We successfully completed the demerger of Investec Asset Management which separately listed as Ninety One in March 2020
2022	The Board approved a proposed share purchase and a share buyback programme of up to R7 billion (c.£350 million) to be executed over a period of 18 months from November 2022. We also distributed a 15% shareholding in Ninety One. The Group retained a 10% shareholding in Ninety One.
2023	We successfully completed the all-share combination of Investec Wealth & Investment Limited UK and Rathbones Group to create the UK's leading discretionary wealth manager with Investec Group holding a 41.25% economic interest in Rathbones. In June 2023, we increased our shareholding in Capitalmind to c.60%, from the 30% position which we acquired in 2021.
2024	Today, we are a simplified and focused business, well-positioned to pursue identified growth opportunities, supported by our One Investec strategy.

Refer to the Divisional review section (page 88) for more information on where we operate.

Investment proposition

Well positioned to pursue long-term growth

Well capitalised and highly liquid balance sheet

Improved capital allocation – including ongoing strategies to optimise the capital base

Diversified mix of earnings by geography and business, with significant annuity income underpin from leading wealth business

Clear growth opportunities through reinforcement of existing linkages across geography and business and new profit pool strategies which are underway

Resilient clients through difficult macro environments

Cost discipline remains a priority whilst investing for future growth

OUR BUSINESS AT A GLANCE
CONTINUED

A distinctive banking and wealth management business creating sustainable, long-term value for our stakeholders

Key highlights

Principal geographies
2

Core areas of activity
2

Total employees
7 500+

Net core loans
£30.9bn

Customer deposits
£39.5bn

Funds under management
£20.9bn

Rathbones Group - Funds under management and administration (FUMA)
£107.6bn

Our clients and offering

One Investec

- Corporate
- Institutional
- Intermediary
- Government

- Private client (HNW / high income)

- Charities
- Trusts
- Intermediaries

Specialist Banking

Lending
Transactional banking
Treasury solutions
Advisory
Investment activities
Deposit raising activities

Wealth & Investment

Discretionary wealth management
Investment advisory services
Financial planning
Stockbroking

Our approach

We have market-leading, distinctive client franchises

We provide a high level of client service enabled by comprehensive digital platforms

We are a people business backed by our Out of the Ordinary culture and entrepreneurial spirit

Our stakeholders

Our clients
We support our clients to grow their businesses by leveraging our financial expertise to provide bespoke solutions that are profitable, impactful and sustainable.

Our people
We continue to build a diverse and representative workforce, employing people who are passionate and empowered to perform extraordinarily.

Our communities
We unselfishly contribute to communities by helping people become active economic participants, focusing on education and economic inclusion.

Our planet
We aim to operate sustainably, within our planetary boundaries and funding activities that support biodiversity and a zero-carbon world.

Our shareholders
We regularly engage with our shareholders and seek their input on strategic matters. We strive to maximise shareholder returns and to build and maintain strong, lasting relationships.

OUR BUSINESS AT A GLANCE
CONTINUED

	Southern Africa	UK and Other	Total Group
Net core loans	£14.3bn	£16.6bn	£30.9bn
Customer deposits	£18.7bn	£20.8bn	£39.5bn
Total assets	£26.5bn	£30.1bn	£56.6bn
Funds under management	£20.9bn		£20.9bn
Rathbones Group FUMA*		£107.6bn	£107.6bn
Total employees	5 293	2 253	7 546
ROE	17.3%	12.8%	14.6%
ROTE	17.3%	15.7%	16.5%
Adjusted operating profit	£429.0mn	£455.5mn	£884.5mn
Cost to income ratio^	52.9%	54.4%	53.8%
Allocated capital	£1.8bn	£3.0bn	£4.8bn

^ This key metric is based on the pro-forma income statements on page 90.
* As at 31 March 2024, Rathbones Group Plc, of which Investec owns a 41.25% economic interest, had funds under management and administration (FUMA) of £107.6bn.
Totals determined in £'000 which may result in rounding differences.

OUR BUSINESS AT A GLANCE
CONTINUED

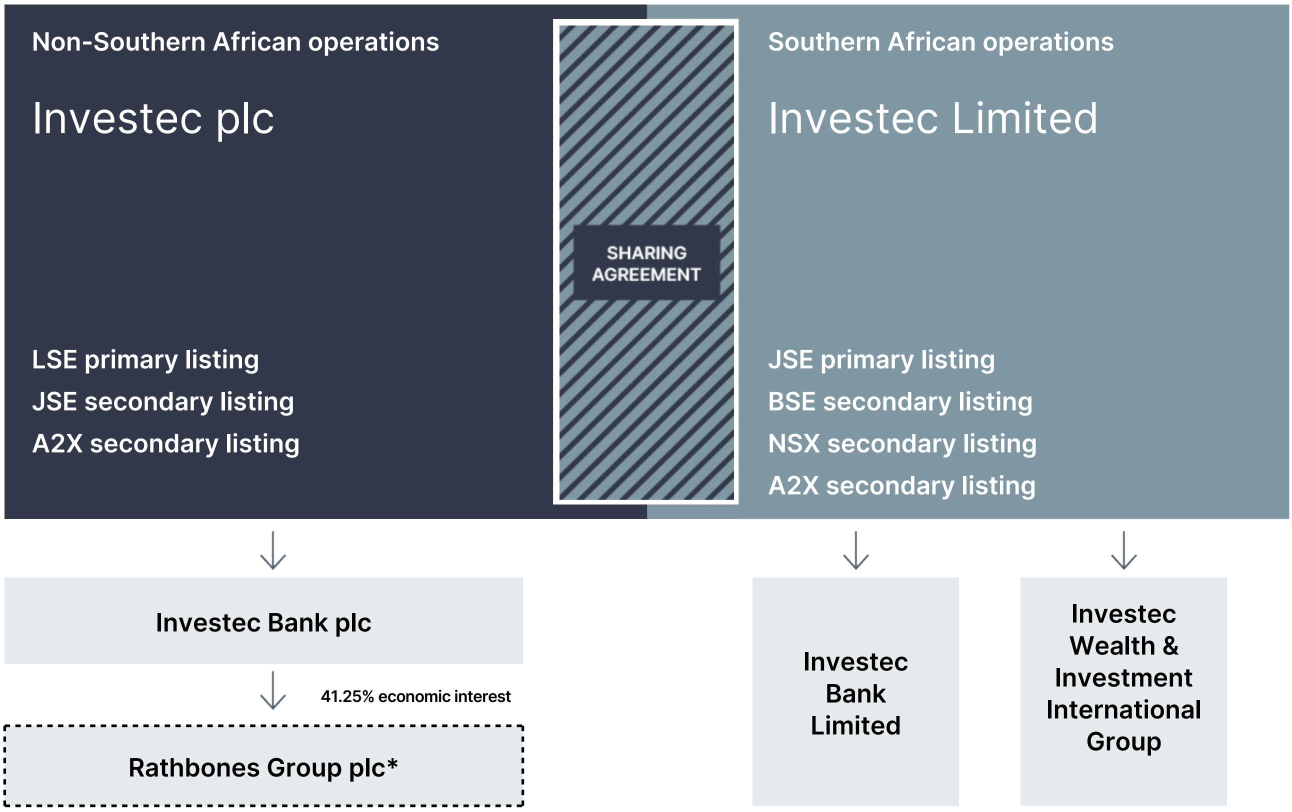
Our operational structure

During July 2002, Investec Group Limited (since renamed Investec Limited) implemented a dual listed companies (DLC) structure and listed its offshore business on the London Stock Exchange (LSE).

In terms of our DLC structure, Investec Limited is the holding company of our businesses in Southern Africa, and Investec plc is the holding company of our non-Southern African businesses. Investec Limited is listed on the Johannesburg Stock Exchange Limited (JSE) South Africa (since 1986) and Investec plc on the LSE (since 2002).

A circular on the establishment of our DLC structure was issued on 20 June 2002 and is available on our website.

Our DLC structure and main operating subsidiaries and associates



All shareholdings in the ordinary share capital of the subsidiaries and associates shown are 100% unless otherwise stated.
* See page 14 for further information on the Combination.

Salient features of the DLC structure

- Investec plc and Investec Limited are separate legal entities and listings, but are bound together by contractual agreements and mechanisms
- Investec operates as if it is a single unified economic enterprise
- Shareholders have common economic and voting interests as if Investec plc and Investec Limited were a single company
- Creditors, however, are ring-fenced to either Investec plc or Investec Limited as there are no cross-guarantees between the companies.

OUR STRATEGY

Our strategy defines the **strategic choices we make** in pursuit of our purpose of **creating enduring worth**.

We have formulated our strategy with a balanced consideration of our stakeholders' needs and priorities.

Our stakeholders

- Clients
- People
- Communities
- Planet
- Shareholders

Further integrating sustainability into our business strategy

Our growth objectives

- **Continued execution with discipline to drive optimisation of returns**
- **Accelerate and scale growth initiatives**
- **Further develop connected client ecosystems across business units and geographies**

Underpinned by

- **Deepening our entrepreneurial culture**
  (Out of the ordinary: speed of execution & client experience)
- **Continuous digitalisation**
- **Strategic use of data**

SUMMARY OF IW&I UK AND RATHBONES ALL-SHARE COMBINATION

In the prior period, the Boards and Management of Investec Group and Rathbones Group plc ("Rathbones") entered into a definitive agreement regarding an all-share combination of Investec Wealth & Investment Limited ("IW&I UK") and Rathbones (the "Combination"). The Combination brings together two trusted and prestigious UK wealth management businesses with closely aligned cultures and operating models.

The IW&I UK and Rathbones combination creates the **UK's leading discretionary wealth manager** with c.£100 billion in funds under management and administration ("FUMA"), delivering the scale that will underpin future growth.

The announcement on 21 September 2023 marked the completion of the combination and the beginning of an exciting **long-term strategic partnership** between Investec and Rathbones, with a **coordinated banking and wealth management offering** for clients.

Overview of the transaction

Under the terms of the Combination, Rathbones has now issued to Investec Bank plc as consideration:

i. 27,056,463 ordinary voting shares representing 29.9% of the Rathbones enlarged ordinary voting share capital; and
ii. 17,481,868 convertible non-voting ordinary shares,

such that Investec Group now has an economic interest of 41.25% in Rathbones' enlarged share capital.

Strategic review and rationale

1 Creating UK's leading discretionary wealth manager

— Scale and operating efficiencies to power future growth

— Enhanced client and employee proposition

— Increased investment in capability and technology

2 Reaffirms Investec Group's commitment to the strategically attractive UK wealth management sector

3 Creates sustainable value for Investec Group's shareholders

4 Increases earnings contribution from capital light activities in the medium term

Further considerations

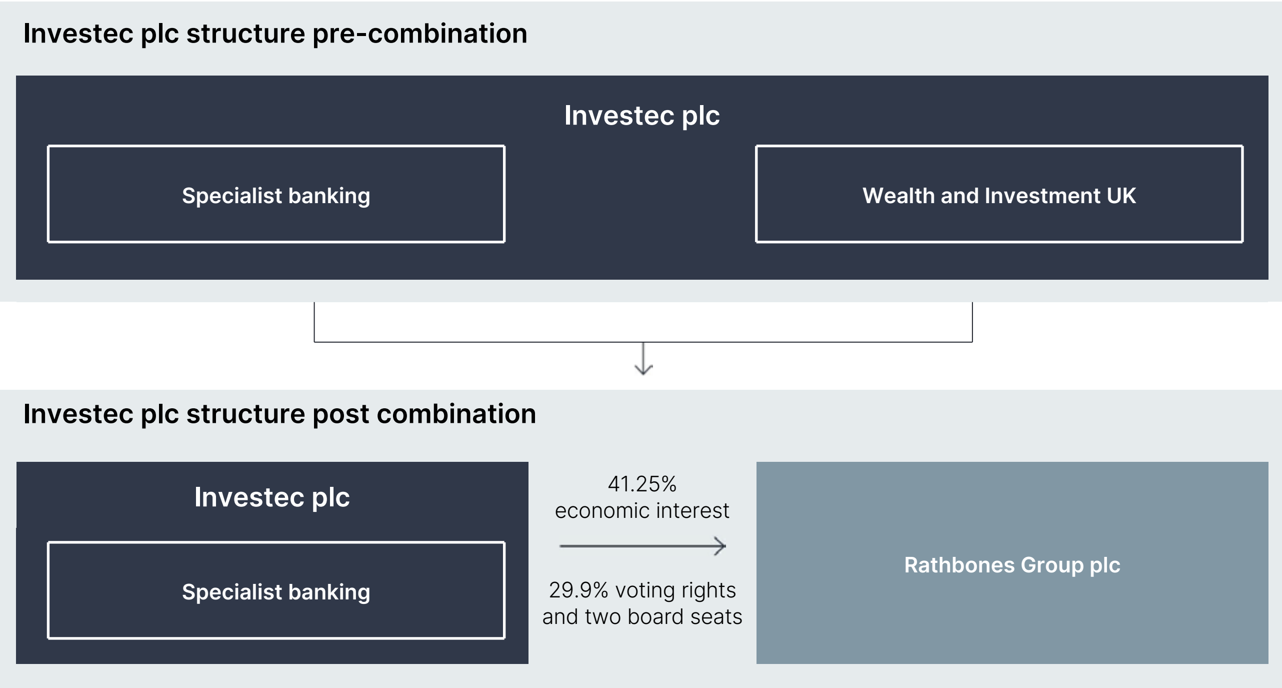
Accounting implications

The IW&I UK transaction included Investec Group's wealth and investment businesses in the UK and Channel Islands but excludes Investec Bank (Switzerland) AG ("IBSAG") and Investec Wealth & Investment International (Pty) Ltd ("Investec W&I SA"). Both IBSAG and Investec W&I SA remain wholly-owned subsidiaries of the Investec Group.

IW&I UK was previously 100% consolidated. Going forward the Group's investment in Rathbones will be equity accounted and recognised as an associate.

In accordance with IFRS 5 (Non-current Assets Held for Sale and Discontinued Operations), the Group's interest in IW&I UK has been presented as a discontinued operation and the income statements for the prior periods have been appropriately re-presented. Refer to page 72 for discontinued operations.

SUMMARY OF IW&I UK AND RATHBONES ALL-SHARE COMBINATION
CONTINUED



Governance and management

Following completion, and as described in the combined prospectus and circular published on 1 June 2023, Investec Group is entitled to appoint two Non-Executive Directors onto the Rathbones Board. Investec Group has nominated Ruth Leas in her role as CEO of Investec Bank plc and Henrietta Baldock in her role as Non-Executive Director of the Investec Group, and consequently their respective appointments have now taken effect.

> The combination of Investec W&I UK and Rathbones brings together two businesses which have a long-standing heritage in UK wealth management and closely aligned cultures. The strategic fit of the two businesses is compelling with complementary strengths and capabilities to enhance the overall proposition for clients. This will be supported by the strategic partnership which offers attractive growth and collaboration opportunities for both groups. The transaction represents a real step-change and long-term opportunity for our UK wealth strategy, underscores our commitment to the UK wealth management market and enhances our UK business as a whole.

Fani Titi
Investec Group Chief Executive

REVISED TARGETS

Revised medium-term targets to 31 March 2027

Committed to deliver returns above our cost of capital

Strategic execution over the last five years has resulted in structural improvement in Group performance, leading us to revise our post Rathbones combination (RAT adjusted) targets by 200bps

Current Group targets (RAT adjusted):

IW&I UK combination with Rathbones results in a c.100bps reduction in Group ROE given an increased equity base, technically adjusting the current **ROE target** of **12%-16%** to **11%-15%**

Revised Group targets:

ROE:

13%-17%

ROTE:

14%-18%

Cost to income ratio:

< 57%

partly reflecting the 400bps benefit from IW&I UK deconsolidation

Credit loss ratio:

25-45bps

through-the-cycle (TTC) range

Targets:

	Current Group targets			Current Group targets (RAT adjusted)			Revised Group targets		
	UK & Other	SA	Group	UK & Other	SA	Group	UK & Other	SA	Group
ROE	11%-15%	15%-18%	**12%-16%**	9%-13%		**11%-15%**	10%-14%	16%-20%	**13%-17%**
ROTE							13%-17%	16%-20%	**14%-18%**
Cost to income	< 67%	50%-55%	**< 63%**	< 60%		**< 59%**	< 58%	< 55%	**< 57%**
TTC credit loss ratio	30-40bps	20-30bps	**25-35bps**				35-55bps	15-35bps	**25-45bps**
Dividend payout			**30%-50%**						**35%-50%**

The impact of Investec Wealth & Investment UK combination with Rathbones (RAT):
Equity base now includes the revaluation gain on implementation of the transaction. UK ROE impact: c.-2%, Group: c.-1%.
Cost to income ratio: associate investment in Rathbones is equity accounted versus full consolidation of IW&I UK previously.

UK targets calibrated on standardised capital measurement.

Overview of results

02

Our performance is testament to the continued *execution of our strategy*. This section contains a summary of our Group results.

IN THIS SECTION

2024 FINANCIAL YEAR-END RESULTS COMMENTARY

Fani Titi, Group Chief Executive commented:

“The Group has delivered strong financial performance notwithstanding the uncertain operating environment that prevailed throughout the financial year. This performance demonstrates the continued success in our client acquisition strategies which underpinned the increased client activity and loan book growth, supported by the tailwind from the high interest rate environment. This performance underwrites our commitment to create enduring worth for all our stakeholders through our market-leading client franchises in our chosen markets. Our balance sheet remains strong and highly liquid, positioning us well to support our clients in navigating the uncertain macroeconomic backdrop.

Today we announce new medium-term targets, resulting from the structural improvement in Group performance following the execution of the strategy announced at the February 2019 Capital Markets Day (CMD)"

Basis of presentation

The average Rand/Pound Sterling exchange rate depreciated by 15.1% in the FY2024 relative to FY2023, resulting in a significant difference between reported and neutral currency performance. The comparability of the Group’s total year on year performance is impacted by the financial effects of previously announced strategic actions, some of which result in the Group performance being presented on a continuing and discontinued basis in line with applicable accounting standards. We provide further details on the structural strategic actions in note 74 below.

Significant strategic actions include

- Combination of Investec Wealth & Investment UK (IW&I UK) with the Rathbones Group, reflected as a discontinued operation in line with applicable accounting standards, notwithstanding the strategic shareholding in Rathbones. Following the successful completion of the combination in September 2023, the investment in Rathbones has been equity accounted for as an associate
- Completion of approximately R6.8 billion or c.£300 million share buy-back and share repurchase programme, in line with the Group’s strategy to optimise capital in South Africa
- Disposal of the property management companies to Burstone Group Limited (formerly known as Investec Property Fund (IPF)) and consequent deconsolidation of IPF and reflection of IPF as a discontinued operation. From July 2023, Burstone is accounted for at fair value through profit and loss
- The restructure of Bud Group Holdings (formerly known as IEP) in the prior year to facilitate Investec’s orderly exit
- The distribution of a 15% shareholding in Ninety One in the prior year.

Key financial metrics

Given the nature of the IW&I UK and IPF transactions, the Group’s economic interest remained similar before and after the transactions. To provide information that will be more comparable to the future presentation of returns from the Group’s interest in these entities and given their new holding structures, pro-forma information has been prepared as if the transactions had been in effect from the beginning of the period, i.e. IW&I UK has been presented as an equity accounted investment and IPF as an investment at fair value through profit or loss.

£'millions	Revenue	Cost to income	CLR	Adjusted operating profit	Adjusted EPS (pence)	HEPS (pence)	ROE	ROTE	Total DPS (pence)	NAV per share (pence)	TNAV per share (pence)
FY2024	2 085.2	53.8 %	28bps	884.5	78.1	72.9	14.6%	16.5%	34.5	563.9	477.5
FY2023	1 986.3	54.7 %	23bps	818.7	68.9	66.8	13.7%	14.7%	31.0	507.3	471.6
% change in £	5.0%			8.0 %	13.4%	9.1%			11.3%	11.2%	1.3%
% change in Rands	20.9%			24.6 %	30.8 %	22.7%			13.6%	21.4%	10.5%

2024 FINANCIAL YEAR-END RESULTS COMMENTARY
CONTINUED

Group financial summary:

Revenue growth was underpinned by the strong performance from the corporate client franchises in both geographies and Investec Wealth & Investment in South Africa. Net interest income (NII) benefitted from growth in average lending books and higher average interest rates. Non-interest revenue (NIR) growth reflects the diversified nature of the Group's revenue streams. NIR growth was underpinned by continued client acquisition, increased client activity levels and higher trading income. NIR also benefitted from the first-time consolidation of Capitalmind as the Group seeks to extend its footprint into Continental Europe and increase the proportion of capital-light revenues. Revenue growth was negatively impacted by the effect of strategic actions, comprising the cessation of equity accounting of Ninety One post distribution and Bud Group Holdings following the restructure in 2022, forgone interest income on funds utilised to execute the share buy-back programme and the deconsolidation of IPF.

The cost to income ratio improved to 53.8% (FY2023: 54.7%), in line with our guidance of less than 55% as revenue grew ahead of costs. Total operating costs increased by 3.2%, including the provision of £30 million for the potential financial impact of the recently announced industry-wide Financial Conduct Authority (FCA) review into historical motor finance commission arrangements and sales in the UK. Fixed operating expenditure excluding the motor finance provision remained flat, benefitting from a weaker average Rand/Pound Sterling exchange rate which offset cost increases from inflationary pressures and continued investment in people and technology. Variable remuneration increased in line with business performance.

Pre-provision adjusted operating profit increased 7.1% to £963.6 million (FY2023: £899.6 million), supported by the strength and diversity of our client franchises as well as continued success in the Group's strategic execution.

Credit loss ratio (CLR) on core loans was 28bps (FY2023: 23bps), at the bottom end of the Group's through-the-cycle (TTC) range of 25bps to 35bps. Expected credit loss (ECL) impairment charges decreased to £79.1 million (FY2023: £80.9 million). Asset quality remained solid with exposures well covered by collateral.

Return on equity (ROE) of 14.6% (FY2023: 13.7%) is above the midpoint of the Group's 12% to 16% target range, despite the increase in the closing equity base resulting from the net gain recognised on completion of the combination of IW&I UK with Rathbones. Return on tangible equity (ROTE) was 16.5% (FY2023: 14.7%).

Net asset value (NAV) per share increased to 563.9p (31 March 2023: 507.3p), reflecting the strong earnings generation in the current year and the net gain recognised on completion of the IW&I UK combination with Rathbones.

Tangible net asset value (TNAV) per share was 477.5p, increasing from 471.6p at 31 March 2023. TNAV reflects our decision to adjust the carrying value of our strategic investment in the Rathbones Group to reflect our proportionate share of tangible equity in Rathbones, resulting in an intangible net asset value of c.77p per share.

Key drivers

Net core loans increased 1.7% to £30.9 billion (31 March 2023: £30.4 billion) and grew by 6.1% on a neutral currency basis; primarily driven by corporate lending in both core geographies and private client lending in South Africa.

Customer deposits remained constant at £39.6 billion (31 March 2023: £39.6 billion), neutral currency growth was 4.4%, driven by strong growth in non-wholesale and retail deposits in both geographies.

Funds under management (FUM) in Southern Africa increased by 5.5% to £20.9 billion (31 March 2023: £19.8 billion), driven by discretionary net inflows of R16.6 billion, market levels and FX translation gains on dollar denominated portfolios and partly offset by non-discretionary net outflows of R6.8 billion.

Investec Wealth & Investment UK FUM is now reported as part of the Rathbones Group following the completion of the combination in September 2023. Rathbones Funds Under Management and Administration (FUMA) totalled £107.6 billion at 31 March 2024. Investec owns 41.25% of Rathbones.

Balance sheet strength and strategic execution:

The Group maintained strong capital levels in both our anchor geographies, with Investec Limited reporting a CET1 ratio of 13.6% measured on the Advanced Internal Ratings-Based approach and the Investec plc CET1 at 12.4% measured on a standardised approach. Our capital generation is strong and gives us the ability to continue to support our clients, invest in the business, and make distributions to our shareholders. Liquidity levels remained strong and well-ahead of board-approved minimums.

The Group completed the all-share combination of IW&I UK with Rathbones plc, creating the UK's leading discretionary wealth manager and reaffirmed the Group's commitment to the strategically attractive UK wealth management sector.

The Group is committed to its strategic priority to optimise shareholder returns. The optimisation of the South African capital base is substantially complete, we are at the early stages in the journey to migrate the UK capital measurement from a standardised to the internal ratings-based approach. Bud Group Holdings announced the proposed disposal of Assupol to Sanlam. Assupol is a significant asset within the group of assets earmarked to facilitate Investec's and other shareholders' exit from Bud Group Holdings

The Board has proposed a final dividend of 19.0p per share (FY2023: 17.5p), resulting in a total dividend of 34.5p per share for the year (FY2023: 31.0p), translating to a 44.2% payout ratio and within the Group's current 30% to 50% payout policy.

*

2024 FINANCIAL YEAR-END RESULTS COMMENTARY
CONTINUED

Medium-term targets - financial year ending March 2027

The Rathbones combination resulted in a reduction of c.100 bps in ROE given the closing equity base adjustment from the transaction which technically adjusted the current ROE target range of 12%-16% to 11%-15%.

Strategic execution over the last five years has resulted in a structural improvement in the Group performance, leading us to revise our post Rathbones combination ROE targets by 200bps. The Group's commitment to generating returns above its cost of capital underwrites our purpose to create enduring worth for all our stakeholders.

Group revised medium-term targets

Group ROE of 13% - 17% and ROTE of 14% - 18%, with the following geographic targets:

- Southern Africa targets ROE/ROTE of 16% - 20%, reflecting the strong returns generated by our client franchises and the optimisation of the SA capital base since the 2019 CMD
- UK & Other targets ROTE of 13% - 17% and ROE of 10%-14%, reflecting the increasing scale and relevance of our unique corporate mid-market position within the UK and other markets we operate in.

Cost to income ratio less than 57%, we continue to invest in the business to achieve operational efficiencies and pursue identified growth initiatives. The deconsolidation of IW&I UK and the equity accounting for the investment in Rathbones resulted in a 400bps technical reduction in cost to income ratio. Southern Africa targets a cost to income ratio of less than 55%, while UK & Other targets a cost to income ratio of less than 58%.

Through-the-cycle (TTC) range for credit loss ratio of 25bps-35bps has been revised to 25bps-45bps, reflecting the mix of our books. For Southern Africa, the new TTC range is 15bps-35bps, reflecting our exposures' bias to high-net-worth and high-income private clients, large corporates and secured lending books; and 35bps-55bps for UK & Other which reflects our distinctive mid-market positioning and secured lending portfolios.

Dividend payout policy revised to 35% to 50% of adjusted earnings per share.

FY2025 Outlook

Revenue momentum is expected to continue, underpinned by book growth, stronger client activity levels and success in our client acquisition strategies; partly offset by expected cuts in interest rates.

The Group currently expects:

- Group ROE to be c.14% and ROTE to be c.16%. Southern Africa is expected to report ROE of c.18.5%, and UK & Other is expected to report ROTE of c.14%
- Overall costs to be well managed in the context of inflationary pressures and continued investment in the business, with cost to income ratio expected to be c.54.0%
- The credit loss ratio to be within the through-the-cycle range of 25bps to 45bps. Southern Africa is expected to be close to the lower end of the TTC range of 15bps to 35bps. UK & Other credit loss ratio is expected to remain elevated between 50bps and 60bps in the short-term.

The Group remains well positioned to continue to support its clients amidst the uncertain macro-economic outlook. We have strong capital and liquidity levels to navigate the current environment and pursue our identified growth initiatives in our chosen markets.

2024 FINANCIAL YEAR-END RESULTS COMMENTARY
CONTINUED

Key financial data

This announcement covers the results of Investec plc and Investec Limited (together "the Investec Group" or "Investec" or "the Group") for the year ended 31 March 2024 (FY2024). Unless stated otherwise, comparatives relate to the Group's operations for the year ended 31 March 2023 (FY2023).

Basic earnings per share includes a gain of £358.5 million on the combination of Investec Wealth & Investment UK with Rathbones plc, partly offset by the net loss on deconsolidation of IPF totalling £101.5 million.

Performance	**FY2024**	FY2023^	Variance	% change	Neutral currency % change
Operating income (£'m)*	2 085.2	1 986.3	98.9	5.0 %	11.6%
Operating costs (£'m)	(1 120.2)	(1 086.0)	(34.2)	3.2 %	9.8%
Adjusted operating profit (£'m)	884.5	818.7	65.8	8.0 %	16.0%
Adjusted earnings attributable to shareholders (£'m)	662.5	614.4	48.1	7.8 %	15.6%
Adjusted basic earnings per share (pence)	78.1	68.9	9.2	13.4 %	21.3%
Basic earnings per share (pence)	105.3	85.8	19.3	22.5%	29.1%
Headline earnings per share (pence)	72.9	66.8	6.1	9.1%	22.7%
Dividend per share (pence)	34.5	31.0			
Dividend payout ratio	44.2%	45.0%			
CLR (credit loss ratio)	0.28%	0.23%			
Cost to income ratio	53.8%	54.7%			
ROE (return on equity)	14.6%	13.7%			
ROTE (return on tangible equity)	16.5%	14.7%			

Balance sheet	**31 March 2024**	31 March 2023	Variance	% change	Neutral currency % change
Funds under management (£'bn)					
IW&I Southern Africa	20.9	19.8	1.1	5.5 %	14.2 %
Rathbones/IW&I UK^	107.6	40.7			
Customer accounts (deposits) (£'bn)	39.5	39.6	—	0.1%	4.4%
Net core loans and advances (£'bn)	30.9	30.4	0.5	1.7%	6.1%
Cash and near cash (£'bn)	16.4	16.4	—	—%	3.8%
NAV per share (pence)	563.9	507.3	56.6	11.2%	13.0%
TNAV per share (pence)	477.5	471.6	5.9	1.3%	3.2%

Salient features by geography	**FY2024**	FY2023	Variance	% change	% change in Rands
Investec Limited (Southern Africa)					
Adjusted operating profit (£'m)	429.0	440.9	-11.9	(2.7%)	12.5%
Cost to income ratio	52.9%	52.6%			
ROE	17.3%	14.9%			
ROTE	17.3%	15.0%			
CET1	13.6%	14.7%			
Leverage ratio	6.2%	6.5%			
Customer accounts (deposits) (£'bn)	18.7	20.4	(1.6)	(8.0%)	0.4 %
Net core loans and advances (£'bn)	14.3	14.8	(0.5)	(3.2%)	5.7 %
Investec plc (UK & Other)					
Adjusted operating profit (£'m)	455.5	377.8	77.7	20.6%	
Cost to income ratio	54.4%	56.7%			
ROE	12.8%	12.7%			
ROTE	15.7%	14.5%			
CET1	12.4%	12.0%			
Leverage ratio	10.2%	9.4%			
Customer accounts (deposits) (£'bn)	20.8	19.1	1.7	8.7 %	
Net core loans and advances (£'bn)	16.6	15.6	1.0	6.4 %	

2024 FINANCIAL YEAR-END RESULTS COMMENTARY
CONTINUED

Group financial performance

Overview

Pre-provision adjusted operating profit increased 7.1% to £963.6 million (FY2023: £899.6 million).

Revenue increased 5.0% to £2 085.2 million (FY2023: £1 986.3 million) and up 11.6% in neutral currency

Net interest income increased 5.6% to £1 338.7 million (FY2023: £1 267.3 million) driven by higher average interest earning assets and higher global interest rates.

Non-interest revenue increased 3.8% to £746.6 million (FY2023: £719.0 million)

- Net fee and commission income increased 4.7% to £416.2 million (FY2023: £397.4 million) or increased by 15.0% in neutral currency. This growth was driven by higher fees from plc advisory and increase in M&A advisory fees with the consolidation of Capitalmind and higher average discretionary FUM from the SA wealth business as well as moderate growth from the SA specialist bank given the challenging macro backdrop
- Investment income of £63.4 million (FY2023: £29.4 million) reflects dividends received and realised gains on disposal of investments, partly offset by fair value adjustments on investment portfolios
- Share of post-taxation profit of associates and joint venture holdings decreased to £91.8 million (FY2023: £104.6 million), largely driven by:
  - Cessation of equity accounting following the distribution of Ninety One in May 2022
  - Cessation of equity accounting for IEP following a restructure in November 2022
  - Lower share of earnings from the wealth and investment business in the UK, comprising IW&I UK in the first half and our share of earnings from Rathbones in the second half partly offset by
  - Higher share of associate earnings within the UK specialist bank
- Trading income arising from customer flow decreased by 22.1% to £131.7 million from (FY2023: £169.1 million), driven by lower trading income in South Africa due to reduced liquidity levels in the bond market given some foreign divestment, which was partly offset by increased client flows in the UK Treasury Risk Solutions and Equity Capital Markets (ECM) activities, and positive risk management gains in hedging the remaining financial products run down book in the UK
- Net trading gains arising from balance sheet management and other trading activities of £41.5 million compared to £14.2 million in the prior period. These gains are as a result of unwinding certain existing interest rate swap hedges when initiating the implementation of the structural interest rate hedging programme in the UK; and gains arising from MTM movements in the value of interest rate hedges on the balance sheet in South Africa.

Expected credit loss (ECL) impairment charges decreased 2.1% to £79.1 million (FY2023: £80.8 million) resulting in a credit loss ratio on core loans of 28bps (FY2023: 23bps)

Asset quality remains within Group appetite limits, with exposures to a carefully defined target market well covered by collateral. The decrease in the ECL impairment charges was primarily driven by net recoveries from previously written off exposures in South Africa, in-model ECL release due to updated macroeconomic scenarios and model recalibration, as well as release of overlays as anticipated ECLs have occurred. This was partially offset by higher specific impairments on exposures that migrated into Stage 3.

Operating costs increased 3.2% to £1 120.2 million (FY2023: £1086.0 million) and 9.8% in neutral currency

The cost to income ratio improved to 53.8% from 54.7% in FY2023. Fixed operating expenditure increased by 4.0%. This includes a £30 million provision for the industry-wide FCA motor finance review. Excluding this provision, fixed operating expenditure remained flat.

Fixed operating costs increased by 10.6% in neutral currency due to inflationary pressures and continued investment in technology and people. Higher expenses primarily on personnel was due to annual salary increases and growth in headcount as well as higher business expenses given increased business activity and higher regulatory costs. Variable remuneration growth is in line with business performance.

Taxation

The taxation charge on adjusted operating profit was £172.1 million (FY2023: £163.5 million), resulting in an effective tax rate of 21.8% (FY2023: 22.9%).

Investec plc effective tax rate is 23.7% (FY2023: 20.3%), reflecting the weighted effective tax rate from multiple jurisdictions where Investec plc has operations.

SA's effective tax rate is 20.1% (FY2023: 24.7%).

2024 FINANCIAL YEAR-END RESULTS COMMENTARY
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Funding and liquidity

Customer deposits remained flat at £39.6 billion (31 March 2023: £39.6 billion) and increased by 4.4% in neutral currency. Customer deposits increased by 8.7% to £20.8 billion for Investec plc and increased by 0.4% to R450.4 billion for Investec Limited since March 2023.

Cash and near cash of £16.4 billion (£9.7 billion in Investec plc and R160.7 billion in Investec Limited) at 31 March 2024 represent approximately 41.3% of customer deposits (46.4% for Investec plc and 35.7% for Investec Limited). Loans and advances to customers as a percentage of customer deposits was 74.9% (FY2023: 71.2%) for Investec Limited and 79.7% (FY2023: 81.4%) for Investec plc.

The Group comfortably exceeds Board-approved internal targets and Basel liquidity requirements for the Liquidity Coverage Ratio (LCR) and Net Stable Funding Ratio (NSFR)

- Investec Bank Limited (consolidated Group) reported LCR of 159% and an NSFR of 115% at 31 March 2024
- Investec plc reported a LCR of 453% and a NSFR of 146% at 31 March 2024.

Capital adequacy and leverage ratios

Capital and leverage ratios remain sound, ahead of regulatory requirements. The CET1 and leverage ratio were 13.6% and 6.2% for Investec Limited (Advanced Internal Ratings Based scope) and 12.4% and 10.2% for Investec plc (Standardised approach) respectively.
Refer to page 135 for further capital adequacy disclosures.

Segmental performance

Specialist Banking

Adjusted operating profit from Specialist Banking increased 11.5% to £810.5 million (FY2023: £727.1 million). Pre-provision adjusted operating profit increased 10.1% to £889.6 million (FY2023: £808.0 million).

Specialist Banking	Southern Africa					UK & Other				Total	
	FY2024	FY2023	Variance			**FY2024**	FY2023	Variance		**FY2024**	FY2023
	£'m	£'m	£'m	%	Rands %	**£'m**	£'m	£'m	%	**£'m**	£'m
Operating income (before ECL)	770.4	839.0	(68.6)	(8.2%)	5.7%	1 109.5	933.7	175.8	18.8%	1 880.0	1 772.7
ECL impairment charges	6.9	(14.1)	21.1	(>100.0%)	(>100.0%)	(86.1)	(66.7)	(19.3)	29.0%	(79.1)	(80.8)
Operating costs	(372.9)	(400.4)	27.5	(6.9%)	7.2%	(616.1)	(563.6)	(52.5)	9.3%	(989.0)	(963.9)
(Profit)/loss attributable to NCI	(0.2)	(0.8)	0.6	(76.3%)	(76.5%)	(1.2)	—	(1.2)	100.0%	(1.4)	(0.8)
Adjusted operating profit	**404.3**	**423.8**	**(19.5)**	**(4.6%)**	**9.8%**	**406.2**	**303.4**	**102.8**	**33.9%**	**810.5**	**727.1**

Totals and variances are presented in £'000 which may result in rounding differences

Southern Africa Specialist Banking (in Rands)

Adjusted operating profit increased 9.8% to R9 517 million (FY2023: R8 667 million), achieved in a tough and competitive operating environment. These results were driven by our continued focus on our growth initiatives and market share gains in our core client franchises. Pre-provision adjusted operating profit increased by 4.4% to R9 354 million. These results also reflect the impact of the share buy-back and the disposal of the property management companies.

Net core loans grew by 5.7% to R343.7 billion (FY2023: R325.1 billion). Corporate credit portfolios increased by 6.7% from 31 March 2023, due to robust corporate lending demand in various lending specialisations in the first half of the financial year. Private Bank's loan book grew by 5.6% since 31 March 2023 with strong growth in the mortgages book partially offset by the effect of muted growth in the income producing real estate book given the high interest rates.

Revenue growth of 5.7% was primarily driven by higher average interest earning assets, positive endowment effect from higher interest rates, increased client activity and continued client acquisition in line with our growth strategy

- The net interest income (NII) growth of 9.2% benefitted from balance sheet growth and the elevated interest rate environment. NII was negatively impacted by the foregone interest income of approximately R485 million in the current year on funds utilised in the Group's c.R6.8 billion share buy-back and share repurchase programme. Noteworthy, the buy-back programme has had a positive impact on the bank's ROE. Our non-wholesale deposits grew by 14.1% in line with our strategy to increase the proportion of retail deposits in our funding pool
- Non-interest revenue decreased 1.4% driven by:

2024 FINANCIAL YEAR-END RESULTS COMMENTARY
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- Net fee and commission income increased marginally, benefitting from the growth in activity levels in the corporate and institutional banking business and Investec for Business from increased demand for trade finance. This was partly offset by muted lending based fees from the income producing real estate book and higher costs associated with fee generation given the increased transactional activity within Private Bank. The prior year included fees from the property management companies which were disposed of in 2023
- Trading income from Balance sheet management activities increased due to a reduction in losses from MTM movements associated with managing fixed deposit interest rate risk. Recognition of these MTM movements are temporary and reverse over the life of the fixed deposits
- Positive contribution from Investment income, driven by higher realised gains on disposals and dividend income from investment portfolios in our client franchises
- Other operating income benefitted from the non-repeat of prior year MTM losses associated with Ninety One Limited shares held as assets in the Group's balance sheet to fulfil employee share scheme obligations

Offset by:

- The decrease in trading from customer flow in the interest rate desk due to lower derivative trading volumes

- ECL impairment charges is a net release of R163 million compared to a charge of R289 million in the prior period, resulting in a net recovery of -4bps (FY2023 credit loss ratio was 9bps), driven by recoveries on previously impaired loans and model driven releases on Stage 1 and Stage 2 ECLs as a result of updated macroeconomic scenarios and model recalibration; partially offset by Stage 3 ECL charges
- The cost to income ratio was 48.4% (FY2023: 47.8%). Operating costs increased 7.2% driven by higher personnel expenses due to inflationary salary increases, higher regulatory costs, business related costs as we invest for growth and higher variable remuneration in line with performance. Discretionary costs also increased in line with increased business activity

UK & Other Specialist Banking

Adjusted operating profit increased by 33.9% to £406.2 million (FY2023: £303.4 million); supported by the diversity in our client franchises and geographies and the integrated approach in how we provide solutions for our clients. Revenue growth was strong across our key client franchises as we continued to successfully execute our client acquisition strategies to build scale and relevance in the UK and other markets in which we operate. Pre-provision adjusted operating profit increased by 33.0% to £492.2 million.

Net core loans grew by 6.4% to £16.6 billion driven by continued client acquisition and strong demand for corporate lending across diversified areas, which grew by 8.6% year to date. The residential mortgage lending book reported moderate growth of 4.3% as the elevated interest rates negatively affected demand for mortgages in the UK market in general.

Revenue growth of 18.8% was underpinned by growth in larger average loan book, increased client activity and the positive endowment effect from higher interest rates and strong growth in non-interest revenue. Net fees and commission income increased significantly driven by higher fees from our listed advisory business as well as the inclusion of M&A revenues from Capitalmind. Trading income from customer flow and balance sheet management also contributed positively.

- Net interest income increased by 13.2% benefitting from a larger average book and higher global interest rates. Our diversified client lending franchises allows us to continue growth notwithstanding the persistently uncertain operating environment. Our client acquisition strategies are the key underpin to the sustained loan book growth across diversified specialisations.
- Non-interest revenue increased by 36.5% driven by:
  - Higher Listed companies' advisory fees in the current year amidst a challenging UK advisory market and the first-time consolidation of Capitalmind, increasing our M&A advisory fees. We have also seen higher arrangement fees in certain lending areas. Activity levels in equity capital markets remain muted given the challenging macroeconomic environment
  - Trading income from customer flow increased by 17.4% over the period driven by increased facilitation of hedging for clients by our Treasury Risk Solutions area, increased client flow trading income in our ECM activities, as well as positive risk management gains from hedging the significantly reduced financial products run down book
  - Trading income from balance sheet management and other trading activities increased significantly as a result of unwinding certain existing interest rate swap hedges as part of the implementation of the structural interest rate hedging programme

ECL impairment charges totalled £86.1 million, resulting in a credit loss ratio of 58bps (FY2023: 37bps) which is in line with guidance provided in November 2023. The increase in ECL charges was largely driven by Stage 3 ECL charges on certain exposures. We have seen idiosyncratic client stresses with no evidence of trend deterioration in the overall credit quality of our books.

The cost to income ratio improved to 55.6% (FY2023: 60.4%). Total operating costs increased by 9.3%. Fixed operating costs include a provision for the industry-wide FCA motor vehicle finance review of £30 million as well as £8.6 million for the first time consolidation of Capitalmind from 1 July 2023. Excluding these items, fixed operating costs increased by 2.9%, well below the UK average inflation rate.

2024 FINANCIAL YEAR-END RESULTS COMMENTARY
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Wealth & Investment

Adjusted operating profit from the Wealth & Investment businesses decreased 3.1% to £103.8 million (FY2023: £107.4 million). This was positively impacted by the net inflows in discretionary FUM in the Southern African business in the current and prior years and includes the results of the Investec Wealth & Investment UK pre-combination with Rathbones and the Group's share of post-tax earnings from the Rathbones Group in the second half of the financial year (i.e. from the completion date).

Wealth & Investment	Southern Africa					UK & Other				Total	
	FY2024	FY2023	Variance			**FY2024**	FY2023	Variance		**FY2024**	FY2023
	£'m	£'m	£'m	%	% in Rands	**£'m**	£'m	£'m	%	**£'m**	£'m
Operating income	123.8	120.2	3.7	3.0%	18.1%	66.9	74.6	(7.7)	(10.3%)	190.7	194.7
Operating costs	(86.9)	(87.4)	0.5	(0.6%)	13.8%	—	—	—	—%	(86.9)	(87.4)
Adjusted operating profit	**37.0**	**32.8**	**4.2**	**12.7%**	**29.6%**	**66.9**	**74.6**	**(7.7)**	**(10.3%)**	**103.8**	**107.4**

Totals and variances are presented in £'000 which may result in rounding differences.

Southern Africa Wealth & Investment International Business (in Rands)
Adjusted operating profit increased by 29.6% to R871 million (FY2023: R672 million) in a challenging operating environment.

Total FUM increased by 15.2% to R501.3 billion (FY2023: R435.1 billion) driven by discretionary and annuity net inflows of R16.6 billion, reallocation of FUM previously reported by IW&I UK following the combination with Rathbones, positive market movement and positive foreign currency translation gains on dollar denominated portfolios. The business reported strong client retention and acquisitions in a very competitive market which is testament to the success of our international wealth management strategy. Non-discretionary FUM reported net outflows of R6.8 billion.

Revenue grew by 18.1% underpinned by strong inflows in our discretionary and annuity portfolios across local and offshore investment products in the current and prior year. This was supported by foreign currency translation gains on US Dollar denominated revenue from the weaker average Rand/Dollar exchange rate. Non-discretionary brokerage decreased in the current period due to lower trading volumes. Revenue in Switzerland grew by 26.0% in Pounds mainly driven by higher average interest rates.

Operating costs increased 13.8 %, driven by investment in people for growth, including higher technology spend, FX related increases in foreign currency denominated expenses, and higher variable remuneration in line with performance. Fixed operating expenditure increased by 14.7%. Operating margins increased to 29.9% (FY2023: 27.3%).

UK & Other Wealth & Investment

The all-share combination of IW&I UK and Rathbones successfully completed at the end of 1H2024, creating the UK's leading discretionary wealth manager with £107.6 billion FUMA at 31 March 2024.

In 1H2024 the IW&I UK business generated adjusted operating profit (post-tax) of £35.9 million (10.8% above 1H2023) and an operating margin of 25.2% (1H2023: 23.6%) in an uncertain economic and operating environment.

In 2H2024 i.e. post combination, the Group's 41.25% economic interest in the combined Rathbones Group has been equity accounted, reporting £31.0 million share of post-taxation profit of associates.

For the quarter to 31 March 2024, Rathbones realised £10.6 million of the £15 million run-rate synergies planned to be achieved by 31 October 2024. Rathbones reported operating margin of 26.5% for the quarter ended 31 March 2024, in line with the FY2024 guidance provided at year-end results released on 6 March 2024.

We remain confident that the combination will deliver scale and efficiency to power future long-term growth.

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Group Investments

Group Investments includes the holding in Ninety One, Bud Group Holdings, Burstone Group (formerly known as IPF) and other equity investments

Group Investments	Southern Africa					UK & Other				Total	
	FY2024	FY2023	Variance			**FY2024**	FY2023	Variance		**FY2024**	FY2023
	£'m	£'m	£'m	%	% in Rands	**£'m**	£'m	£'m	%	**£'m**	£'m
Operating income (net of ECL charges)	2.9	0.8	2.1	>100%	>100%	11.7	18.1	(6.4)	(35.3%)	14.6	18.9
Operating costs	(0.2)	(1.1)	0.9	(79.2%)	(73.9%)	—	—	—	—	(0.2)	(1.1)
Adjusted operating profit	**2.6**	**(0.3)**	**3.0**	**>100%**	**>100%**	**11.7**	**18.1**	**(6.4)**	**(35.3%)**	**14.4**	**17.8**

Totals and variances are presented in £'000 which may result in rounding differences.

- Adjusted operating profit from Group Investments decreased by 19.2% to £14.4 million (FY2023: £17.8 million) driven by:
- The cessation of equity accounting for Bud Group Holdings following its restructure and Ninety One post the distribution of a 15% shareholding in May 2022, partly offset by higher investment income on fair value measurement of our shareholding in Burstone Group
- Lower dividend income from Ninety One.

On behalf of the Boards of Investec plc and Investec Limited

Philip Hourquebie
Chair
23 May 2024

Fani Titi
Chief Executive

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Profit Forecast

Revenue momentum is expected to continue, underpinned by book growth, stronger client activity levels and success in our client acquisition strategies; partly offset by expected cuts in interest rates.

The Group currently expects:

- Group ROE to be c.14% and ROTE to be c.16%. Investec Limited is expected to report ROE of c.18.5%, and Investec plc is expected to report ROTE of c.13%
- Overall costs to be well managed in the context of inflationary pressures and continued investment in the business, with cost to income ratio expected to be c.54.0%.
- The credit loss ratio to be within the through-the-cycle (TTC) range of 25bps to 45bps. Investec Limited is expected to be close to the lower end of the TTC range of 15bps to 35bps. Investec plc credit loss ratio is expected to remain elevated at 50bps to 60bps range in the short-term.

The Group remains well positioned to continue supporting its clients amidst the uncertain macroeconomic outlook. We have strong capital and liquidity levels to navigate the current environment and pursue our identified growth initiatives in our chosen markets.

The basis of preparation of this statement and the assumptions upon which it was based are set out below. This statement is subject to various risks and uncertainties and other factors – these factors may cause the Group’s actual future results, performance or achievements in the markets in which it operates to differ from those expressed in this Profit Forecast.

Any forward-looking statements made are based on the knowledge of the Group at 22 May 2024.

This forward-looking statement represents a profit forecast under the Listing Rules of the UK's Financial Conduct Authority. The Profit Forecast relates to the year ending 31 March 2025.

The financial information on which the Profit Forecast was based is the responsibility of the Directors of the Group and has not been reviewed and reported on by the Group’s auditors.

Basis of preparation

The Profit Forecast has been properly compiled using the assumptions stated below, and on a basis consistent with the accounting policies adopted in the Group's 31 March 2023 audited annual financial statements, which are in accordance with UK adopted international accounting standards and International Financial Reporting Standards Accounting Standards (IFRS) as issued by the International Accounting Standards Board (IASB).

At 31 March 2024, UK adopted IAS are identical in all material respects to current IFRS applicable to the Group, with differences only in the effective dates of certain standards.

Assumptions

The Profit Forecast has been prepared on the basis of the following assumptions during the forecast period:

Factors outside the influence or control of the Investec Board:

- There will be no material change in the political and/or economic environment that would materially affect the Investec Group
- There will be no material change in legislation or regulation impacting on the Investec Group's operations or its accounting policies
- There will be no business disruption that will have a significant impact on the Investec Group's operations, whether for the economic effects of increased geopolitical tensions or otherwise
- The Rand/Pound Sterling, Euro/Pound, INR/Pound and US Dollar/Pound Sterling exchange rates and the tax rates remain materially unchanged from the prevailing rates detailed above
- There will be no material changes in the structure of the markets, client demand or the competitive environment
- There will be no material change to the facts and circumstances relating to legal proceedings and uncertain tax matters.

2024 FINANCIAL YEAR-END RESULTS COMMENTARY
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Estimates and judgements

In preparation of the Profit Forecast, the Group makes estimations and applies judgement that could affect the reported amount of assets and liabilities within the reporting period. Key areas in which judgement is applied include:

- Valuation of unlisted investments primarily in private equity, direct investments portfolios and embedded derivatives. Key valuation inputs are based on the most relevant observable market inputs, adjusted where necessary for factors that specifically apply to the individual investments and recognising market volatility
- The determination of ECL against assets that are carried at amortised cost and ECL relating to debt instruments at fair value through other comprehensive income (FVOCI) involves the assessment of future cash flows which is judgmental in nature
- Valuation of investment properties is performed by capitalising the budgeted net income of the property at the market related yield applicable at the time.
- The Group's income tax charge and balance sheet provision are judgmental in nature. This arises from certain transactions for which the ultimate tax treatment can only be determined by final resolution with the relevant local tax authorities. The Group recognises in its tax provision certain amounts in respect of taxation that involve a degree of estimation and uncertainty where the tax treatment cannot finally be determined until a resolution has been reached by the relevant tax authority. The carrying amount of this provision is often dependent on the timetable and progress of discussions and negotiations with the relevant tax authorities, arbitration processes and legal proceedings in the relevant tax jurisdictions in which the Group operates. Issues can take many years to resolve and assumptions on the likely outcome would therefore have to be made by the Group. Where appropriate, the Group has utilised expert external advice as well as experience of similar situations elsewhere in making any such provisions
- Determination of interest income and interest expense using the effective interest rate method involves judgement in determining the timing and extent of future cash flows
- There will be no business disruption that will have a significant impact on the Investec Group's operations, whether for the economic effects of increased geopolitical tensions or otherwise.

2024 FINANCIAL YEAR-END RESULTS COMMENTARY
CONTINUED

Accounting policies, significant judgements and disclosures

These unaudited condensed combined consolidated financial results have been prepared in terms of the recognition and measurement criteria of International Financial Reporting Standards (IFRS) and the presentation and disclosure requirements of IAS 34, "Interim Financial Reporting" and IFRS as adopted by the UK which comply with IFRS as issued by the IASB. At 31 March 2024, UK adopted IFRS are identical in all material respects to current IFRS applicable to the Group, with differences only in the effective dates of certain standards.

The accounting policies applied in the preparation of the results for the year ended 31 March 2024 are consistent with those in the audited financial statements for year ended 31 March 2023 with the exception of IFRS 17 "Insurance Contracts" which has been adopted in the current year. Management performed an analysis of the impact that the retrospective application of the standard would have had on the prior year published financial statements and concluded that the impact is immaterial for the purposes of this set of financial statements. Accordingly, the impact of IFRS 17 will be applied prospectively. The prior year financial statements have been restated and the detail is provided in the restatement notes.

The financial results have been prepared under the supervision of Nishlan Samujh, the Group Finance Director. The year end financial statements for the year ended 31 March 2024 are available on the Group's website.

www.investec.com

Proviso

- Please note that matters discussed in this announcement may contain forward-looking statements which are subject to various risks and uncertainties and other factors, including, but not limited to:
  - changes in the political and/or economic environment that would materially affect the Investec Group
  - changes in legislation or regulation impacting the Investec Group's operations or its accounting policies
  - changes in business conditions that will have a significant impact on the Investec Group's operations
  - changes in exchange rates and/or tax rates from the prevailing rates outlined in this announcement
  - changes in the structure of the markets, client demand or the competitive environment
- A number of these factors are beyond the Group's control
- These factors may cause the Group's future results, performance or achievements in the markets in which it operates to differ from those expressed or implied
- Any forward-looking statements made are based on the knowledge of the Group at 22 May 2024.
- The information in the Group's announcement for the year ended 31 March 2024, which was approved by the Board of Directors on 22 May 2024, does not constitute statutory accounts as defined in Section 435 of the UK Companies Act 2006. The 31 March 2023 financial statements were filed with the registrar and were unqualified with the audit report containing no statements in respect of sections 498(2) or 498(3) of the UK Companies Act
- The financial information on which forward-looking statements are based is the responsibility of the Directors of the Group and has not been reviewed and reported on by the Group's auditors.

A full version of the Group's announcement is available on the Group's website:

www.investec.com

Financial assistance

Shareholders are referred to Special Resolution number 30, which was approved at the annual general meeting held on 3 August 2023, relating to the provision of direct or indirect financial assistance in terms of Section 45 of the South African Companies Act, No 71 of 2008 to related or inter-related companies. Shareholders are hereby notified that in terms of S45(5)(a) of the South African Companies Act, the Boards of Directors of Investec Limited and Investec Bank Limited provided such financial assistance during the period 1 April 2023 to 31 March 2024 to various Group subsidiaries.

PRESENTATION OF FINANCIAL INFORMATION

Basis of presentation

Investec operates under a Dual Listed Companies (DLC) structure with primary listings of Investec plc on the London Stock Exchange and Investec Limited on the JSE Limited.

In terms of the contracts constituting the DLC structure, Investec plc and Investec Limited effectively form a single economic enterprise from a shareholder perspective, in which the economic and voting rights of ordinary shareholders of the companies are maintained in equilibrium relative to each other. Creditors, however, are ring-fenced to either Investec plc or Investec Limited as there are no cross-guarantees between the companies. The directors of the two companies consider that for financial reporting purposes, the fairest presentation is achieved by combining the results and financial position of both companies.

Accordingly, these year end results reflect the results and financial position of the combined DLC Group under UK adopted International Financial Reporting Standards (IFRS) which comply with IFRS Accounting Standards as issued by the International Accounting Standards Board (IASB) and the (EC) No. 1606/2022 as it applies in the European Union, denominated in Pounds Sterling. In the commentary above, all references to Investec or the Group relate to the combined DLC Group comprising Investec plc and Investec Limited.

Following a review of the liquidity, capital position, profitability, the business model and operational risks facing the business, the directors have a reasonable expectation that the Investec Group will be a going concern for a period of at least 12 months. The results for the year ended 31 March 2024 have accordingly been prepared on the going concern basis.

Unless the context indicates otherwise, all comparatives included in the commentary above relate to the year ended 31 March 2024.

Amounts represented on a neutral currency basis for income statement items assume that the relevant average exchange rates for the year ended 31 March 2024 remain the same as those in the prior year. Amounts represented on a neutral currency basis for balance sheet items assume that the relevant closing exchange rates as at 31 March 2024 remain the same as those at 31 March 2023.

Neutral currency information is reviewed by external audit and considered as pro-forma financial information as per the JSE Listings Requirements and is therefore the responsibility of the Group's Board of Directors. Pro-forma financial information was prepared for illustrative purposes and because of its nature may not fairly present the issuer's financial position, changes in equity, or results of operations.

Foreign currency impact

The Group's reporting currency is Pounds Sterling. Certain of the Group's operations are conducted by entities outside the UK. The results of operations and the financial condition of these individual companies are reported in the local currencies in which they are domiciled, including Rands, Australian Dollars, Euros, US Dollars and Indian Rupee. These results are then translated into Pounds Sterling at the applicable foreign currency exchange rates for inclusion in the Group's combined consolidated financial statements. In the case of the income statement, the weighted average rate for the relevant period is applied and, in the case of the balance sheet, the relevant closing rate is used.

The following table sets out the movements in certain relevant exchange rates against Pounds Sterling over the period:

	31 March 2024		31 March 2023	
Currency per £1.00	**Closing**	**Average**	Closing	Average
South African Rand	23.96	23.54	21.94	20.45
Euro	1.17	1.16	1.14	1.16
US Dollar	1.26	1.26	1.24	1.21

Exchange rates between local currencies and Pounds Sterling have fluctuated over the period. The most significant impact arises from the volatility of the Rand. The average Rand: Pound Sterling exchange rate over the period has depreciated by 15.1% against the comparative year ended 31 March 2023, and the closing rate has depreciated by 9.2% since 31 March 2023.

SALIENT FEATURES

	31 March 2024	31 March 2023*	% change
Income statement and selected returns for Total Group on a pro-forma basis			
Adjusted earnings attributable to ordinary shareholders (£'000)	662 498	614 352	7.8%
Headline earnings (£'000)	619 012	595 051	3.9%
Adjusted operating profit (£'000)	884 506	818 727	8.0%
Cost to income ratio	53.8%	54.7%	
Return on average shareholders' equity (post tax)	14.6%	13.7%	
Return on average tangible shareholders' equity (post tax)	16.5%	14.7%	
Return on average risk weighted assets	2.16%		
Net interest income as a % of operating income	64.2%	63.8%	
Non-interest income as a % of operating income	35.8%	36.2%	
Total Group on a pro-forma basis			
Adjusted earnings per share (pence)	78.1	68.9	13.4%
Headline earnings per share (pence)	72.9	66.8	9.1%
Basic earnings per share (pence)	105.3	85.8	22.7%
Diluted basic earnings per share (pence)	101.0	82.5	22.4%
Dividend per share (pence)	34.5	31.0	11.3%
Dividend payout ratio	44.2%	45.0%	

	31 March 2024	31 March 2023*	% change
Balance sheet			
Total assets (£'million)	56 626	57 892	(2.0%)
Net core loans (£'million)	30 901	30 381	1.7%
Cash and near cash balances (£'million)	16 359	16 361	—%
Customer accounts (deposits) (£'million)	39 508	39 556	0.1%
Gearing ratio (assets excluding assurance assets to total equity)	10.3x	10.9x	
Core loans to equity ratio	5.6x	5.7x	
Loans and advances to customers as a % of customer deposits	77.4%	76.1%	
Credit loss ratio	0.28%	0.23%	
Stage 3 net of ECL as a % of net core loans subject to ECL	2.8%	2.0%	
Share statistics			
Net asset value per share (pence)	563.9	507.3	11.2%
Tangible net asset value per share (pence)	477.5	471.6	1.2%
Weighted number of ordinary shares in issue (million)	848.8	891.9	(4.8%)
Total number of shares in issue (million)	991.2	995.1	(0.4%)
Capital ratios^			
Investec plc			
Total capital ratio	18.7%	17.5%	
Common Equity Tier 1 ratio	12.4%	12.0%	
Leverage ratio	10.2%	9.4%	
Investec Limited			
Total capital adequacy ratio	17.5%	18.3%	
Common Equity Tier 1 ratio	13.6%	14.7%	
Leverage ratio	6.2%	6.5%	

Refer to alternative performance measures and definitions sections found on pages 156 to 157.

^ The Group's expected Basel III 'fully loaded' numbers are provided on page 135.
* Restated as detailed on page 77.

EXCHANGE RATE IMPACT ON STATUTORY RESULTS

As noted on page 31, exchange rates between local currencies and Pounds Sterling have fluctuated over the period. The most significant impact arises from the volatility of the Rand. The average Rand: Pound Sterling exchange rate over the period has depreciated by 15.1% against the comparative year ended 31 March 2023, and the closing rate has depreciated by 9.2% since 31 March 2023. The following tables provide an analysis of the impact of the Rand on our reported numbers.

	Results in Pounds Sterling					**Results in Rands**		
Total Group	**Year to 31 March 2024**	Year to 31 March 2023*	% change	**Neutral currency^ Year to 31 March 2024**	Neutral currency % change	**Year to 31 March 2024**	Year to 31 March 2023*	% change
Adjusted operating profit before taxation (million)	£896	£836	7.2%	£962	15.1%	R21 102	R17 057	23.7%
Earnings attributable to shareholders (million)	£941	£805	16.9%	£994	23.5%	R22 150	R16 376	35.3%
Adjusted earnings attributable to shareholders (million)	£662	£614	7.8%	£710	15.6%	R15 587	R12 524	24.5%
Adjusted earnings per share	78.1p	68.9p	13.4%	83.6p	21.3%	1836c	1404c	30.8%
Basic earnings per share	105.3p	85.8p	22.7%	111.0p	29.4%	2477c	1745c	41.9%
Headline earnings per share	72.9p	66.8p	9.1%	79.4p	18.9%	1716c	1398c	22.7%

	Results in Pounds Sterling					**Results in Rands**		
	At 31 March 2024	At 31 March 2023*	% change	**Neutral currency^^ At 31 March 2024**	Neutral currency % change	**At 31 March 2024**	At 31 March 2023*	% change
Net asset value per share	563.9p	507.3p	11.2%	573.1p	13.0%	13 511c	11 132c	21.4%
Tangible net asset value per share	477.5p	471.6p	1.3%	486.7p	3.2%	11 441c	10 348c	10.6%
Total equity (million)	£5 474	£5 309	3.9%	£5 699	7.3%	R132 118	R116 494	13.4%
Total assets (million)*	£56 626	£57 892	(2.0%)	£59 201	2.3%	751	R1 270 311	7.0%
Core loans (million)	£30 901	£30 381	1.7%	£32 220	6.1%	R740 400	R666 633	11.1%
Cash and near cash balances (million)	£16 359	£16 361	—%	£16 976	3.8%	R391 978	R359 006	9.2%
Customer accounts (deposits) (million)	£39 508	£39 556	0.1%	£41 309	4.4%	R948 352	R867 968	9.3%

^ For income statement items we have used the average Rand: Pound Sterling exchange rate that was applied in the prior period, i.e. 20.45.
^^ For balance sheet items we have assumed that the Rand: Pound Sterling closing exchange rate has remained neutral since 31 March 2023.
* Restated as detailed on page 77.

Neutral currency information is considered as pro-forma financial information as per the JSE Listings Requirements and is therefore the responsibility of the Group's Board of Directors. Pro-forma financial information was prepared for illustrative purposes and because of its nature may not fairly present the issuer's financial position, changes in equity, or results of operations. The external auditors issued a limited assurance report in respect of the neutral currency information. The report is available for inspection at the registered office of Investec upon request.

CONDENSED COMBINED CONSOLIDATED INCOME STATEMENT

£'000	Note*	Year to 31 March 2024	Year to 31 March 2023^
Interest income	2	4 124 150	3 187 420
Interest expense	2	(2 785 457)	(1 920 124)
Net interest income	2	**1 338 693**	**1 267 296**
Fee and commission income	3	482 668	453 670
Fee and commission expense	3	(66 481)	(56 315)
Investment income	4	60 381	29 303
Share of post-taxation profit of associates and joint venture holdings	5	55 949	30 034
Trading income arising from			
– customer flow	6	131 712	169 110
– balance sheet management and other trading activities	6	41 496	14 235
Other operating income	7	1 961	4 386
Operating income	1	**2 046 379**	**1 911 719**
Expected credit loss impairment charges	8	(79 113)	(80 846)
Operating income after expected credit loss impairment charges		**1 967 266**	**1 830 873**
Operating costs	9	(1 120 245)	(1 085 999)
Operating profit before goodwill and acquired intangibles		**847 021**	**744 874**
Impairment of goodwill	10	—	(890)
Amortisation of acquired intangibles	10	(1 483)	(2 535)
Amortisation of acquired intangibles of associates		(5 679)	(1 542)
Closure and rundown of the Hong Kong direct investments business	13	(785)	(450)
Operating profit		**839 074**	**739 457**
Net gain on distribution of associate to shareholders	13	—	154 438
Financial impact of strategic actions	13	(16 576)	(30)
Profit before taxation of continuing operations		**822 498**	**893 865**
Taxation on operating profit before goodwill, acquired intangibles and strategic actions	11	(172 066)	(163 522)
Taxation on acquired intangibles and net gain on distribution of associate to shareholders		879	15 182
Profit after taxation from continuing operations		**651 311**	**745 525**
Profit after taxation and financial impact of strategic actions from discontinued operations	12/13	302 877	71 906
Operating profit before non-controlling interests from discontinued operations*		45 824	76 844
Financial impact of strategic actions net of taxation from discontinued operations*		257 053	(4 938)
Profit after taxation from total Group		**954 188**	**817 431**
Profit attributable to non-controlling interests		(1 382)	(752)
Profit attributable to non-controlling interests of discontinued operations	12/13	(11 766)	(11 814)
Earnings of total Group attributable to shareholders		**941 040**	**804 865**
Earnings attributable to ordinary shareholders		891 964	764 446
Earnings attributable to perpetual preferred securities and other Additional Tier 1 security holders		49 076	40 419

* Refer to Financial review section for notes.
^ Restated as detailed on page 77.

COMBINED CONSOLIDATED STATEMENT OF TOTAL COMPREHENSIVE INCOME

£'000	Year to 31 March 2024	Year to 31 March 2023^
Profit after taxation from continuing operations	651 311	745 525
Other comprehensive income:		
Items that may be reclassified to the income statement		
Fair value movements on cash flow hedges taken directly to other comprehensive income*	(16 585)	22 194
Fair value movements on debt instruments at FVOCI taken directly to other comprehensive income*	11 359	(52 843)
Gain on realisation of debt instruments at FVOCI recycled through the income statement*	(4 789)	(2 960)
Foreign currency adjustments on translating foreign operations	(194 634)	(218 726)
Net equity movements of interests in associate undertakings	257	—
Items that will not be reclassified to the income statement		
Effect of rate change on deferred taxation relating to adjustment for IFRS 9	—	(7)
Fair value movements on equity instruments at FVOCI taken directly to other comprehensive income*	(14 415)	(657)
Movement in post-retirement benefit liabilities*	(362)	75
Net gain attributable to own credit risk*	748	104
Total comprehensive income from continuing operations	**432 890**	**492 705**
Total comprehensive income attributable to ordinary shareholders from continuing operations	421 238	518 902
Total comprehensive loss attributable to non-controlling interests from continuing operations	(37 424)	(66 616)
Total comprehensive income attributable to perpetual preferred securities and Other Additional Tier 1 security holders from continuing operations	49 076	40 419
Total comprehensive income from continuing operations	**432 890**	**492 705**
Profit after taxation from discontinued operations	302 877	71 906
Other comprehensive income from discontinued operations:		
Items that may be reclassified to the income statement		
Foreign currency adjustments on translating foreign operations	55 377	(85 455)
Total comprehensive income from discontinued operations	**358 254**	**(13 549)**
Total comprehensive income attributable to ordinary shareholders from discontinued operations	346 488	(25 363)
Total comprehensive income attributable to non-controlling interests from discontinued operations	11 766	11 814
Total comprehensive income from discontinued operations	**358 254**	**(13 549)**
Profit after taxation from total Group	954 188	817 431
Other comprehensive income:		
Items that may be reclassified to the income statement		
Fair value movements on cash flow hedges taken directly to other comprehensive income*	(16 585)	22 194
Fair value movements on debt instruments at FVOCI taken directly to other comprehensive income*	11 359	(52 843)
Gain on realisation of debt instruments at FVOCI recycled through the income statement*	(4 789)	(2 960)
Foreign currency adjustments on translating foreign operations	(139 257)	(304 181)
Net equity movements of interests in associate undertakings	257	—
Items that will never be reclassified to the income statement		
Effect of rate change on deferred taxation relating to adjustment for IFRS 9	—	(7)
Fair value movements on equity instruments at FVOCI taken directly to other comprehensive income	(14 415)	(657)
Movement in post-retirement benefit liabilities*	(362)	75
Net gain attributable to own credit risk*	748	104
Total comprehensive income from total Group	**791 144**	**479 156**
Total comprehensive income attributable to ordinary shareholders	767 726	493 539
Total comprehensive loss attributable to non-controlling interests	(25 658)	(54 802)
Total comprehensive income attributable to perpetual preferred securities and Other Additional Tier 1 security holders	49 076	40 419
Total comprehensive income from total Group	**791 144**	**479 156**

^ Restated as detailed on page 77.
* Net of taxation of £11.8 million (31 March 2023: £7.6 million) except for the impact of rate changes on deferred tax as shown separately above.

COMBINED CONSOLIDATED BALANCE SHEET

At £'000	31 March 2024	31 March 2023^	31 March 2022^
Assets			
Cash and balances at central banks	6 279 088	6 437 709	5 998 270
Loans and advances to banks	1 063 745	1 450 627	2 552 061
Non-sovereign and non-bank cash placements	451 482	442 254	439 715
Reverse repurchase agreements and cash collateral on securities borrowed	4 381 520	3 995 190	4 988 443
Sovereign debt securities	4 943 147	4 404 243	3 776 596
Bank debt securities	596 436	915 686	1 519 860
Other debt securities	1 148 147	1 229 392	1 229 287
Derivative financial instruments	853 938	1 363 912	1 583 526
Securities arising from trading activities	1 596 260	1 836 327	1 312 951
Loans and advances to customers	30 645 313	30 112 969	29 806 356
Own originated loans and advances to customers securitised	269 034	272 879	375 763
Other loans and advances	117 513	142 726	128 284
Other securitised assets	66 704	103 151	123 888
Other financial instruments at fair value through profit or loss in respect of liabilities to customers**	154 738	110 891	59 549
Investment portfolio**	807 030	1 330 907	912 872
Interests in associated undertakings and joint venture holdings	858 420	53 703	734 434
Current taxation assets	64 378	69 322	33 653
Deferred taxation assets	204 861	234 034	223 794
Other assets	1 672 582	2 030 476	2 380 201
Property and equipment	238 072	278 561	335 420
Investment properties	105 975	722 481	820 555
Goodwill	75 367	262 632	258 404
Software	9 707	15 401	9 443
Other acquired intangible assets	—	41 136	44 152
Non-current assets classified as held for sale	22 270	35 761	79 229
	56 625 727	**57 892 370**	**59 726 706**
Liabilities			
Deposits by banks	3 446 776	3 617 524	3 178 668
Derivative financial instruments	1 069 119	1 543 140	1 699 199
Other trading liabilities	1 369 332	1 278 452	1 612 314
Repurchase agreements and cash collateral on securities lent	915 208	938 107	863 285
Customer accounts (deposits)	39 507 805	39 555 669	40 118 412
Debt securities in issue	1 541 194	1 802 586	2 043 640
Liabilities arising on securitisation of own originated loans and advances	208 571	163 787	238 370
Liabilities arising on securitisation of other assets	71 751	81 609	95 885
Current taxation liabilities	72 697	69 780	26 841
Deferred taxation liabilities	5 198	26 545	19 624
Other liabilities	1 816 139	2 311 103	2 718 111
Liabilities to customers under investment contracts**	139 120	108 370	56 475
Insurance liabilities, including unit-linked liabilities**	15 769	2 521	3 074
	50 178 679	**51 499 193**	**52 673 898**
Subordinated liabilities	972 806	1 084 630	1 316 191
	51 151 485	**52 583 823**	**53 990 089**
Equity			
Ordinary share capital	247	247	247
Ordinary share premium	1 010 066	1 208 161	1 516 024
Treasury shares	(604 994)	(564 678)	(318 987)
Other reserves	(866 739)	(773 262)	(554 040)
Retained income	5 222 098	4 452 413	3 970 449
Ordinary shareholders' equity	**4 760 678**	**4 322 881**	**4 613 693**
Perpetual preference share capital and premium	127 136	136 259	174 869
Shareholders' equity excluding non-controlling interests	**4 887 814**	**4 459 140**	**4 788 562**
Other Additional Tier 1 securities in issue	586 103	398 568	411 683
Non-controlling interests	325	450 839	536 372
Total equity	**5 474 242**	**5 308 547**	**5 736 617**
Total liabilities and equity	**56 625 727**	**57 892 370**	**59 726 706**

^ Restated as detailed on page 77.
** During the year the group reassessed the order of liquidity within the balance sheet and moved 'Investment portfolio' to below 'Other financial instruments at fair value through profit or loss in respect of liabilities to customers' as it was found to be less liquid than the items that were listed above it. In addition, 'Other financial instruments at fair value through profit or loss in respect of liabilities to customers', 'Liabilities to customers under investment contracts' and 'Insurance liabilities, including unit-linked liabilities' were moved higher up in the order of balance sheet line items as these items were found to be more liquid than those that follow them in the above presentation. The reorder has also been applied to the prior year and notes where the line items are listed.

COMBINED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

£'000	Ordinary share capital	Ordinary share premium	Treasury shares
At 31 March 2022	**247**	**1 516 024**	**(318 987)**
Restatement	—	—	—
At 1 April 2022	**247**	**1 516 024**	**(318 987)**
Movement in reserves 1 April 2022 – 31 March 2023			
Profit after taxation	—	—	—
Effect of rate change on deferred taxation relating to adjustment for IFRS 9	—	—	—
Fair value movements on cash flow hedges taken directly to other comprehensive income	—	—	—
Fair value movements on debt instruments at FVOCI taken directly to other comprehensive income	—	—	—
Gain on realisation of debt instruments at FVOCI recycled through the income statement	—	—	—
Fair value movements on equity instruments at FVOCI taken directly to other comprehensive income	—	—	—
Foreign currency adjustments on translating foreign operations	—	—	—
Net gain attributable to own credit risk	—	—	—
Movement in post-retirement benefit liabilities	—	—	—
Total comprehensive income for the year	**—**	**—**	**—**
Issue of Other Additional Tier 1 security instruments	—	—	—
Redemption of Other Additional Tier 1 security instruments	—	—	—
Movement of treasury shares	—	—	(245 691)
Share-based payments adjustments	—	—	—
Transfer between cash flow hedge reserve and retained income	—	—	—
Transfer to regulatory general risk reserves	—	—	—
Employee benefit liability recognised	—	—	—
Share buy-back of ordinary share capital	—	(56 863)	—
Repurchase of perpetual preference share capital	—	—	—
Net equity impact of non-controlling interest movements	—	—	—
Reduction in share premium	—	(251 000)	—
Dividends declared to other equity holders including other Additional Tier 1 security holders	—	—	—
Dividends paid to perpetual preference shareholders included in non-controlling interests and Other Additional Tier 1 security holders	—	—	—
Dividends paid to ordinary shareholders	—	—	—
Dividends paid to non-controlling interests	—	—	—
Distribution to shareholders	—	—	—
At 31 March 2023	**247**	**1 208 161**	**(564 678)**

^ Restated as detailed on page 77.

COMBINED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY
CONTINUED

Other reserves												
Capital reserve account	Fair value reserve^	Regulatory general risk reserve	Cash flow hedge reserve^	Foreign currency reserves	Own credit risk reserve	Retained income^	**Ordinary shareholders' equity^**	Perpetual preference share capital and premium	**Shareholders' equity excluding non-controlling interests^**	Other Additional Tier 1 securities in issue	Non-controlling interests	**Total equity^**
(16 998)	**1 577**	**39 728**	**(103 213)**	**(572 035)**	**713**	**4 069 776**	**4 616 832**	**174 869**	**4 791 701**	**411 683**	**536 372**	**5 739 756**
—	2 922	—	93 266	—	—	(99 327)	(3 139)	—	(3 139)	—	—	(3 139)
(16 998)	**4 499**	**39 728**	**(9 947)**	**(572 035)**	**713**	**3 970 449**	**4 613 693**	**174 869**	**4 788 562**	**411 683**	**536 372**	**5 736 617**
—	—	—	—	—	—	804 865	804 865	—	804 865	—	12 566	817 431
—	(7)	—	—	—	—	—	(7)	—	(7)	—	—	(7)
—	—	—	22 194	—	—	—	22 194	—	22 194	—	—	22 194
—	(52 843)	—	—	—	—	—	(52 843)	—	(52 843)	—	—	(52 843)
—	(2 960)	—	—	—	—	—	(2 960)	—	(2 960)	—	—	(2 960)
—	(657)	—	—	—	—	—	(657)	—	(657)	—	—	(657)
—	—	—	—	(198 348)	—	—	(198 348)	(18 514)	(216 862)	(19 951)	(67 368)	(304 181)
—	—	—	—	—	104	—	104	—	104	—	—	104
—	—	—	—	—	—	75	75	—	75	—	—	75
—	**(56 467)**	**—**	**22 194**	**(198 348)**	**104**	**804 940**	**572 423**	**(18 514)**	**553 909**	**(19 951)**	**(54 802)**	**479 156**
—	—	—	—	—	—	—	—	—	—	22 787	—	22 787
—	—	—	—	—	—	—	—	—	—	(15 951)	—	(15 951)
5 683	—	—	—	—	—	—	(240 008)	—	(240 008)	—	—	(240 008)
—	—	—	—	—	—	25 904	25 904	—	25 904	—	—	25 904
—	—	—	1 271	—	—	(1 271)	—	—	—	—	—	—
—	—	6 341	—	—	—	(6 341)	—	—	—	—	—	—
—	—	—	—	—	—	(9 224)	(9 224)	—	(9 224)	—	—	(9 224)
—	—	—	—	—	—	—	(56 863)	—	(56 863)	—	—	(56 863)
—	—	—	—	—	—	717	717	(20 096)	(19 379)	—	—	(19 379)
—	—	—	—	—	—	—	—	—	—	—	118	118
—	—	—	—	—	—	251 000	—	—	—	—	—	—
—	—	—	—	—	—	(40 419)	(40 419)	8 568	(31 851)	31 851	—	—
—	—	—	—	—	—	—	—	(8 568)	(8 568)	(31 851)	—	(40 419)
—	—	—	—	—	—	(260 673)	(260 673)	—	(260 673)	—	—	(260 673)
—	—	—	—	—	—	—	—	—	—	—	(30 849)	(30 849)
—	—	—	—	—	—	(282 669)	(282 669)	—	(282 669)	—	—	(282 669)
(11 315)	**(51 968)**	**46 069**	**13 518**	**(770 383)**	**817**	**4 452 413**	**4 322 881**	**136 259**	**4 459 140**	**398 568**	**450 839**	**5 308 547**

COMBINED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY
CONTINUED

£'000	Ordinary share capital	Ordinary share premium	Treasury shares
At 1 April 2023	**247**	**1 208 161**	**(564 678)**
Movement in reserves 1 April 2023 – 31 March 2024			
Profit after taxation	—	—	—
Fair value movements on cash flow hedges taken directly to other comprehensive income	—	—	—
Fair value movements on debt instruments at FVOCI taken directly to other comprehensive income	—	—	—
Gain on realisation of debt instruments at FVOCI recycled through the income statement	—	—	—
Fair value movements on equity instruments at FVOCI taken directly to other comprehensive income	—	—	—
Foreign currency adjustments on translating foreign operations	—	—	—
Net gain attributable to own credit risk	—	—	—
Movement in post-retirement benefit liabilities	—	—	—
Net equity movements of interests in associate undertakings	—	—	—
Total comprehensive income for the year	**—**	**—**	**—**
Issue of Other Additional Tier 1 security instruments	—	—	—
Redemption of Other Additional Tier 1 security instruments	—	—	—
Gain on Additional Tier 1 security instruments callback	—	—	—
Movement of treasury shares	—	—	(40 316)
Transfer from share premium to retained income	—	(180 687)	—
Transfer to regulatory general risk reserves	—	—	—
Employee benefit liability recognised	—	—	—
Share buy-back of ordinary share capital	—	(17 408)	—
Repurchase of perpetual preference share capital	—	—	—
Transaction with equity holders	—	—	—
Net equity impact of non-controlling interest movements	—	—	—
Deconsolidation of subsidiary company	—	—	—
Dividends declared to other equity holders including other Additional Tier 1 security holders	—	—	—
Dividends paid to perpetual preference shareholders included in non-controlling interests and Other Additional Tier 1 security holders	—	—	—
Dividends paid to ordinary shareholders	—	—	—
Dividends paid to non-controlling interests	—	—	—
At 31 March 2024	**247**	**1 010 066**	**(604 994)**

COMBINED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY
CONTINUED

Other reserves												
Capital reserve account	Fair value reserve	Regulatory general risk reserve	Cash flow hedge reserve	Foreign currency reserves	Own credit risk reserve	Retained income	**Ordinary shareholders' equity**	Perpetual preference share capital and premium	**Shareholders' equity excluding non-controlling interests**	Other Additional Tier 1 securities in issue	Non-controlling interests	**Total equity**
(11 315)	**(51 968)**	**46 069**	**13 518**	**(770 383)**	**817**	**4 452 413**	**4 322 881**	**136 259**	**4 459 140**	**398 568**	**450 839**	**5 308 547**
—	—	—	—	—	—	941 040	941 040	—	941 040	—	13 148	954 188
—	—	—	(16 585)	—	—	—	(16 585)	—	(16 585)	—	—	(16 585)
—	11 359	—	—	—	—	—	11 359	—	11 359	—	—	11 359
—	(4 789)	—	—	—	—	—	(4 789)	—	(4 789)	—	—	(4 789)
—	(14 415)	—	—	—	—	—	(14 415)	—	(14 415)	—	—	(14 415)
—	—	—	—	(77 730)	—	—	(77 730)	(9 383)	(87 113)	(13 338)	(38 806)	(139 257)
—	—	—	—	—	748	—	748	—	748	—	—	748
—	—	—	—	—	—	(362)	(362)	—	(362)	—	—	(362)
—	—	—	—	—	—	257	257	—	257	—	—	257
—	**(7 845)**	**—**	**(16 585)**	**(77 730)**	**748**	**940 935**	**839 523**	**(9 383)**	**830 140**	**(13 338)**	**(25 658)**	**791 144**
—	—	—	—	—	—	—	—	—	—	382 130	—	382 130
—	—	—	—	—	—	—	—	—	—	(141 892)	—	(141 892)
—	—	—	—	—	—	1 420	1 420	—	1 420	—	—	1 420
687	—	—	—	—	—	—	(39 629)	—	(39 629)	—	—	(39 629)
—	—	—	—	—	—	2 664	2 664	—	2 664	—	—	2 664
—	—	—	—	—	—	180 687	—	—	—	—	—	—
—	—	7 248	—	—	—	(7 248)	—	—	—	—	—	—
—	—	—	—	—	—	—	(17 408)	—	(17 408)	—	—	(17 408)
—	—	—	—	—	—	(14)	(14)	260	246	—	—	246
—	—	—	—	—	—	(2 971)	(2 971)	—	(2 971)	—	—	(2 971)
—	—	—	—	—	—	—	—	—	—	—	717	717
—	—	—	—	—	—	—	—	—	—	—	(412 974)	(412 974)
—	—	—	—	—	—	(49 076)	(49 076)	10 441	(38 635)	38 635	—	—
—	—	—	—	—	—	—	—	(10 441)	(10 441)	(38 635)	—	(49 076)
—	—	—	—	—	—	(296 712)	(296 712)	—	(296 712)	—	—	(296 712)
—	—	—	—	—	—	—	—	—	—	(39 365)	(12 599)	(51 964)
(10 628)	**(59 813)**	**53 317**	**(3 067)**	**(848 113)**	**1 565**	**5 222 098**	**4 760 678**	**127 136**	**4 887 814**	**586 103**	**325**	**5 474 242**

CONDENSED COMBINED CONSOLIDATED CASH FLOW STATEMENT

£'000	Year to 31 March 2024	Year to 31 March 2023^
Net cash inflow from operating activities	131 453	422 407
Net cash outflow from investing activities	(209 370)	(13 993)
Net cash outflow from financing activities	(372 056)	(914 684)
Effects of exchange rates on cash and cash equivalents	(95 500)	(109 104)
Net decrease in cash and cash equivalents	**(545 473)**	**(615 374)**
Cash and cash equivalents at the beginning of the year	7 797 650	8 413 024
Cash and cash equivalents at the end of the year	**7 252 177**	**7 797 650**

^ Restated as detailed on page 77.

EARNINGS PER SHARE

For the year to 31 March	2024	2023^
Total Group		
Earnings from total Group	**£'000**	£'000
Earnings attributable to shareholders	941 040	804 865
Dividends payable to perpetual preference shareholders and Other Additional Tier 1 security holders (other equity holders)	(49 076)	(40 419)
(Loss)/gain on repurchase of perpetual preference shares	1 406	717
Earnings and diluted earnings attributable to ordinary shareholders	**893 370**	**765 163**
Adjusted earnings from total Group		
Earnings attributable to shareholders	941 040	804 865
Impairment of goodwill	—	890
Amortisation of acquired intangibles	7 907	15 160
Amortisation of acquired intangibles of associates	5 679	1 542
Closure and rundown of the Hong Kong direct investments business	785	450
Net gain on distribution of associate to shareholders	—	(154 438)
Financial impact of strategic actions	16 576	30
Financial impact of strategic actions of discontinued operations	(265 390)	4 938
Taxation on acquired intangibles and strategic actions	(879)	(15 182)
Taxation on acquired intangibles and strategic actions of discontinued operations	6 722	(2 031)
Dividends payable to perpetual preference shareholders and Other Additional Tier 1 security holders (other equity holders)	(49 076)	(40 419)
Accrual adjustment on earnings attributable to other equity holders*	(866)	(1 453)
Adjusted earnings attributable to ordinary shareholders before goodwill, acquired intangibles and non-operating items	**662 498**	**614 352**
Headline earnings from total Group		
Earnings attributable to shareholders	941 040	804 865
Impairment of goodwill	—	890
Financial impact of strategic actions of discontinued operations excluding implementation costs	(280 737)	—
Gain on distribution of associate to shareholders	—	(155 146)
Taxation on gain on distribution of associate to shareholders	—	(14 501)
Taxation on strategic actions of discontinued operations	8 337	—
Dividends payable to perpetual preference shareholders and Other Additional Tier 1 security holders (other equity holders)	(49 076)	(40 419)
Property revaluation, net of taxation and non-controlling interests**	(1 958)	(1 355)
Headline adjustments of associates	—	561
(Loss)/gain on repurchase of perpetual preference shares	1 406	717
Headline earnings attributable to ordinary shareholders* **	**619 012**	**595 612**
Weighted number of shares in issue		
Weighted total average number of shares in issue during the year	992 158 239	1 003 063 501
Weighted average number of treasury shares held by Investec Limited	(50 920 311)	(11 201 481)
Weighted average number of treasury shares held by share schemes	(92 431 241)	(99 921 608)
Weighted average number of shares in issue during the year	**848 806 687**	**891 940 412**
Weighted average number of shares resulting from future dilutive potential shares	35 478 832	35 365 704
Adjusted weighted number of shares potentially in issue	**884 285 519**	**927 306 116**
Basic earnings per share – pence	**105.3**	**85.8**
Diluted basic earnings per share – pence	101.0	82.5
Adjusted earnings per share – pence	**78.1**	**68.9**
Diluted adjusted earnings per share – pence	74.9	66.3
Headline earnings per share – pence* **	**72.9**	**66.8**
Diluted headline earnings per share – pence***	70.0	64.2

Prior to becoming a subsidiary, the investment in Capitalmind associates met the definition of a venture capital investment as defined in the Headline Earnings Circular 1/2023. During the period a gain of £4mn was recognised as a result of a stepped acquisition of Capitalmind from 30% to 60% that required a revaluation of the previously held 30%. This amount was included in headline earnings.

* In accordance with IFRS, dividends attributable to equity holders are accounted for when a constructive liability arises i.e. on declaration by the Board of Directors and approval by the shareholders where required. Investec is of the view that EPS is best reflected by adjusting for earnings that are attributed to equity instruments (other than ordinary shares) on an accrual basis and therefore adjusts the paid dividend on such instruments to accrued in arriving at adjusted EPS.

** Taxation on property revaluation headline earnings adjustments amounted to £0.7 million (2023: £1.0 million) with an impact of £nil (2023: £3.6 million) on earnings attributable to non-controlling interests. The amount includes property revaluations included in equity accounted earnings.

*** Headline earnings per share and diluted headline earnings per share have been calculated and are disclosed in accordance with the JSE listing requirements, and in terms of circular 1/2023 issued by the South African Institute of Chartered Accountants.

^ Restated as detailed on page 77.

EARNINGS PER SHARE
CONTINUED

For the year to 31 March	2024	2023^
Continuing operations		
Earnings from continuing operations	**£'000**	£'000
Earnings attributable to shareholders from continuing operations	649 929	744 773
Dividends payable to perpetual preference shareholders and Other Additional Tier 1 security holders (other equity holders)	(49 076)	(40 419)
(Loss)/gain on repurchase of perpetual preference shares	1 406	717
Earnings and diluted earnings attributable to ordinary shareholders from continuing operations	**602 259**	**705 071**
Adjusted earnings from continuing operations		
Earnings attributable to shareholders from continuing operations	649 929	744 773
Impairment of goodwill	—	890
Amortisation of acquired intangibles	1 483	2 535
Amortisation of acquired intangibles of associates	5 679	1 542
Closure and rundown of the Hong Kong direct investments business	785	450
Net gain on distribution of associate to shareholders	—	(154 438)
Financial impact of strategic actions	16 576	30
Taxation on acquired intangibles and strategic actions	(879)	(15 182)
Dividends payable to perpetual preference shareholders and Other Additional Tier 1 security holders (other equity holders)	(49 076)	(40 419)
Accrual adjustment on earnings attributable to other equity holders*	(866)	(1 453)
Adjusted earnings attributable to ordinary shareholders before goodwill, acquired intangibles and non-operating items from continuing operations	**623 631**	**538 728**
Headline earnings from continuing operations		
Earnings attributable to shareholders from continuing operations	649 929	744 773
Impairment of goodwill	—	890
Gain on distribution of associate to shareholders	—	(155 146)
Taxation on gain on distribution of associate to shareholders	—	(14 501)
Dividends payable to perpetual preference shareholders and Other Additional Tier 1 security holders (other equity holders)	(49 076)	(40 419)
Headline adjustments of associates	—	561
Property revaluation, net of taxation and non-controlling interests**	(1 958)	(2 586)
(Loss)/gain on repurchase of perpetual preference shares	1 406	717
Headline earnings attributable to ordinary shareholders from continuing operations* **	**600 301**	**534 289**
Weighted number of shares in issue		
Weighted total average number of shares in issue during the year	992 158 239	1 003 063 501
Weighted average number of treasury shares held by Investec Limited	(50 920 311)	(11 201 481)
Weighted average number of treasury shares held by share schemes	(92 431 241)	(99 921 608)
Weighted average number of shares in issue during the year	**848 806 687**	**891 940 412**
Weighted average number of shares resulting from future dilutive potential shares	35 478 832	35 365 704
Adjusted weighted number of shares potentially in issue	**884 285 519**	**927 306 116**
Basic earnings per share from continuing operations – pence	**71.0**	**79.1**
Diluted basic earnings per share from continuing operations – pence	68.1	76.0
Adjusted earnings per share from continuing operations – pence	**73.5**	**60.4**
Diluted adjusted earnings per share from continuing operations – pence	70.5	58.1
Headline earnings per share from continuing operations – pence* **	**70.7**	**59.9**
Diluted headline earnings per share from continuing operations – pence***	67.9	57.6

* In accordance with IFRS, dividends attributable to equity holders are accounted for when a constructive liability arises, i.e. on declaration by the Board of Directors and approval by the shareholders where required. Investec is of the view that EPS is best reflected by adjusting for earnings that are attributed to equity instruments (other than ordinary shares) on an accrual basis and therefore adjusts the paid dividend on such instruments to accrued in arriving at adjusted EPS.

** Taxation on property revaluation headline earnings adjustments amounted to £0.7 million (2023: £1.0 million) with an impact of £nil (2023: £3.6 million) on earnings attributable to non-controlling interests. The amount includes property revaluations included in equity accounted earnings.

*** Headline earnings per share and diluted headline earnings per share have been calculated and are disclosed in accordance with the JSE listing requirements, and in terms of circular 1/2023 issued by the South African Institute of Chartered Accountants.

^ Restated as detailed on page 77.

EARNINGS PER SHARE
CONTINUED

For the year to 31 March	2024	2023^
Discontinued operations		
Earnings from discontinued operations	**£'000**	£'000
Earnings and diluted earnings attributable to ordinary shareholders from discontinued operations	**291 111**	**60 092**
Adjusted earnings from continuing operations		
Earnings attributable to shareholders from discontinued operations	291 111	60 092
Financial impact of strategic actions of discontinued operations	(265 390)	4 938
Taxation on acquired intangibles and strategic actions of discontinued operations	6 722	(2 031)
Amortisation of acquired intangibles	6 424	12 625
Adjusted earnings attributable to ordinary shareholders before goodwill, acquired intangibles and non-operating items from discontinued operations	**38 867**	**75 624**
Headline earnings from discontinued operations		
Earnings attributable to shareholders	291 111	60 092
Financial impact of strategic actions of discontinued operations excluding implementation costs	(280 737)	—
Taxation on strategic actions	8 337	—
Property revaluation, net of taxation and non-controlling interests**	—	1 231
Headline earnings attributable to ordinary shareholders from discontinued operations* **	**18 711**	**61 323**
Weighted number of shares in issue		
Weighted total average number of shares in issue during the year	992 158 239	1 003 063 501
Weighted average number of treasury shares held by Investec Limited	(50 920 311)	(11 201 481)
Weighted average number of treasury shares held by share schemes	(92 431 241)	(99 921 608)
Weighted average number of shares in issue during the year	**848 806 687**	**891 940 412**
Weighted average number of shares resulting from future dilutive potential shares	35 478 832	35 365 704
Adjusted weighted number of shares potentially in issue	**884 285 519**	**927 306 116**
Basic earnings per share from discontinued operations – pence	**34.3**	**6.7**
Diluted basic earnings per share from discontinued operations – pence	32.9	6.5
Adjusted earnings per share from discontinued operations – pence	**4.6**	**8.5**
Diluted adjusted earnings per share from discontinued operations – pence	4.4	8.2
Headline earnings per share from discontinued operations – pence* **	**2.2**	**6.9**
Diluted headline earnings per share from discontinued operations – pence***	2.1	6.6

** Taxation on property revaluation headline earnings adjustments amounted to £0.7 million (2023: £1.0 million) with an impact of £nil (2023: £3.6 million) on earnings attributable to non-controlling interests. The amount includes property revaluations included in equity accounted earnings.

*** Headline earnings per share and diluted headline earnings per share have been calculated and are disclosed in accordance with the JSE listing requirements, and in terms of circular 1/2023 issued by the South African Institute of Chartered Accountants.

^ Restated as detailed on page 77.

STATUTORY SEGMENTAL INCOME STATEMENT – GEOGRAPHIC ANALYSIS

For the year to 31 March 2024 **£'000**	UK and Other	Southern Africa	**Total**
Net interest income	802 587	536 106	1 338 693
Net fee and commission income	148 585	267 602	416 187
Investment income	14 319	46 062	60 381
Share of post-taxation profit of associates and joint venture holdings	55 793	156	55 949
Trading income arising from			
– customer flow	101 060	30 652	131 712
– balance sheet management and other trading activities	27 761	13 735	41 496
Other operating income/(loss)	2 150	(189)	1 961
Operating income	**1 152 255**	**894 124**	**2 046 379**
Expected credit loss impairment (charges)/release	(86 050)	6 937	(79 113)
Operating income after expected credit loss impairment charges	**1 066 205**	**901 061**	**1 967 266**
Operating costs	(645 321)	(474 924)	(1 120 245)
Operating profit before goodwill, acquired intangibles and strategic actions	**420 884**	**426 137**	**847 021**
Profit attributable to non-controlling interests	(1 204)	(178)	(1 382)
Adjusted operating profit	**419 680**	**425 959**	**845 639**
Amortisation of acquired intangibles	(940)	(543)	(1 483)
Amortisation of acquired intangibles of associates	(5 679)	—	(5 679)
Closure and rundown of the Hong Kong direct investments business	(785)	—	(785)
Financial impact of strategic actions	(16 576)	—	(16 576)
Earnings attributable to shareholders before taxation	**395 700**	**425 416**	**821 116**
Taxation on operating profit before goodwill, acquired intangibles and strategic actions	(86 374)	(85 692)	(172 066)
Taxation on acquired intangibles and strategic actions	727	152	879
Earnings attributable to shareholders from continuing operations	**310 053**	**339 876**	**649 929**
Discontinued operations			
Profit after taxation and financial impact of strategic actions from discontinued operations	389 551	(86 674)	302 877
Operating profit before non-controlling interests from discontinued operations	31 046	14 778	45 824
Financial impact of strategic actions net of taxation from discontinued operations	358 505	(101 452)	257 053
Profit attributable non-controlling interests of discontinuing operations	—	(11 766)	(11 766)
Earnings attributable to shareholders	**699 604**	**241 436**	**941 040**
Selected returns and key statistics			
ROE (post tax)	12.8%	17.3%	14.6%
Return on tangible equity (post tax)	15.7%	17.3%	16.5%
Cost to income ratio	56.1%	53.1%	54.8%
Staff compensation to operating income	37.6%	39.1%	38.3%
Effective operational tax rate	23.7%	20.1%	21.8%
Total assets (£'million)	30 086	26 540	56 626

STATUTORY SEGMENTAL INCOME STATEMENT – GEOGRAPHIC ANALYSIS
CONTINUED

For the year to 31 March 2023^ £'000	UK and Other	Southern Africa	Total
Net interest income	708 839	558 457	1 267 296
Net fee and commission income	108 760	288 595	397 355
Investment income	18 215	11 088	29 303
Share of post-taxation profit of associates and joint venture holdings	9 844	20 190	30 034
Trading income/(loss) arising from			
– customer flow	86 114	82 996	169 110
– balance sheet management and other trading activities	13 123	1 112	14 235
Other operating income/(loss)	6 879	(2 493)	4 386
Operating income	**951 774**	**959 945**	**1 911 719**
Expected credit loss impairment charges	(66 712)	(14 134)	(80 846)
Operating income after expected credit loss impairment charges	**885 062**	**945 811**	**1 830 873**
Operating costs	(581 780)	(504 219)	(1 085 999)
Operating profit before goodwill, acquired intangibles and strategic actions	**303 282**	**441 592**	**744 874**
Profit attributable to non-controlling interests	—	(752)	(752)
Adjusted operating profit	**303 282**	**440 840**	**744 122**
Impairment of goodwill	(805)	(85)	(890)
Amortisation of acquired intangibles	—	(2 535)	(2 535)
Amortisation of acquired intangibles of associates	(1 003)	(539)	(1 542)
Closure and rundown of the Hong Kong direct investments business	(450)	—	(450)
Net gain on distribution of associate to shareholders	86 945	67 493	154 438
Financial impact of strategic actions	(30)	—	(30)
Earnings attributable to shareholders before taxation	**387 939**	**505 174**	**893 113**
Taxation on operating profit before goodwill, acquired intangibles and strategic actions	(59 500)	(104 022)	(163 522)
Taxation on acquired intangibles and strategic actions	—	15 182	15 182
Earnings attributable to shareholders from continuing operations	**328 439**	**416 334**	**744 773**
Discontinued operations			
Profit after taxation and financial impact of strategic actions from discontinued operations	59 023	12 883	71 906
Operating profit before non-controlling interests from discontinued operations	63 961	12 883	76 844
Financial impact of strategic actions net of taxation from discontinued operations	(4 938)	—	(4 938)
Profit attributable to non-controlling interests of discontinued operations	—	(11 814)	(11 814)
Earnings attributable to shareholders	**387 462**	**417 403**	**804 865**
Selected returns and key statistics			
ROE (post-tax)	12.7%	14.9%	13.7%
Return on tangible equity (post-tax)	14.5%	15.0%	14.7%
Cost to income ratio	61.1%	52.6%	56.8%
Staff compensation to operating income	46.3%	37.8%	42.7%
Effective operational tax rate	20.3%	24.7%	22.9%
Total assets (£'million)	28 433	29 459	57 892

^ Restated as detailed on page 77.

STATUTORY SEGMENTAL INCOME STATEMENT – BUSINESS AND GEOGRAPHIC ANALYSIS

	UK and Other						
	Private Client		Specialist Banking				
For the year to 31 March 2024 £'000	Wealth & Investment	Private Banking	Corporate, Investment Banking and Other	**Total Specialist Banking**	Group Investments	Group Costs	**Total**
Net interest income/(expense)	—	132 302	670 285	802 587	—	—	802 587
Net fee and commission income	—	833	147 752	148 585	—	—	148 585
Investment income	—	1 138	1 460	2 598	11 721	—	14 319
Share of post-taxation profit/(loss) of associates and joint venture holdings	31 014	—	24 779	24 779	—	—	55 793
Trading income arising from							
– customer flow	—	4 869	96 191	101 060	—	—	101 060
– balance sheet management and other trading activities	—	(99)	27 860	27 761	—	—	27 761
Other operating (loss) income	—	—	2 150	2 150	—	—	2 150
Operating income	**31 014**	**139 043**	**970 477**	**1 109 520**	**11 721**	**—**	**1 152 255**
Expected credit loss impairment (charges)/ release	—	(13 557)	(72 493)	(86 050)	—	—	(86 050)
Operating income after expected credit loss impairment charges	**31 014**	**125 486**	**897 984**	**1 023 470**	**11 721**	**—**	**1 066 205**
Operating costs	—	(57 090)	(558 983)	(616 073)	—	(29 248)	(645 321)
Operating profit/(loss) before goodwill, acquired intangibles and strategic actions	**31 014**	**68 396**	**339 001**	**407 397**	**11 721**	**(29 248)**	**420 884**
Profit attributable to non-controlling interests	—	—	(1 204)	(1 204)	—	—	(1 204)
Adjusted operating profit/(loss) from continuing operations	**31 014**	**68 396**	**337 797**	**406 193**	**11 721**	**(29 248)**	**419 680**
Profit before taxation from discontinued operations	47 828	—	—	—	—	—	47 828
Profit attributable non-controlling interests of discontinuing operations	—	—	—	—	—	—	—
Operating profit/(loss) before goodwill, acquired intangibles and after non-controlling interests	**78 842**	**68 396**	**337 797**	**406 193**	**11 721**	**(29 248)**	**467 508**
Selected returns and key statistics							
ROE (post tax)	21.6%	17.3%	14.0%	14.4%	23.4 %	n/a	12.8%
Return on tangible equity (post tax)	34.6%	17.3%	14.3%	14.7%	23.4 %	n/a	15.7%
Cost to income ratio	n/a	41.1%	57.7%	55.6%	n/a	n/a	56.1%
Total assets (£'million)	184	5 326	24 417	29 743	159	n/a	30 086

STATUTORY SEGMENTAL INCOME STATEMENT – BUSINESS AND GEOGRAPHIC ANALYSIS CONTINUED

Southern Africa							
Private Client							
	Specialist Banking						
Wealth & Investment	Private Banking	Corporate, Investment Banking and Other	**Total Specialist Banking**	Group Investments	Group Costs	**Total**	**Total Group**
13 902	259 378	271 433	530 811	(8 607)	—	536 106	1 338 693
107 721	45 048	114 836	159 884	(3)	—	267 602	416 187
871	9 127	27 589	36 716	8 475	—	46 062	60 381
—	113	43	156	—	—	156	55 949
1 917	—	28 735	28 735	—	—	30 652	131 712
(633)	(149)	14 517	14 368	—	—	13 735	41 496
42	4	(235)	(231)	—	—	(189)	1 961
123 820	**313 521**	**456 918**	**770 439**	**(135)**	**—**	**894 124**	**2 046 379**
5	2 471	4 461	6 932	—	—	6 937	(79 113)
123 825	**315 992**	**461 379**	**777 371**	**(135)**	**—**	**901 061**	**1 967 266**
(86 852)	(167 837)	(205 053)	(372 890)	(234)	(14 948)	(474 924)	(1 120 245)
36 973	**148 155**	**256 326**	**404 481**	**(369)**	**(14 948)**	**426 137**	**847 021**
—	—	(178)	(178)	—	—	(178)	(1 382)
36 973	**148 155**	**256 148**	**404 303**	**(369)**	**(14 948)**	**425 959**	**845 639**
—	—	—	**—**	14 778	—	14 778	62 606
—	—	—	**—**	(11 766)	—	(11 766)	(11 766)
36 973	**148 155**	**256 148**	**404 303**	**2 643**	**(14 948)**	**428 971**	**896 479**
84.4%	19.0%	18.9%	19.0%	0.7 %	n/a	17.3%	14.6%
84.4%	19.0%	19.1%	19.0%	0.7 %	n/a	17.3%	16.5%
70.1%	53.5%	44.9%	48.4%	n/a	n/a	53.1%	54.8%
187	10 087	15 999	26 086	267	n/a	26 540	56 626

STATUTORY SEGMENTAL INCOME STATEMENT – BUSINESS AND GEOGRAPHIC ANALYSIS CONTINUED

	UK and Other						
	Private Client						
		Specialist Banking					
For the year to 31 March 2023^ £'000	Wealth & Investment	Private Banking	Corporate, Investment Banking and Other	**Total Specialist Banking**	Group Investments	Group Costs	**Total**
Net interest income/(expense)	—	128 945	579 894	708 839	—	—	708 839
Net fee and commission income	—	1 946	106 814	108 760	—	—	108 760
Investment income/(loss)	—	141	4 864	5 005	13 210	—	18 215
Share of post-taxation profit of associates and joint venture holdings	—	—	4 951	4 951	4 893	—	9 844
Trading income/(loss) arising from							
– customer flow	—	4 449	81 665	86 114	—	—	86 114
– balance sheet management and other trading activities	—	13	13 110	13 123	—	—	13 123
Other operating income/(loss)	—	—	6 879	6 879	—	—	6 879
Operating income	**—**	**135 494**	**798 177**	**933 671**	**18 103**	**—**	**951 774**
Expected credit loss impairment charges	—	(6 344)	(60 368)	(66 712)	—	—	(66 712)
Operating income after expected credit loss impairment charges	**—**	**129 150**	**737 809**	**866 959**	**18 103**	**—**	**885 062**
Operating costs	—	(58 996)	(504 575)	(563 571)	—	(18 209)	(581 780)
Operating profit/(loss) before goodwill, acquired intangibles and strategic actions	**—**	**70 154**	**233 234**	**303 388**	**18 103**	**(18 209)**	**303 282**
Profit attributable to non-controlling interests	—	—	—	—	—	—	—
Adjusted operating profit/(loss) from continuing operations	**—**	**70 154**	**233 234**	**303 388**	**18 103**	**(18 209)**	**303 282**
Profit before taxation from discontinued operations	91 756	—	—	—	—	—	91 756
Profit attributable non-controlling interests of discontinuing operations	—	—	—	—	—	—	—
Operating profit/(loss) before goodwill, acquired intangibles and after non-controlling interests	**91 756**	**70 154**	**233 234**	**303 388**	**18 103**	**(18 209)**	**395 038**
Selected returns and key statistics							
ROE (post-tax)	27.3%	21.9%	10.9%	12.5%	13.2%	n/a	12.7%
Return on tangible equity (post-tax)	50.1%	21.9%	11.0%	12.6%	13.2%	n/a	14.5%
Cost to income ratio	n/a	43.5%	63.2%	60.4%	n/a	n/a	61.1%
Total assets (£'million)	996	5 202	22 063	27 265	172	n/a	28 433

^ Restated as detailed on page 77.

STATUTORY SEGMENTAL INCOME STATEMENT – BUSINESS AND GEOGRAPHIC ANALYSIS CONTINUED

Southern Africa							
Private Client		Specialist Banking					
Wealth & Investment	Private Banking	Corporate, Investment Banking and Other	**Total Specialist Banking**	Group Investments	Group Costs	**Total**	**Total Group**
10 172	299 154	259 732	558 886	(10 601)	—	558 457	1 267 296
108 063	52 283	128 249	180 532	—	—	288 595	397 355
382	15 000	4 574	19 574	(8 868)	—	11 088	29 303
—	(158)	125	(33)	20 223	—	20 190	30 034
1 196	—	81 800	81 800	—	—	82 996	169 110
399	50	663	713	—	—	1 112	14 235
(38)	6	(2 461)	(2 455)	—	—	(2 493)	4 386
120 174	**366 335**	**472 682**	**839 017**	**754**	**—**	**959 945**	**1 911 719**
(3)	(11 333)	(2 798)	(14 131)	—	—	(14 134)	(80 846)
120 171	**355 002**	**469 884**	**824 886**	**754**	**—**	**945 811**	**1 830 873**
(87 372)	(175 386)	(224 991)	(400 377)	(1 127)	(15 343)	(504 219)	(1 085 999)
32 799	**179 616**	**244 893**	**424 509**	**(373)**	**(15 343)**	**441 592**	**744 874**
—	—	(752)	(752)	—	—	(752)	(752)
32 799	**179 616**	**244 141**	**423 757**	**(373)**	**(15 343)**	**440 840**	**744 122**
—	—	—	**—**	11 864	—	11 864	103 620
—	—	—	**—**	(11 814)	—	(11 814)	(11 814)
32 799	**179 616**	**244 141**	**423 757**	**(323)**	**(15 343)**	**440 890**	**835 928**
74.5%	20.0%	14.8%	17.0%	(0.4%)	n/a	14.9%	13.7%
74.5%	20.0%	14.9%	17.1%	(0.4%)	n/a	14.9%	14.7%
72.7%	47.9%	47.7%	47.8%	n/a	n/a	52.6%	56.8%
229	10 460	17 414	27 874	1 356	n/a	29 459	57 892

SEGMENTAL ANALYSIS OF ASSETS AND LIABILITIES – GEOGRAPHIC ANALYSIS

At 31 March 2024 £'000	UK and Other	Southern Africa	Total
Assets			
Cash and balances at central banks	5 661 623	617 465	6 279 088
Loans and advances to banks	675 926	387 819	1 063 745
Non-sovereign and non-bank cash placements	—	451 482	451 482
Reverse repurchase agreements and cash collateral on securities borrowed	1 140 115	3 241 405	4 381 520
Sovereign debt securities	1 928 134	3 015 013	4 943 147
Bank debt securities	297 255	299 181	596 436
Other debt securities	708 285	439 862	1 148 147
Derivative financial instruments	437 254	416 684	853 938
Securities arising from trading activities	157 332	1 438 928	1 596 260
Loans and advances to customers	16 570 313	14 075 000	30 645 313
Own originated loans and advances to customers securitised	—	269 034	269 034
Other loans and advances	117 513	—	117 513
Other securitised assets	66 704	—	66 704
Other financial instruments at fair value through profit or loss in respect of liabilities to customers	—	154 738	154 738
Investment portfolio	405 410	401 620	807 030
Interests in associated undertakings and joint venture holdings	857 247	1 173	858 420
Current taxation assets	59 941	4 437	64 378
Deferred taxation assets	119 730	85 131	204 861
Other assets	736 579	936 003	1 672 582
Property and equipment	72 947	165 125	238 072
Investment properties	—	105 975	105 975
Goodwill	68 669	6 698	75 367
Software	4 571	5 136	9 707
Non-current assets classified as held for sale	—	22 270	22 270
	30 085 548	**26 540 179**	**56 625 727**
Liabilities			
Deposits by banks	2 150 251	1 296 525	3 446 776
Derivative financial instruments	472 598	596 521	1 069 119
Other trading liabilities	18 449	1 350 883	1 369 332
Repurchase agreements and cash collateral on securities lent	85 091	830 117	915 208
Customer accounts (deposits)	20 783 754	18 724 051	39 507 805
Debt securities in issue	1 273 106	268 088	1 541 194
Liabilities arising on securitisation of own originated loans and advances	—	208 571	208 571
Liabilities arising on securitisation of other assets	71 751	—	71 751
Current taxation liabilities	37 414	35 283	72 697
Deferred taxation liabilities	—	5 198	5 198
Other liabilities	1 025 313	790 826	1 816 139
Liabilities to customers under investment contracts	—	139 120	139 120
Insurance liabilities, including unit-linked liabilities	—	15 769	15 769
	25 917 727	**24 260 952**	**50 178 679**
Subordinated liabilities	668 810	303 996	972 806
	26 586 537	**24 564 948**	**51 151 485**

SEGMENTAL ANALYSIS OF ASSETS AND LIABILITIES – GEOGRAPHIC ANALYSIS CONTINUED

At 31 March 2023^ £'000	UK and Other	Southern Africa	Total Group
Assets			
Cash and balances at central banks	5 400 401	1 037 308	6 437 709
Loans and advances to banks	889 034	561 593	1 450 627
Non-sovereign and non-bank cash placements	—	442 254	442 254
Reverse repurchase agreements and cash collateral on securities borrowed	1 338 699	2 656 491	3 995 190
Sovereign debt securities	1 221 744	3 182 499	4 404 243
Bank debt securities	204 691	710 995	915 686
Other debt securities	697 275	532 117	1 229 392
Derivative financial instruments	633 649	730 263	1 363 912
Securities arising from trading activities	127 537	1 708 790	1 836 327
Loans and advances to customers	15 567 809	14 545 160	30 112 969
Own originated loans and advances to customers securitised	—	272 879	272 879
Other loans and advances	142 665	61	142 726
Other securitised assets	78 231	24 920	103 151
Other financial instruments at fair value through profit or loss in respect of liabilities to customers	—	110 891	110 891
Investment portfolio	489 204	841 703	1 330 907
Interests in associated undertakings	52 320	1 383	53 703
Current taxation assets	69 257	65	69 322
Deferred taxation assets	134 564	99 470	234 034
Other assets	959 421	1 071 055	2 030 476
Property and equipment	121 014	157 547	278 561
Investment properties	—	722 481	722 481
Goodwill	255 267	7 365	262 632
Software	9 415	5 986	15 401
Other acquired intangible assets	40 550	586	41 136
Non-current assets classified as held for sale	—	35 761	35 761
	28 432 747	**29 459 623**	**57 892 370**
Liabilities			
Deposits by banks	2 168 795	1 448 729	3 617 524
Derivative financial instruments	701 282	841 858	1 543 140
Other trading liabilities	28 184	1 250 268	1 278 452
Repurchase agreements and cash collateral on securities lent	119 321	818 786	938 107
Customer accounts (deposits)	19 115 554	20 440 115	39 555 669
Debt securities in issue	1 449 545	353 041	1 802 586
Liabilities arising on securitisation of own originated loans and advances	—	163 787	163 787
Liabilities arising on securitisation of other assets	81 609	—	81 609
Current taxation liabilities	40 303	29 477	69 780
Deferred taxation liabilities	22 216	4 329	26 545
Other liabilities	1 229 580	1 081 523	2 311 103
Liabilities to customers under investment contracts	—	108 370	108 370
Insurance liabilities, including unit-linked liabilities	—	2 521	2 521
	24 956 389	**26 542 804**	**51 499 193**
Subordinated liabilities	731 483	353 147	1 084 630
	25 687 872	**26 895 951**	**52 583 823**

^ Restated as detailed on page 77.

Financial review

The Group has delivered *strong financial performance* notwithstanding the uncertain operating environment. This section contains a review of our Group results.

IN THIS SECTION

PRO-FORMA

Pro-forma income statements

Given the nature of the IW&I UK and IPF transactions, the Group's economic interest remained similar before and after the transactions. To provide information that will be more comparable to the future presentation of returns from the Group's interest in these entities and given their new holding structures, pro-forma information has been prepared as if the transactions had been in effect from the beginning of the period, i.e. IW&I UK has been presented as an equity accounted investment and IPF as an investment at fair value through profit or loss.

All the financial analysis that follows will be based on the pro-forma income statements provided below.

£'000	For the year to 31 March 2024	Re-presentation of discontinued operation - IPF	Re-presentation of discontinued operation - Investec Wealth & Investment UK	**For the year to 31 March 2024 Pro-forma**
Net interest income	1 338 693	—	—	1 338 693
Net fee and commission income	416 187	—	—	416 187
Investment income	60 381	3 012	—	63 393
Share of post-taxation profit of associates and joint venture holdings	55 949	—	35 855	91 804
Trading income arising from				
– customer flow	131 712	—	—	131 712
– balance sheet management and other trading activities	41 496	—	—	41 496
Other operating loss	1 961	—	—	1 961
Operating income	**2 046 379**	**3 012**	**35 855**	**2 085 246**
Expected credit loss impairment charges	(79 113)	—	—	(79 113)
Operating income after expected credit loss impairment charges	**1 967 266**	**3 012**	**35 855**	**2 006 133**
Operating costs	(1 120 245)	—	—	(1 120 245)
Operating profit before goodwill and acquired intangibles	**847 021**	**3 012**	**35 855**	**885 888**
Operating profit before strategic actions and non-controlling interests of discontinued operations*	62 606	(14 778)	(47 828)	—
Taxation on operating profit before goodwill and acquired intangibles	(172 066)	—	—	(172 066)
Taxation on operating profit before goodwill and acquired intangibles of discontinued operations*	(11 973)	—	11 973	—
	725 588	**(11 766)**	**—**	**713 822**
Profit attributable to other non-controlling interests	(1 382)	—	—	(1 382)
Profit attributable to non-controlling interests of discontinued operations	(11 766)	11 766	—	—
	712 440	**—**	**—**	**712 440**
Earnings attributable to perpetual preference shareholders and Other Additional Tier 1 security holders (other equity holders)	(49 942)	—	—	(49 942)
Adjusted earnings attributable to ordinary shareholders before goodwill, acquired intangibles and non-operating items	**662 498**	**—**	**—**	**662 498**

* Refer to note 12 for discontinued operations disclosure.

Note: No adjustments have been made to the Group's balance sheet for the purposes of our pro-forma disclosures.

PRO-FORMA
CONTINUED

£'000	Year to 31 March 2023	Re-presentation of discontinued operation - IPF	Re-presentation of discontinued operation - Investec Wealth & Investment UK	**Year to 31 March 2023 Pro-forma**
Net interest income	1 267 296	—	—	1 267 296
Net fee and commission income	397 355	—	—	397 355
Investment income	29 303	50	—	29 353
Share of post-taxation profit of associates and joint venture holdings	30 034	—	74 555	104 589
Trading income arising from				
– customer flow	169 110	—	—	169 110
– balance sheet management and other trading activities	14 235	—	—	14 235
Other operating income	4 386	—	—	4 386
Operating income	**1 911 719**	**50**	**74 555**	**1 986 324**
Expected credit loss impairment charges	(80 846)	—	—	(80 846)
Operating income after expected credit loss impairment charges	**1 830 873**	**50**	**74 555**	**1 905 478**
Operating costs	(1 085 999)	—	—	(1 085 999)
Operating profit before goodwill and acquired intangibles	**744 874**	**50**	**74 555**	**819 479**
Operating profit before strategic actions and non-controlling interests of discontinued operations*	103 620	(11 864)	(91 756)	—
Taxation on operating profit before goodwill and acquired intangibles	(163 522)	—	—	(163 522)
Taxation on operating profit before goodwill and acquired intangibles of discontinued operations*	(16 182)	—	17 201	1 019
	668 790	**(11 814)**	**—**	**656 976**
Profit attributable to non-controlling interests	(752)	—	—	(752)
Profit attributable to non-controlling interests of discontinued operations	(11 814)	11 814	—	—
	656 224	**—**	**—**	**656 224**
Earnings attributable to perpetual preference shareholders and Other Additional Tier 1 security holders (other equity holders)	(41 872)	—	—	(41 872)
Adjusted earnings attributable to ordinary shareholders before goodwill, acquired intangibles and non-operating items	**614 352**	**—**	**—**	**614 352**

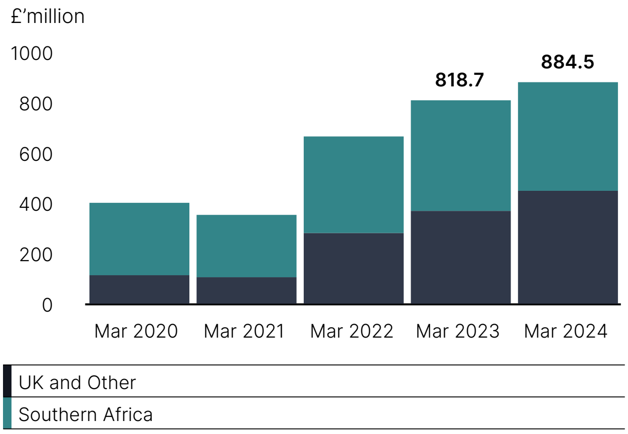
* Refer to note 12 for discontinued operations disclosure.

PERFORMANCE IN REVIEW

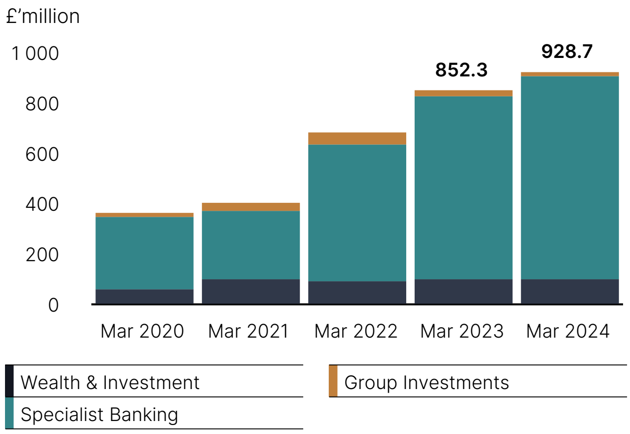
We have a diversified business model

We have achieved consistent growth across both geographies that we operate in

Adjusted operating profit (including Group Costs)^



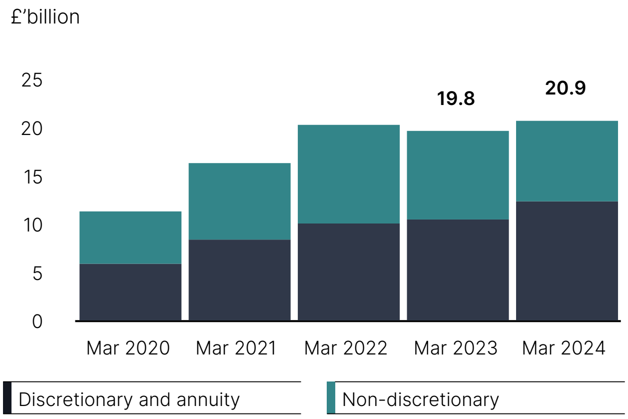
Adjusted operating profit (excluding Group Costs)^



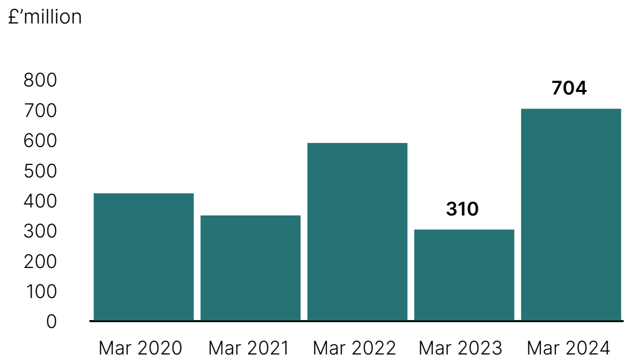
Solid underlying fundamentals driven by our strong client franchises

Funds under management growth achieved amid uncertainty

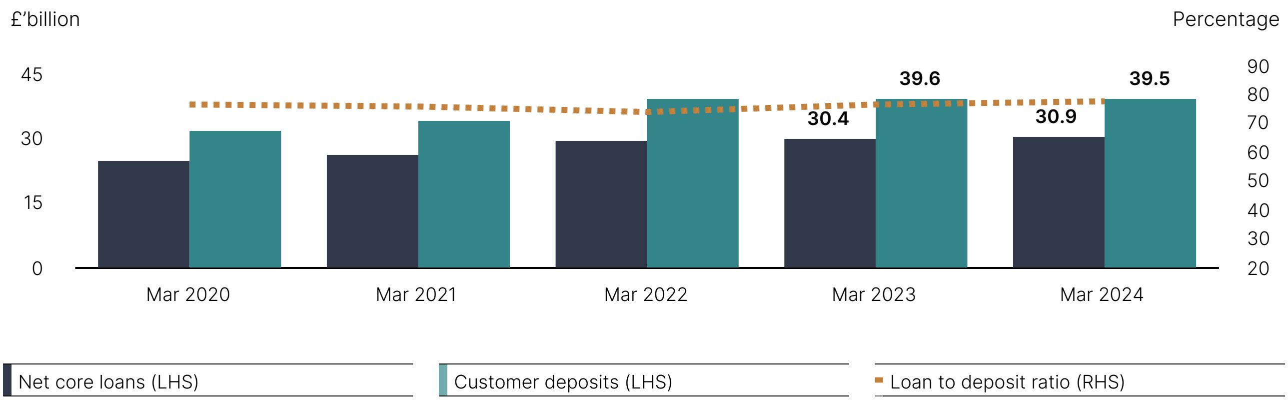
Funds under management by type#



Net inflows from discretionary and annuity assets#



Core loans and customer deposits



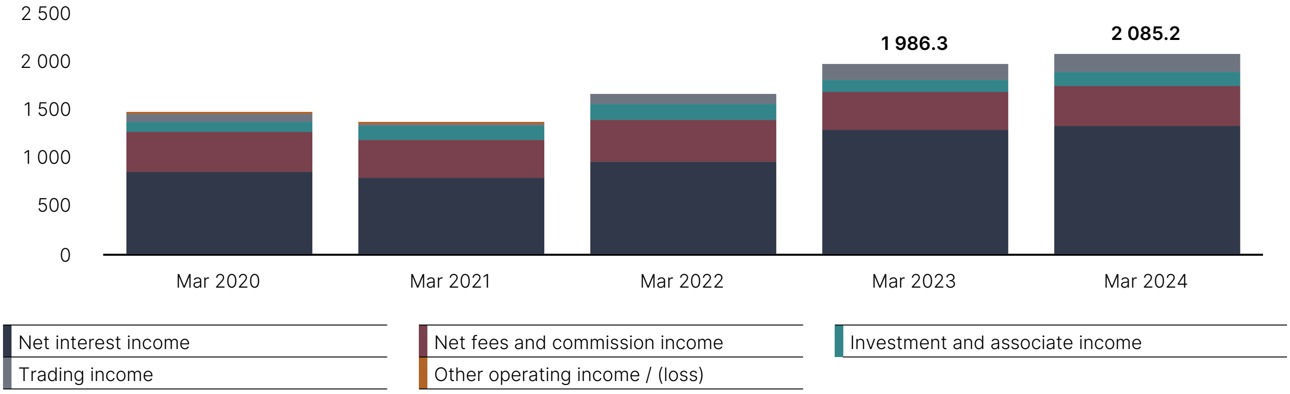
^ The current and prior years have been presented on a pro-forma basis, the pro-forma income statements by geography can be found on page 90.
# Funds under management from Southern African and Swiss operations. See page 113.

PERFORMANCE IN REVIEW
CONTINUED

Revenue supported by strong performance from client franchises

Total operating income^

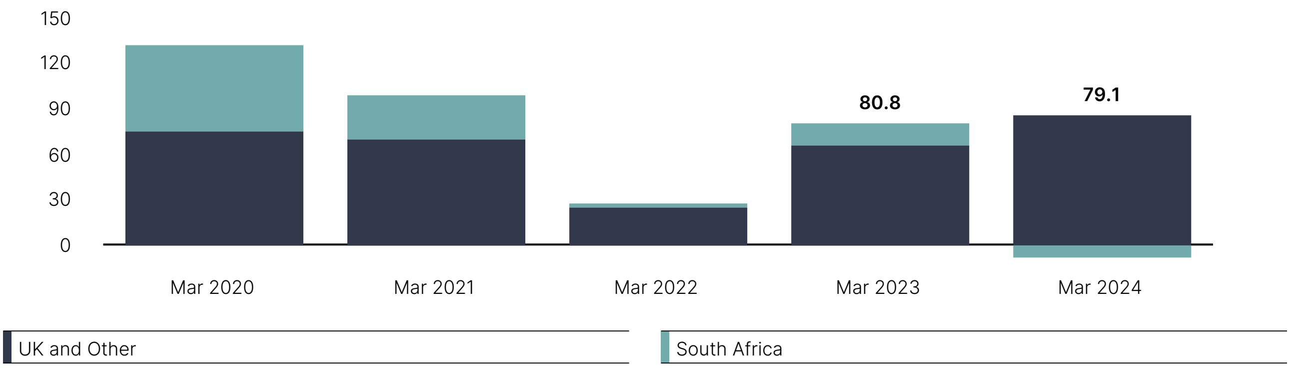
£'million



Asset quality remains strong, with exposures to a carefully defined target market well covered by collateral

Expected credit loss impairment charges*

£'million

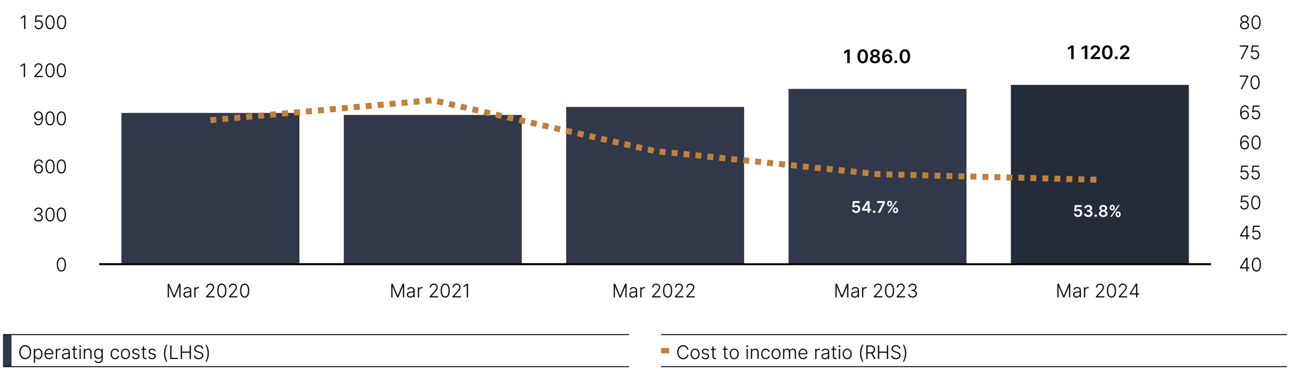


Cost to income ratio continued to improve as revenue grew ahead of costs

Operating costs and cost to income ratio^

£'million

Percentage



^ The current and prior years have been prepared on a pro-forma basis.
* Restated as detailed on page 77.

PERFORMANCE IN REVIEW
CONTINUED

Income statement analysis

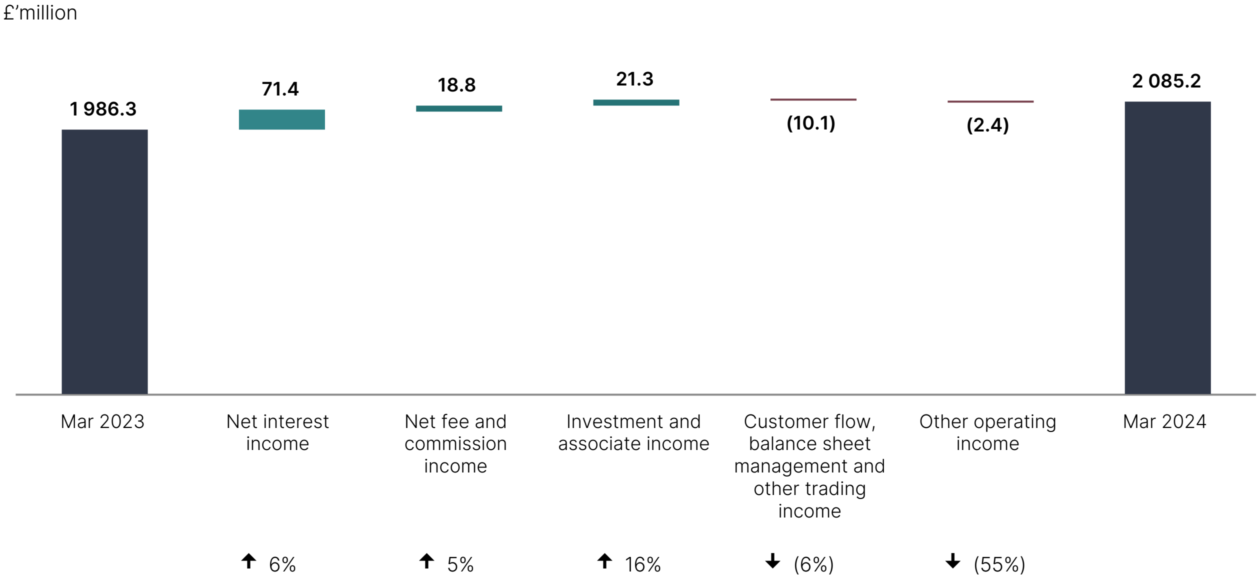
The overview that follows highlights the main reasons for the variance in the major category line items on the face of the income statement during the year under review.

Further details on the key income drivers and significant variances in the various components of our operating income, expenses and profit can be found in the divisional review section on pages 88 to 118.

1. Operating income^

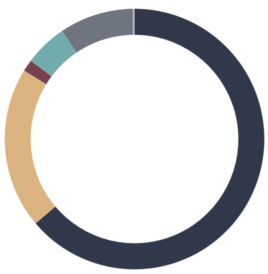
Operating income increased 5.0% to £2 085.2 million (2023: £1 986.3 million).

A breakdown of operating income by geography can be found on page 90.



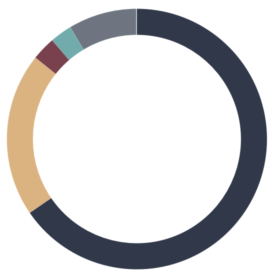
Percentage contribution to operating income^

31 March 2023
£1 986.3 million Operating income



£'000	31 March 2023	% of total
Net interest income	1 267 296	64%
Net fee and commission income	397 355	20%
Investment income	29 353	1%
Share of post-taxation profit of associates and joint venture holdings	104 589	5%
Trading income arising from customer flow, balance sheet management and other trading activities	183 345	9%
Other operating income	4 386	—%
Operating income	**1 986 324**	**100%**

31 March 2024
£2 085.2 million Operating income



£'000	31 March 2024	% of total
Net interest income	1 338 693	64%
Net fee and commission income	416 187	20%
Investment income	63 393	3%
Share of post-taxation profit of associates and joint venture holdings	91 804	4%
Trading income arising from customer flow, balance sheet management and other trading activities	173 208	8%
Other operating income	1 961	—%
Operating income	**2 085 246**	**100%**

^ This key metric is based on the pro-forma income statements on page 55.

PERFORMANCE IN REVIEW
CONTINUED

2. Net interest income

Net interest income increased by 5.6% to £1 338.7 million (2023: £1 267.3 million).

Factors driving the variance over the period:

Favourable:
- Growth in the average lending books, as well as other interest earning assets, in both SA and the UK
- Positive endowment effect from higher average interest rates
- Higher growth in our non-wholesale deposits gathering franchises and growth in average transactional deposits in SA Business Transactional Banking
- Growth in SA Trade Finance advances.

Unfavourable:
- Higher repayments in mortgages and corporate lending portfolios, compared to prior year due to higher interest rate environment
- Foregone interest income on funds utilised to execute the billion share buy-back.

		UK and Other			Southern Africa			Total	
For the year to 31 March 2024 £'000	Notes	Average balance sheet value	Interest income	Average yield	Average balance sheet value	Interest income	Average yield	**Average balance sheet value**	**Interest income**
Cash, near cash and bank debt and sovereign debt securities	1	8 872 354	415 377	4.82%	8 631 588	621 345	6.98%	17 503 942	1 036 722
Core loans	2	16 247 191	1 304 525	8.03%	14 176 839	1 559 924	10.89%	30 424 030	2 864 449
Private Client		5 295 948	272 640	5.15%	9 988 597	1 084 691	10.74%	15 284 545	1 357 331
Corporate, Investment Banking and Other		10 951 243	1 031 885	9.42%	4 188 242	475 233	11.23%	15 139 485	1 507 118
Other debt securities and other loans and advances		891 414	66 290	7.44%	446 033	28 671	6.36%	1 337 447	94 961
Other	3	190 123	116 100	n/a	35 460	11 918	n/a	225 583	128 018
Total interest-earning assets		26 201 082	1 902 292		23 289 920	2 221 858		49 491 002	4 124 150

		UK and Other			Southern Africa			Total	
For the year to 31 March 2024 £'000	Notes	Average balance sheet value	Interest expense	Average yield	Average balance sheet value	Interest expense	Average yield	**Average balance sheet value**	**Interest expense**
Deposits by banks and other debt-related securities	4	3 702 896	(74 690)	2.02%	2 229 500	(169 006)	7.48%	5 932 396	(243 696)
Customer accounts (deposits)		19 743 560	(882 517)	4.49%	19 479 601	(1 453 394)	7.34%	39 223 161	(2 335 911)
Subordinated liabilities		692 448	(51 961)	7.50%	326 382	(27 155)	8.20%	1 018 830	(79 116)
Other	5	259 387	(90 537)	n/a	117 238	(36 197)	n/a	376 625	(126 734)
Total interest-bearing liabilities		24 398 29 1	(1 099 705)		22 152 721	(1 685 752)		46 551 012	(2 785 457)
Net interest income			802 587			536 106			1 338 693
Net interest margin			3.10%			2.26%			

The average balance sheet value and average yield for Southern Africa have been determined in Rands. The average balance sheet value shown above has been translated using the average Rand: Pound sterling exchange rate for the period of R23.54 (2023: R20.45).

1. Comprises (as per the balance sheet) cash and balances at central banks; loans and advances to banks; non-sovereign and non-bank cash placements; reverse repurchase agreements and cash collateral on securities borrowed; sovereign debt securities and bank debt securities.
2. Comprises (as per the balance sheet) loans and advances to customers; own originated loans and advances to customers securitised.
3. Comprises (as per the balance sheet) other securitised assets, finance lease receivables as well as interest income from derivative financial instruments and off-balance sheet assets where there is no associated balance sheet value.
4. Comprises (as per the balance sheet) deposits by banks; debt securities in issue; repurchase agreements and cash collateral on securities lent.
5. Comprises (as per the balance sheet) liabilities arising on securitisation of own originated loans and advances, finance lease liabilities as well as interest expense from derivative financial instruments where there is no associated balance sheet value.

PERFORMANCE IN REVIEW
CONTINUED

For the year to 31 March 2023^ £'000	Notes	UK and Other Average balance sheet value	UK and Other Interest income	UK and Other Average yield	Southern Africa Average balance sheet value	Southern Africa Interest income	Southern Africa Average yield	Total **Average balance sheet value**	Total **Interest income**
Cash, near cash and bank debt and sovereign debt securities	1	9 311 384	207 453	2.30%	9 292 880	511 675	5.12%	18 604 264	719 128
Core loans	2	15 268 383	913 761	6.00%	15 199 345	1 424 790	8.73%	30 467 728	2 338 551
Private client		5 085 272	212 142	4.22%	11 079 276	1 029 729	8.65%	16 164 548	1 241 871
Corporate, Investment Banking and Other		10 183 111	701 619	6.89%	4 120 069	395 061	8.94%	14 303 180	1 096 680
Other debt securities and other loans and advances		731 308	38 862	5.31%	618 067	34 674	5.23%	1 349 375	73 536
Other	3	225 900	47 668	n/a	50 054	8 537	n/a	275 954	56 205
Total interest-earning assets		25 536 975	1 207 744		25 160 346	1 979 676		50 697 321	3 187 420

For the year to 31 March 2023^ £'000	Notes	UK and Other Average balance sheet value	UK and Other Interest income	UK and Other Average yield	Southern Africa Average balance sheet value	Southern Africa Interest income	Southern Africa Average yield	Total **Average balance sheet value**	Total **Interest expense**
Deposits by banks and other debt-related securities	4	3 766 167	(50 216)	1.34%	2 351 057	(124 275)	3.24%	6 117 224	(174 491)
Customer accounts (deposits)		19 002 059	(382 561)	2.02%	21 179 824	(1 228 310)	5.42%	40 181 883	(1 610 871)
Subordinated liabilities		737 888	(33 615)	4.56%	128 489	(38 459)	8.45%	866 377	(72 074)
Other	5	352 681	(32 513)	n/a	432 265	(30 175)	n/a	784 946	(62 688)
Total interest-bearing liabilities		23 858 795	(498 905)		24 091 635	(1 421 219)		47 950 430	(1 920 124)
Net interest income			708 839			558 457			1 267 296
Net interest margin			2.81%			2.20%			

The average balance sheet value and average yield for Southern Africa have been determined in Rands. The average balance sheet value shown above has been translated using the average Rand: Pound sterling exchange rate for the period of R20.45.

1. Comprises (as per the balance sheet) cash and balances at central banks; loans and advances to banks; non-sovereign and non-bank cash placements; reverse repurchase agreements and cash collateral on securities borrowed; sovereign debt securities and bank debt securities.
2. Comprises (as per the balance sheet) loans and advances to customers; own originated loans and advances to customers securitised.
3. Comprises (as per the balance sheet) other securitised assets, finance lease receivables as well as interest income from derivative financial instruments and off-balance sheet assets where there is no associated balance sheet value.
4. Comprises (as per the balance sheet) deposits by banks; debt securities in issue; repurchase agreements and cash collateral on securities lent.
5. Comprises (as per the balance sheet) liabilities arising on securitisation of own originated loans and advances, finance lease liabilities as well as interest expense from derivative financial instruments where there is no associated balance sheet value.

^ Restated as detailed on page 77.

3. Net fee and commission income

Net fee and commission income increased 4.7% to £416.2 million (2023: £397.4 million).

Factors driving the variance over the period:

Favourable:
- Increased contribution from Capitalmind following its consolidation
- Higher deal and arrangement fees earned from Listed Advisory and Aviation client segments in the UK
- Higher trade finance activity in SA
- Increased volumes in SA Retail Structured Products
- Strong growth in discretionary FUM in the SA Wealth & Investment.

Unfavourable:
- Lost fee income due to the disposal of the management companies to Burstone in the current period
- Muted equity trading volumes on the JSE, which resulted in lower brokerage fees in SA
- Lower lending fees in SA Private Bank
- Lower activity levels within Investment Banking in SA.

PERFORMANCE IN REVIEW
CONTINUED

For the year to 31 March 2024 **£'000**	UK and Other	Southern Africa	**Total**
Wealth & Investment net fee and commission income	**—**	**107 721**	**107 721**
Fund management fees/fees for funds under management	—	68 457	68 457
Private client transactional fees*	—	42 885	42 885
Fee and commission expense	—	(3 621)	(3 621)
Specialist Banking net fee and commission income	**148 585**	**159 884**	**308 469**
Specialist Banking fee and commission income**	164 043	207 286	371 329
Specialist Banking fee and commission expense	(15 458)	(47 402)	(62 860)
Group Investments net fee and commission income	**—**	**(3)**	**(3)**
Group Investments fee and commission income	—	(3)	(3)
Group Investments fee and commission expense	—	—	—
Net fee and commission income	**148 585**	**267 602**	**416 187**
Fee and commission income	164 043	318 625	482 668
Fee and commission expense	(15 458)	(51 023)	(66 481)
Net fee and commission income	**148 585**	**267 602**	**416 187**
Annuity fees (net of fees payable)	11 922	189 356	201 278
Deal fees	136 663	78 246	214 909

For the year to 31 March 2023^ **£'000**	UK and Other	Southern Africa	**Total**
Wealth & Investment net fee and commission income	**—**	**108 063**	**108 063**
Fund management fees/fees for funds under management	—	66 418	66 418
Private client transactional fees*	—	44 614	44 614
Fee and commission expense	—	(2 969)	(2 969)
Specialist Banking net fee and commission income	**108 760**	**180 532**	**289 292**
Specialist Banking fee and commission income**	123 511	219 127	342 638
Specialist Banking fee and commission expense	(14 751)	(38 595)	(53 346)
Group Investments net fee and commission income	**—**	**—**	**—**
Group Investments fee and commission income	—	—	—
Group Investments fee and commission expense	—	—	—
Net fee and commission income	**108 760**	**288 595**	**397 355**
Fee and commission income	123 511	330 159	453 670
Fee and commission expense	(14 751)	(41 564)	(56 315)
Net fee and commission income	**108 760**	**288 595**	**397 355**
Annuity fees (net of fees payable)	15 743	195 802	211 545
Deal fees	93 017	92 793	185 810

^ Restated as detailed on page 77.
* Trust and fiduciary fees amounted to £0.4 million (2023: £0.4 million) and are included in Private client transactional fees.
** Included in Specialist Banking is fee and commission income of £7.1 million (2023: £6.8 million) for operating lease income which is out of the scope of IFRS 15 – Revenue from contracts with customers.

Total funds under management

£'million	**31 March 2024**	31 March 2023	% change
Wealth & Investment - Southern Africa*	**20 922**	**19 830**	**5.5%**
Discretionary	12 517	10 704	16.9%
Non-discretionary	8 405	9 126	(7.9%)

* Southern African funds under management include balances related to our Switzerland operations of £2.1 billion (31 March 2023: £1.7 billion).

PERFORMANCE IN REVIEW
CONTINUED

4. Investment income

Investment income of £63.4 million (2023: £29.4 million) reflects dividends received and realised gains on disposal of investments. Excluded from the table below is investment income related to Burstone amounting to £3.0 million in the current period and £0.1 million in FY2023.

Factors driving the variance over the period:

Favourable:

- Higher dividend income and profit participation from investments in SA
- Fair value gains from Bud Group Holdings investment.

Unfavourable:

- Negative fair value adjustments on unlisted investments in the UK and SA
- Lower dividend income from Ninety One.

The following tables analyse investment income generated by the asset portfolio shown on the balance sheet:

For the year to 31 March 2024 £'000	Listed equities	Unlisted equities*	Fair value loan investments	Warrants and profit shares	**Investment portfolio**	Debt securities (sovereign, bank and other)	Investment and trading properties	Other asset and liability categories	**Total**
UK and Other									
Realised	(2 742)	38 646	—	287	36 191	831	—	(8 368)	28 654
Unrealised**	2 798	(30 382)	—	450	(27 134)	(253)	(12 500)	12 369	(27 518)
Dividend income	11 722	1 261	—	—	12 983	—	—	200	13 183
Funding and other net related income	—	—	—	—	—	—	—	—	—
	11 778	**9 525**	**—**	**737**	**22 040**	**578**	**(12 500)**	**4 201**	**14 319**
Southern Africa									
Realised	(17)	(56 239)	—	4 100	(52 156)	5 254	118	(495)	(47 279)
Unrealised**	2 398	52 639	6 253	1 913	63 203	3 561	(89)	(277)	66 398
Dividend income	5 635	16 441	—	—	22 076	—	—	12	22 088
Funding and other net related (costs)/income	—	(2 223)	—	—	(2 223)	—	7 078	—	4 855
	8 016	**10 618**	**6 253**	**6 013**	**30 900**	**8 815**	**7 107**	**(760)**	**46 062**
Investment income	**19 794**	**20 143**	**6 253**	**6 750**	**52 940**	**9 393**	**(5 393)**	**3 441**	**60 381**

For the year to 31 March 2023^ £'000	Listed equities	Unlisted equities*	Fair value loan investments	Warrants and profit shares	**Investment portfolio**	Debt securities (sovereign, bank and other)	Investment and trading properties	Other asset and liability categories	**Total**
UK and Other									
Realised	(994)	53 495	—	1 062	53 563	(529)	(1 118)	(38 758)	13 158
Unrealised**	1 147	(51 330)	—	(1 281)	(51 464)	(5 649)	(2 325)	43 874	(15 564)
Dividend income	13 210	6 312	—	—	19 522	—	—	234	19 756
Funding and other net related income	—	—	—	—	—	—	865	—	865
	13 363	**8 477**	**—**	**(219)**	**21 621**	**(6 178)**	**(2 578)**	**5 350**	**18 215**
Southern Africa									
Realised	159	1 522	—	4 326	6 007	9 867	3 478	(6 007)	13 345
Unrealised**	(978)	(8 253)	(8 799)	487	(17 543)	1 238	3 055	(1 485)	(14 735)
Dividend income	1 894	5 242	—	—	7 136	—	—	782	7 918
Funding and other net related income/(costs)	—	(1 977)	—	—	(1 977)	—	6 537	—	4 560
	1 075	**(3 466)**	**(8 799)**	**4 813**	**(6 377)**	**11 105**	**13 070**	**(6 710)**	**11 088**
Investment income	**14 438**	**5 011**	**(8 799)**	**4 594**	**15 244**	**4 927**	**10 492**	**(1 360)**	**29 303**

^ Restated as detailed on page 77.
* Includes income/(losses) from unlisted equities classified as non-current assets held for sale in Southern Africa.
** In a year of realisation, any prior period mark-to-market gains/(losses) recognised are reversed in the unrealised line item.

PERFORMANCE IN REVIEW
CONTINUED

5. Share of post-taxation profit of associates and joint venture holdings

Share of post-taxation profit of associates and joint venture holdings of £91.8 million (2023: £104.6 million), largely driven by:

Favourable:
- Higher contribution from an associate in the UK specialist bank.

Unfavourable:
- Cessation of equity accounting following the distribution of Ninety One in May 2022
- Cessation of equity accounting for IEP following a restructure in November 2022
- Lower share of earnings from wealth and investment in the UK, comprising IW&I UK for the first half and our share of equity accounted earnings in Rathbones for the second half.

6. Trading income

Trading income arising from customer flow decreased to £131.7 million (2023: 169.1 million).

Factors driving the variance over the period:

Favourable:
- Increased client flows in UK Treasury Risk Solutions and Equity Capital Markets (ECM) activities
- Positive risk management gains from the hedging of the remaining financial products rundown book in the UK.

Unfavourable:
- Lower interest rate derivative trading volumes in SA.

Net trading income arising from balance sheet management and other trading activities was £41.5 million (2023: £14.2 million).

Factors driving the variance over the period:

Favourable:
- Non-repeat of prior year MTM losses on interest rate and currency swaps in SA versus MTM gains in the current year
- Gains realised due to the unwinding of certain existing interest rate swap hedges as a result of the implementation of the structural interest rate hedging programme in the UK.

Unfavourable:
- MTM movements on interest rate swap following rate movements during the year.

7. Other operating income

Other operating income of £2.0 million (2023: £4.4 million).

PERFORMANCE IN REVIEW
CONTINUED

8. Expected credit loss (ECL) impairment charges^

Total ECL impairment charges decreased to £79.1 million (2023: £80.8 million) resulting in a credit loss ratio on core loans of 0.28% (2023: 0.23%). The decrease in the ECL charges was primarily driven by net recoveries from previously written-off exposures in South Africa, in-model releases due to updated macro-economic scenarios, model calibration and the release of overlays as anticipated ECLs have occurred. This was partially offset by higher specific impairments on exposures that migrated into Stage 3. Refer to page 122 for further information on the macro-economic scenarios underpinning the Group's ECL impairment charges and page 124 for information on the Group's asset quality.

£'000	31 March 2024	31 March 2023^	Variance	% change
UK and Other	(86 050)	(66 712)	(19 338)	29.0%
Southern Africa	6 937	(14 134)	21 071	(>100.0%)
ECL impairment (charges)/release	**(79 113)**	**(80 846)**	**1 733**	**(2.1%)**
ECL impairment (charges)/releases in home currency				
Southern Africa (R'million)	**163**	**(289 000)**	**452**	**>100.0%**

£'000	31 March 2024	31 March 2023^
ECL impairment (charges)/release are recognised on the following assets:		
Loans and advances to customers	(85 407)	(67 904)*
Own originated loans and advances to customers securitised	238	348
Core loans	**(85 169)**	**(67 556)**
Other loans and advances	3	(593)
Other balance sheet assets	1 377	(4 427)*
Off-balance sheet commitments and guarantees	4 676	(8 270)
ECL impairment charges	**(79 113)**	**(80 846)**

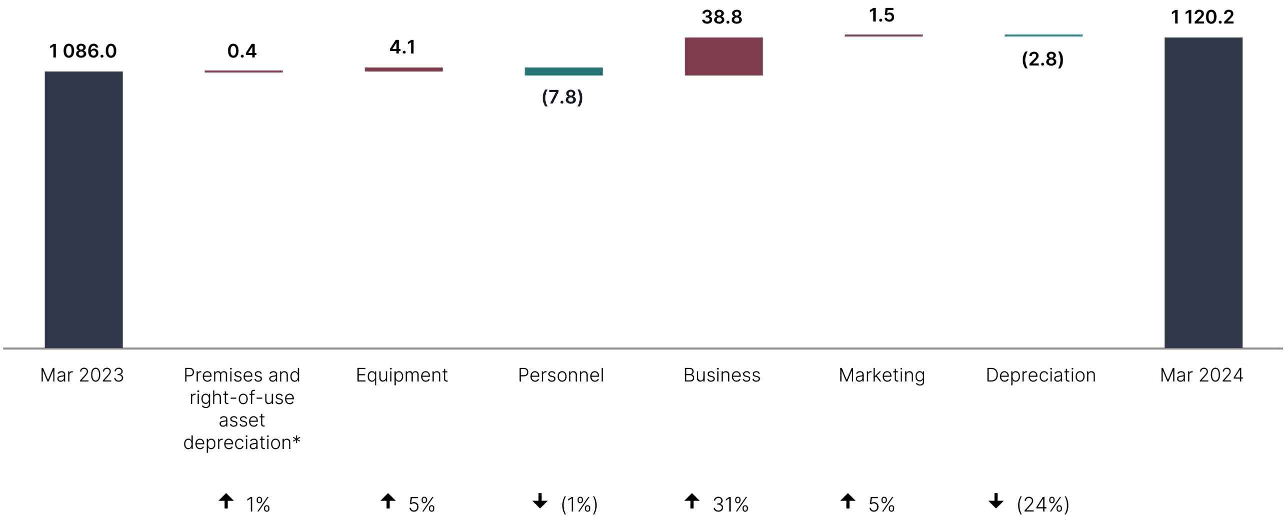
^ Restated as detailed on page 77
* Reclassified following balance sheet restatement

PERFORMANCE IN REVIEW
CONTINUED

9. Operating costs^

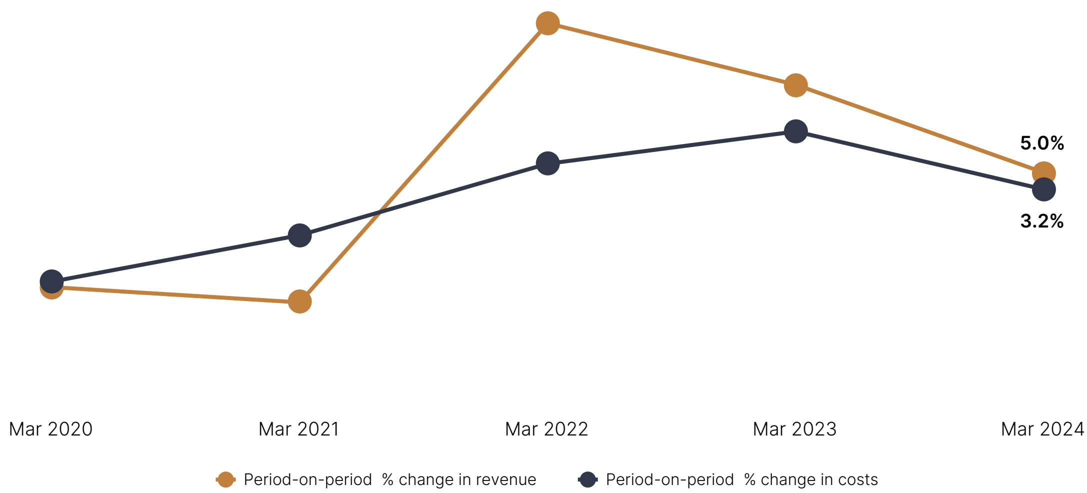
Operating costs increased by 3.2% to £1 120.2 million (2023: £1 086.0 million) and 9.8% in neutral currency. The cost to income ratio improved to 53.8% from 54.7% in FY2023. Fixed operating expenditure, including the £30 million provision for the industry-wide FCA motor finance review, increased by 4.0% and was flat excluding this provision. Fixed operating costs increased by 10.6% in neutral currency due to inflationary pressures and continued investment in technology and people. Higher expenses primarily on personnel was due to annual salary increases and growth in headcount as well as higher business expenses due to increased business activity and higher regulatory costs. Variable remuneration growth is in line with business performance.

Operating costs^
£'million



* Right-of-use depreciation predominantly relates to buildings.

Revenue growth is ahead of cost growth, resulting in positive jaws^



^ This key metric is based on the pro-forma income statements on page 55.

PERFORMANCE IN REVIEW
CONTINUED

The following tables set out information on total operating costs by business and geography for the period under review.

£'000	31 March 2024	31 March 2023^	Variance	% change
Wealth & Investment	(86 852)	(87 372)	520	(0.6%)
Private Banking	(224 927)	(234 382)	9 455	(4.0%)
Corporate, Investment Banking and Other	(764 036)	(729 566)	(34 470)	4.7%
Group Investments	(234)	(1 127)	893	(79.2%)
Group costs	(44 196)	(33 552)	(10 644)	31.7%
Total operating costs	**(1 120 245)**	**(1 085 999)**	**(34 246)**	**3.2%**

£'000	31 March 2024	31 March 2023^	Variance	% change
UK and Other	(645 321)	(581 780)	(63 541)	10.9%
Southern Africa	(474 924)	(504 219)	29 295	(5.8%)
Total operating costs	**(1 120 245)**	**(1 085 999)**	**(34 246)**	**3.2%**

£'000	31 March 2024	% of total operating costs	31 March 2023^	% of total operating costs	% change
Staff costs	(783 030)	69.9%	(790 805)	72.8%	(1.0%)
Salaries and wages	(398 136)	35.5%	(406 936)	37.5%	(2.2%)
Variable remuneration	(233 499)	20.8%	(233 734)	21.5%	(0.1%)
Share-based payments expense	(47 461)	4.2%	(45 114)	4.2%	5.2%
Other	(103 934)	9.3%	(105 021)	9.7%	(1.0%)
Business expenses	(164 850)	14.7%	(126 050)	11.6%	30.8%
Equipment expenses (excluding depreciation)	(85 136)	7.6%	(81 055)	7.5%	5.0%
Premises expenses	(44 909)	4.0%	(44 504)	4.1%	0.9%
Premises expenses (excluding depreciation)	(22 994)	2.1%	(23 056)	2.1%	(0.3%)
Premises depreciation	(21 915)	2.0%	(21 448)	2.0%	2.2%
Marketing expenses	(33 613)	3.0%	(32 100)	3.0%	4.7%
Depreciation, amortisation and impairment on property, equipment and intangibles	(8 707)	0.8%	(11 485)	1.1%	(24.2%)
Total operating costs	**(1 120 245)**	**100.0%**	**(1 085 999)**	**100.0%**	**3.2%**

Of which IT costs and headcount:

£'000	31 March 2024	31 March 2023^	Variance	% change
Staff costs	(110 448)	(111 806)	1 358	(1.2%)
Equipment expenses (excluding depreciation)	(83 393)	(79 418)	(3 975)	5.0%
Depreciation on equipment	(7 795)	(10 386)	2 591	(24.9%)
Other	(7 812)	(2 159)	(5 653)	>100.0%
Total IT costs	**(209 448)**	**(203 769)**	**(5 679)**	**2.8%**
IT Headcount	**1 632**	**1 625**	**7**	**0.4%**

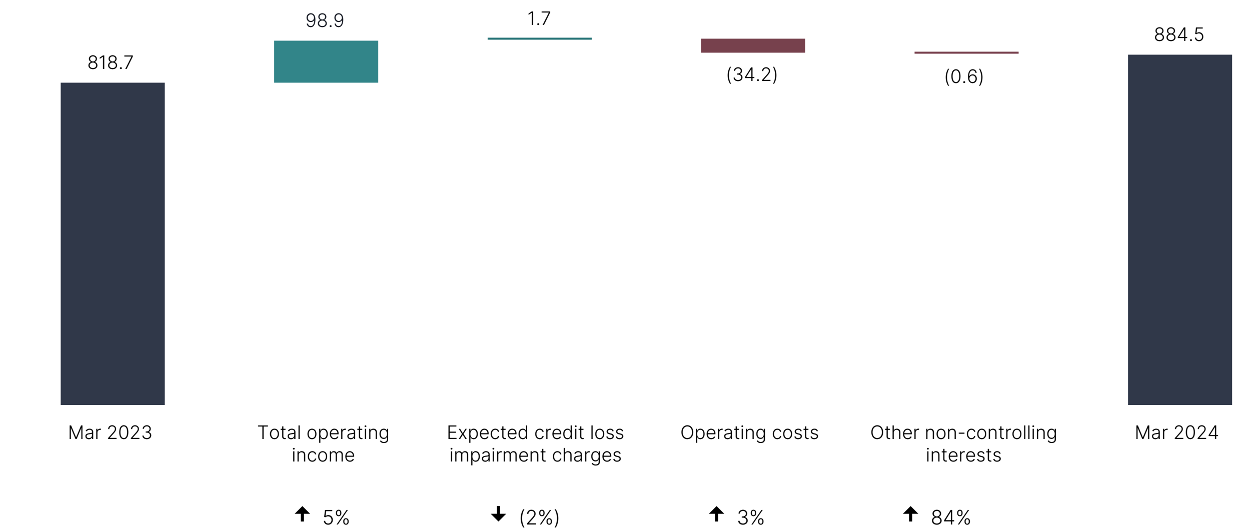
^ Restated as detailed on page 77.

PERFORMANCE IN REVIEW
CONTINUED

Adjusted operating profit^

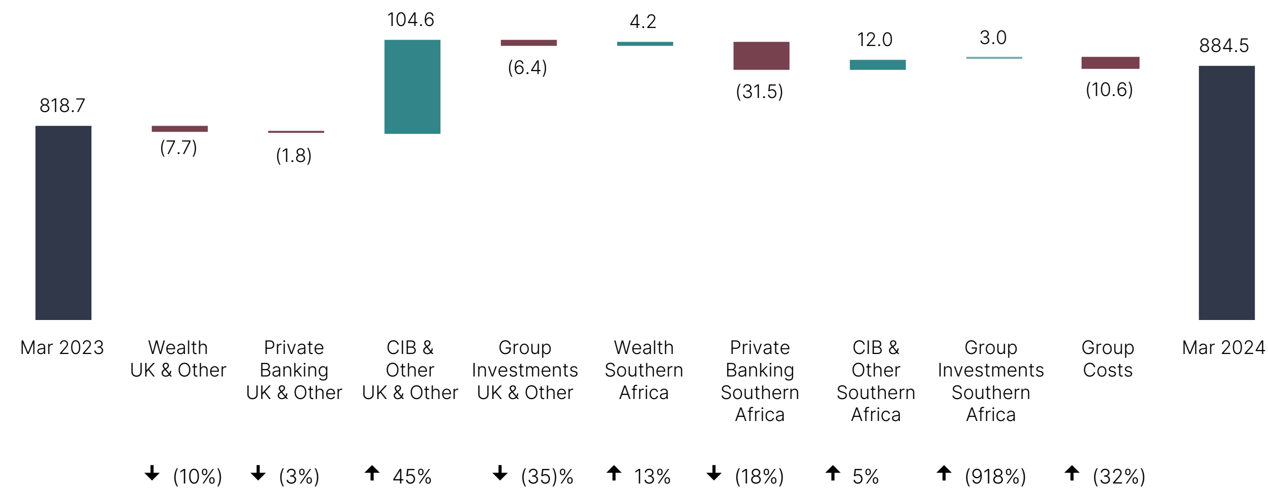
As a result of the foregoing factors, total adjusted operating profit increased by 8.0% from £818.7 million to £884.5 million.

£'million



Adjusted operating profit by business and geography^

£'million



^ This key metric is based on the pro-forma income statements on page 55 and 90.

PERFORMANCE IN REVIEW
CONTINUED

Adjusted operating profit

The following tables set out information on adjusted operating profit by geography and by division on a pro-forma basis for the periods under review.

For the year to 31 March 2024 £'000	Private Client Wealth & Investment	Private Client / Specialist Banking Private Banking	Specialist Banking Corporate, Investment Banking and Other	Group Investments	Group Costs	Total Group	% change	% of total
UK and Other	66 869	68 396	337 797	11 721	(29 248)	455 535	20.6%	51.5%
Southern Africa	36 973	148 155	256 148	2 643	(14 948)	428 971	(2.7%)	48.5%
Total Group adjusted operating profit	**103 842**	**216 551**	**593 945**	**14 364**	**(44 196)**	**884 506**	**8.0%**	**100.0%**
Non-controlling interests of continuing operations						1 382		
Adjusted operating profit before non-controlling interests						**885 888**		
% change	**(3.3%)**	**(13.3%)**	**24.4%**	**(19.2%)**	**31.7%**	**8.0%**		
% of total	**11.7%**	**24.5%**	**67.1%**	**1.6%**	**(5.0%)**	**100.0%**		

For the year to 31 March 2023 £'000	Private Client Wealth & Investment	Private Client / Specialist Banking Private Banking	Specialist Banking Corporate, Investment Banking and Other	Group Investments	Group Costs	Total Group	% of total
UK and Other	74 555	70 154	233 234	18 103	(18 209)	377 837	46.1%
Southern Africa	32 799	179 616	244 141	(323)	(15 343)	440 890	53.9%
Total Group adjusted operating profit	**107 354**	**249 770**	**477 375**	**17 780**	**(33 552)**	**818 727**	**100.0%**
Non-controlling interests of continuing operations						752	
Adjusted operating profit before non-controlling interests						**819 479**	
% of total	**13.1%**	**30.5%**	**58.3%**	**2.2%**	**(4.1%)**	**100.0%**	

PERFORMANCE IN REVIEW
CONTINUED

Number of employees

By division	31 March 2024	31 March 2023
Wealth & Investment		
UK and Other^	44^^	109
Southern Africa	489	462
Total	**533**	**571**
Specialist Banking		
UK and Other	2 208	2 103
Southern Africa	4 490	4 298
Total	**6 698**	**6 401**
Total number of permanent employees	**7 231**	**6 972**
Temporary employees and contractors	315	413
Total number of employees	**7 546**	**7 385**

^ Restated as a result of the Rathbones combination.
^^ These employees perform services that are charged to the Rathbones Group.

Adjusted operating profit per employee

By division	Wealth & Investment	Specialist Banking
Number of permanent employees – 31 March 2024	**533**	**6 698**
Number of permanent employees – 31 March 2023	571	6 401
Number of permanent employees – 31 March 2022	527	6 116
Average permanent employees – year to 31 March 2024	**1 851**	**6 555**
Average permanent employees – year to 31 March 2023	1 861	6 282
Adjusted operating profit – year to 31 March 2024	**103 842**	**810 496**
Adjusted operating profit – year to 31 March 2023	107 354	727 145
Adjusted operating profit per employee^ – year to 31 March 2024 (£'000)	**56.1**	**123.6**
Adjusted operating profit per employee^ – year to 31 March 2023 (£'000)	57.7	115.8

^ Based on average number of permanent employees over the period.

By geography	UK and Other	Southern Africa	Total
Number of permanent employees – 31 March 2024	**2 252**	**4 979**	**7 231**
Number of permanent employees – 31 March 2023	2 212	4 760	6 972
Number of permanent employees – 31 March 2022	2 176	4 467	6 643
Average permanent employees – year to 31 March 2024	**3 554**	**4 852**	**8 406**
Average permanent employees – year to 31 March 2023	3 505	4 638	8 143
Adjusted operating profit – year to 31 March 2024	**455 535**	**428 971**	**884 506**
Adjusted operating profit – year to 31 March 2023	377 837	440 890	818 727
Adjusted operating profit per employee^ – year to 31 March 2024 (£'000)	**128.2**	**88.4**	**105.2**
Adjusted operating profit per employee^ – year to 31 March 2023 (£'000)	107.8*	95.1*	100.5

^ Based on average number of permanent employees over the period.
* 40 Switzerland employees were reallocated from 'UK and Other' to 'Southern Africa' which resulted in the previously disclosed ratios changing. These ratios were previously disclosed as 111.4 and 95.9 respectively.

PERFORMANCE IN REVIEW
CONTINUED

10. Goodwill and other acquired intangible assets

Goodwill and other acquired intangibles declined from £303.8 million to £75.4 million, primarily due to the combination of Investec Wealth and Investment Limited with Rathbones. This contributed to the lower amortisation of acquired intangibles of £1.5 million (2023: £2.5 million). The acquisition of Capitalmind led to additional goodwill being recognised by the UK Specialist Bank.

Goodwill and other acquired intangible assets analysis by geography and line of business

£'000	31 March 2024	31 March 2023
Goodwill		
UK and Other	**68 669**	**255 267**
Wealth & Investment	—	242 554
Specialist Banking	68 669	12 713
Southern Africa	**6 698**	**7 365**
Specialist Banking	6 698	7 365
Other acquired intangible assets	**—**	**41 136**
Wealth & Investment	—	40 550
Specialist Banking	—	586
Goodwill and other acquired intangible assets	**75 367**	**303 768**

11. Taxation

The taxation charge on operating profit before goodwill, acquired intangibles and strategic actions was £172.1 million (FY2023: 163.5 million), resulting in an effective tax rate of 21.8% (FY2023: 22.9%). In the UK, the effective tax rate was 23.7% (FY2023: 20.3%). The lower tax rate in the prior year was due to higher deferred tax assets on the back of higher enacted tax rates. In South Africa, the tax rate normalised to 20.1% (FY2023: 24.7%); the higher tax rate in the prior year was largely driven by the impairment of certain deferred tax assets.

	Effective tax rates				
	31 March 2024	31 March 2023	31 March 2024 £'000	31 March 2023 £'000	% change
UK and Other	23.7%	20.3%	(86 374)	(59 500)	45.2%
Southern Africa	20.1%	24.7%	(85 692)	(104 022)	(17.6%)
Taxation	**21.8%**	**22.9%**	**(172 066)**	**(163 522)**	**5.2%**

DISCONTINUED OPERATIONS

12. Combined condensed consolidated income statement of discontinued operations

During the year, the Group had two significant strategic actions which have been reflected as discontinued operations.

The effective date of the combination of Investec Wealth & Investment Limited and Rathbones Group Plc was 21 September 2023, at which point the Group deconsolidated its 100% holding in Investec Wealth & Investment Limited and in return acquired a 41.25% interest in Rathbones Group plc which is accounted for as an equity investment. The completion date of the sale of the Investec Property Fund (IPF) management companies was 6 July 2023 at which point the Group deconsolidated its existing c.24.3% investment in IPF. The Investec Wealth & Investment business and IPF have been disclosed as discontinued operations. The Wealth & Investment business was disclosed in the Wealth & Investment segment in the UK and other geography and the IPF business was disclosed in the Group Investments segment in the Southern Africa geography.

Reconciliation of profit after taxation and financial impact of strategic actions from discontinued operations as disclosed in the income statement to earnings from discontinued operations attributable to shareholders are provided in the tables below.

For the year to 31 March £'000	Year to 31 March 2024	Year to 31 March 2023
Operating profit before strategic actions and non-controlling interests	62 606	103 620
Amortisation of acquired intangibles	(6 424)	(12 625)
Taxation on operating profit	(11 973)	(16 182)
Taxation on amortisation of acquired intangibles	1 615	2 031
Operating profit before strategic actions and non-controlling interests from discontinued operations	**45 824**	**76 844**
Financial impact of strategic actions	265 390	(4 938)
Taxation on strategic actions	(8 337)	—
Profit after taxation and financial impact of strategic actions from discontinued operations	**302 877**	**71 906**
Profit attributable to non-controlling interests of discontinued operations	(11 766)	(11 814)
Earnings from discontinued operations attributable to shareholders	**291 111**	**60 092**

The table below presents the income statement from discontinued operations included in the total Group income statement for the year to 31 March 2024.

For the year to 31 March 2024 £'000	UK and Other	Southern Africa	Total
Net interest income/(expense)	17 324	(6 194)	11 130
Net fee and commission income	161 610	13 088	174 698
Investment income	—	3 390	3 390
Trading income/(loss) arising from			
– customer flow	—	(9 749)	(9 749)
– balance sheet management and other trading activities	—	17 181	17 181
Total operating income before expected credit loss impairment charges	**178 934**	**17 716**	**196 650**
Expected credit loss impairment charges	—	(267)	(267)
Operating income	**178 934**	**17 449**	**196 383**
Operating costs	(131 106)	(2 671)	(133 777)
Operating profit before strategic actions and non-controlling interests	**47 828**	**14 778**	**62 606**
Profit attributable to non-controlling interests from discontinued operations	—	(11 766)	(11 766)
Operating profit before strategic actions	**47 828**	**3 012**	**50 840**
Amortisation of acquired intangibles	(6 424)	—	(6 424)
Financial impact of strategic actions	359 339	(93 949)	265 390
Profit/(loss) before taxation	**400 743**	**(90 937)**	**309 806**
Taxation on operating profit before strategic actions	(11 973)	—	(11 973)
Taxation on financial impact of strategic actions	781	(7 503)	(6 722)
Earnings/(loss) from discontinued operations attributable to shareholders	**389 551**	**(98 440)**	**291 111**

DISCONTINUED OPERATIONS
CONTINUED

The table below presents the income statement from discontinued operations included in the total Group income statement for the year to 31 March 2023.

For the year to 31 March 2023

£'000	UK and Other	Southern Africa	**Total**
Net interest income/(expense)	22 763	(21 213)	1 550
Net fee and commission income	324 907	50 001	374 908
Investment loss	—	(46 448)	(46 448)
Share of post-taxation loss of associates and joint venture holdings	—	(885)	(885)
Trading income/(loss) arising from			
– customer flow	—	(10 995)	(10 995)
– balance sheet management and other trading activities	—	43 479	43 479
Total operating income before expected credit loss impairment charges	**347 670**	**13 939**	**361 609**
Expected credit loss impairment release	—	(243)	(243)
Operating income	**347 670**	**13 696**	**361 366**
Operating costs	(255 914)	(1 832)	(257 746)
Operating profit before strategic actions and non-controlling interests	**91 756**	**11 864**	**103 620**
Profit attributable to non-controlling interests from discontinued operations	—	(11 814)	(11 814)
Operating profit before strategic actions	**91 756**	**50**	**91 806**
Amortisation of acquired intangibles	(12 625)	—	(12 625)
Financial impact of strategic actions	(4 938)	—	(4 938)
Profit before taxation	**74 193**	**50**	**74 243**
Taxation on operating profit before strategic actions	(17 201)	1 019	(16 182)
Taxation on acquired intangibles	2 031	—	2 031
Earnings from discontinued operations attributable to shareholders	**59 023**	**1 069**	**60 092**

FINANCIAL IMPACT OF STRATEGIC ACTIONS

13. Financial impact of strategic actions

For the year to 31 March £'000	2024	2023^
Continuing operations		
Closure and rundown of the Hong Kong direct investments business	(785)	(450)
Net gain on distribution of associate to shareholders	—	154 438
Financial impact of strategic actions	(16 576)	(30)
Financial impact of strategic actions of continuing operations	**(17 361)**	**153 958**
Taxation on financial impact of strategic actions	—	14 501
Net financial impact of strategic actions of continuing operations	**(17 361)**	**168 459**
Discontinued operations		
Remeasurement on deconsolidation of IPF, net of gain on sale of IPF management business	(93 949)	—
Gain/(costs) on the loss of control on the combination with Rathbones Group	359 339	(4 938)
Net financial impact of strategic actions of discontinued operations	**265 390**	**(4 938)**
Taxation on financial impact of strategic actions	(8 337)	—
Net financial impact of strategic actions of discontinued operations	**257 053**	**(4 938)**

^ Restated as detailed on page 77.

Financial impact of strategic actions of discontinued operations

Investec Wealth & Investment Limited

On 21 September 2023, the Investec Group successfully completed the all-share combination of Investec Wealth & Investment Limited and Rathbones Group Plc. On completion Rathbones issued new Rathbones shares in exchange for 100% of Investec Wealth & Investment Limited share capital. Investec Group now owns 41.25% of the economic interest in the enlarged Rathbones Group's share capital, with Investec Group's voting rights limited to 29.9%.The Group's holding in Rathbones Group Plc is equity accounted for as an interest in associated undertakings and joint venture holdings in accordance with IAS 28.

Gain on loss of control of Investec Wealth & Investment Limited

For the year to 31 March £'000	2024
The gain is calculated as follows:	
Fair value of % received in Rathbones Group	779 421
Net asset value of Investec Wealth & Investment previously consolidated (including goodwill)	(405 755)
Gain on the combination of Rathbones Group before taxation	**373 666**
Implementation costs	(14 327)
Gain on combination of Rathbones Group before taxation	**359 339**
Taxation on gain	(834)
Gain on combination of Rathbones Group	**358 505**

Major classes of assets and liabilities

£'000	2024
Loans and advances to banks	172 595
Goodwill	242 355
Other assets	360 378
Other liabilities	(369 573)
Net asset value of Investec Wealth & Investment previously consolidated (including goodwill)	**405 755**

FINANCIAL IMPACT OF STRATEGIC ACTIONS
CONTINUED

13. Financial impact of strategic actions (continued)

Remeasurement on deconsolidation of IPF, net of gain on sale of IPF management business

The completion date of the sale of the IPF management companies was 6 July 2023 at which point the Group deconsolidated its current c.24.3% investment in IPF. Historically, IPF has been controlled by the Group because of the power over relevant activities held by the IPF management function which were, until the current period, wholly owned by the Group and that the majority of directors of IPF were associated with the Group. In the current period, the management companies were sold into the fund, and as a result the Group lost control of both these functions and the executive directors transferred employment from Investec to IPF reducing the number of directors associated with Investec to less than majority. The investment in IPF is now held as an associate company. In accordance with the Group's accounting policies, associates that are held with no strategic intention should be accounted for at fair value through profit or loss by applying the venture capital exemption as provided in IAS 28. The investment is disclosed in the investment portfolio line on the balance sheet. Investec Limited, through its ordinary course of business, has been classified as a venture capital entity and this exemption provided in IAS 28 has been applied.

Loss on sale of IPF asset management function and deconsolidation

For the year to 31 March £'000	2024
The loss is calculated as follows:	
Fair value of the consideration	34 330
Fair value of investment at 6 July 2023	61 035
Net asset value of IPF previously consolidated (including non-controlling interests)	(545 891)
Non-controlling interest derecognised previously included in the consolidation of IPF at 6 July 2023	412 974
Foreign currency translation reserve recycled to the income statement on distribution	(55 377)
Loss before taxation and costs	**(92 929)**
Implementation costs	(1 020)
Loss before taxation	**(93 949)**
Taxation	(7 503)
Loss on sale of IPF management function and deconsolidation net of taxation and implementation costs	**(101 452)**

Major classes of assets and liabilities

£'000	2024
Investment properties	568 568
Investment portfolio	425 863
Other assets	88 056
Deposits by banks	(258 403)
Debt securities in issue	(208 464)
Other liabilities	(69 729)
Net asset value of IPF previously consolidated (including non-controlling interests)	**545 891**

Financial impact of strategic actions of continuing operations

Net gain on distribution of associate to shareholders

On 30 May 2022 the c.15% shareholding in Ninety One DLC was distributed to ordinary shareholders. The distribution resulted in the shareholding in Ninety One DLC being reduced from 25% to c.10%. The reduction in shareholding resulted in the loss of significant influence and the remaining stake in Ninety One DLC will be accounted for at fair value through other comprehensive income.

FINANCIAL IMPACT OF STRATEGIC ACTIONS
CONTINUED

Gain on loss of significant influence of Ninety One

£'000	2023
The gain on the distribution is calculated as follows:	
Fair value of the distribution	282 669
Remaining shares held in Ninety One	244 590
Derecognition of the previously equity accounted investment in Ninety One	(386 019)
Foreign currency translation reserve recycled to the income statement on distribution	13 906
Gain on the distribution of Ninety One shares before tax	**155 146**
Implementation costs	(708)
Gain on distribution of Ninety One shares before tax	**154 438**
Taxation (release of deferred taxation)	14 501
Gain on distribution of Ninety One shares net of taxation and implementation costs	**168 939**

RESTATEMENTS

Balance sheet, cash flow statement and statement of total comprehensive income restatements

Non-sovereign and non-bank cash placements and loans and advances to customers

Change in classification from non-sovereign and non-bank cash placements to loans and advances to customers

Following a revision of management's internal policies defining the instruments to be included as non-sovereign and non-bank cash placements and loans and advances, management concluded that £201.8 million (March 2022: £245.3 million) previously classified in 'non-sovereign and non-bank cash placements' should be disclosed within 'loans and advances to customers' (based on the revised policies). The change in classification is considered more relevant on the basis that certain short term facilities to small and medium enterprises are better reflected as loans and advances to customers as it forms part of the funding strategy of these clients. The comparative balance sheets have been restated for the reclassification. This change has no impact on the income statements or statements of changes in equity.

Restatement of non-sovereign and non-bank cash placements in the cash flow statement

Non-sovereign and non-bank cash placements' amounting to £644.1 million net of ECL of £2.3 million (March 2022: £685.0 million net of ECL of £1.7 million) were previously classified as cash and cash equivalents for the purposes of the cash flow statement. Management concluded that whilst these balances are available on demand, the nature of these products and the underlying credit risk more closely aligns with operating cash flow rather than cash and cash equivalents. The comparative cash flow statement has been restated to more appropriately reflect the nature of these balances. This change has no impact on the income statements, balance sheets or statement of changes in equity.

Restatement of the application of hedge accounting and the correction of the valuation of certain fair value instruments

It was identified that the application of hedge accounting (cash flow and fair value hedging) applied in prior years, for certain portfolios within Investec Bank Limited, did not meet the requirements to apply hedge accounting under IAS 39 Financial Instruments: Recognition and Measurement. It was further identified that certain financial instruments were incorrectly fair valued.

Accordingly, the related 'cash flow hedge reserve' and 'fair value reserve' through OCI reserves totalling £77.5 million (March 2022: £96.2 million) have been restated retrospectively to 'retained income'. In addition, certain fair value hedge adjustments made in the balance sheet to hedged items (£23.8 million (March 2022: £4.7 million)) have been reversed to 'retained income' and the valuation of a specific portfolio of fair value instruments was corrected to retained income. These adjustments resulted in a reduction of taxable income for certain prior periods to which these matters relate to and resulted in a reduction in 'current taxation liabilities' of £13.4 million (March 2022: £14.8 million) recognised against 'retained income' for the recovery of those income taxes. The associated deferred taxation of £24.1 (March 2022: 35.6 million) previously raised on the cash flow hedge reserve was also derecognised. All changes were retrospectively restated. These changes have no impact on the cash flow statement.

This restatement was previously presented in the 30 September 2023 interim results and has subsequently been revised for purposes of 31 March 2024 reporting to accurately reflect the impact of this matter. As a result, the comparative interim period in the 30 September 2024 interim financial statements will be restated when they are published.

The income statements impacts are disclosed in the income statement restatement section

Gross-up and gross-down of balance sheet line items

Gross-ups within the trading portfolio of equity securities and client trading accounts

Certain client and exchange settlement balances and equity positions (long and short equity positions) held were previously incorrectly offset (in terms of IAS 32) and presented on a net basis. These have been grossed up to appropriately reflect both the settlement receivables and payables as well as the correct asset and liability positions. The gross up resulted in a £448.8 million (March 2022: £415.3 million) increase in 'other assets' and 'other liabilities' and a £235.1 million (March 2022: £489.6 million) increase in 'securities arising from trading activities' and 'other trading liabilities'. The comparative balance sheets have been restated. This change has no impact on the income statement, cash flow statement or statement of changes in equity.

Gross-down of capital guarantee products

Investec Bank Limited traded a capital guarantee product with clients. The traded positions were incorrectly duplicated and booked on a gross basis to 'securities arising from trading activities' and 'derivative financial instruments'. The capital guarantee represents a single derivative contract that should be accounted for on a net basis in 'derivative financial instruments' liabilities. An amount of £31.2 million (March 2022: £34.4 million) was accordingly adjusted downwards in 'securities arising from trading activities' and 'derivative financial instruments' to reflect a net derivative position. The comparative balance sheets have been restated. This change has no impact on the income statement, cash flow statement or statement of changes in equity.

RESTATEMENTS
CONTINUED

Reclassifications

Reclassification of a reverse repurchase agreement

Investec Bank Limited purchased listed bond positions and entered into a future sale agreement to sell the positions back to the same counterparty at a fixed price. The bond and the forward purchase were incorrectly accounted for in 'sovereign debt securities' and 'derivative financial instruments' asset respectively. The two separate positions of £361.0 million (March 2022: £378.7 million) were reclassified to 'reverse repurchase agreements and cash collateral on securities borrowed' to more accurately reflect a collateralised lending transaction. The comparative balance sheets have been restated. This change has no impact on the income statement, cash flow statement or statement of changes in equity.

Reclassification of fully funded trading positions

Investec Limited enters into fully funded credit and equity linked trading positions with clients. The positions were incorrectly accounted for as a derivative as a fully funded position does not meet the definition of a derivative as per IFRS 9 Financial Instruments.£841.1 million (March 2022: £847.1 million) was reclassified from 'derivative financial instruments' liabilities to 'other trading liabilities'. The comparative balance sheets have been restated. This change has no impact on the income statement, cash flow statement or statement of changes in equity.

The impact of these changes on the 31 March 2023 and 31 March 2022 balance sheets are:

£'000	At 31 March 2023 as previously reported	Change in classification from non-sovereign and non-bank cash placements to loans and advances to customers	Restatement of the application of hedge accounting and the correction of the valuation of certain fair value instruments	Gross-up and gross-down of balance sheet line items	Reclassifications	**At 31 March 2023 restated**
Assets						
Non-sovereign and non-bank cash placements	644 065	(201 811)	—	—	—	442 254
Reverse repurchase agreements and cash collateral on securities borrowed	3 632 658	—	—	1 543	360 989	3 995 190
Sovereign debt securities	4 751 646	—	—	—	(347 403)	4 404 243
Bank debt securities	939 509	—	(23 823)	—	—	915 686
Derivative financial instruments	1 386 134	—	—	—	(22 222)	1 363 912
Securities arising from trading activities	1 632 391	—	—	203 936	—	1 836 327
Loans and advances to customers	29 911 158	201 811	—	—	—	30 112 969
Deferred taxation assets	258 126	—	(24 092)	—		234 034
Other assets	1 581 693	—	—	448 783	—	2 030 476
Total assets	57 294 659	—	(47 915)	654 262	(8 636)	57 892 370
Liabilities						
Derivative financial instruments	2 424 036		—	(31 198)	(849 698)	1 543 140
Other trading liabilities	202 256		—	235 134	841 062	1 278 452
Repurchase agreements and cash collateral on securities lent	936 564	—	—	1 543	—	938 107
Current taxation liabilities	83 183	—	(13 403)	—	—	69 780
Other liabilities	1 873 714	—	(11 394)	448 783	—	2 311 103
Total liabilities	51 962 994	—	(24 797)	654 262	(8 636)	52 583 823
Equity						
Other reserves	(850 742)	—	77 480	—	—	(773 262)
Retained income	4 553 011	—	(100 598)	—	—	4 452 413
Total equity	5 331 665	—	(23 118)	—	—	5 308 547

RESTATEMENTS
CONTINUED

£'000	At 31 March 2022 as previously reported	Change in classification from non-sovereign and non-bank cash placements to loans and advances to customers	Restatement of the application of hedge accounting and the correction of the valuation of certain fair value instruments	Gross-up and gross-down of balance sheet line items	Reclassifications	**At 31 March 2022 restated**
Assets						
Non-sovereign and non-bank cash placements	684 983	(245 268)	—	—	—	439 715
Reverse repurchase agreements and cash collateral on securities borrowed	4 609 778	—	—	—	378 665	4 988 443
Sovereign debt securities	4 148 867	—	—	—	(372 271)	3 776 596
Bank debt securities	1 515 210	—	4 650	—	—	1 519 860
Derivative financial instruments	1 590 513				(6 987)	1 583 526
Securities arising from trading activities	683 329	—	—	629 622	—	1 312 951
Loans and advances to customers	29 561 088	245 268	—	—	—	29 806 356
Deferred taxation assets	259 370	—	(35 576)	—	—	223 794
Other assets	2 139 354	—	—	240 847	—	2 380 201
Total assets	58 887 756	—	(30 926)	870 469	(593)	59 726 706
Liabilities						
Derivative financial instruments	2 581 315	—	—	(34 380)	(847 736)	1 699 199
Other trading liabilities	275 589	—	—	489 582	847 143	1 612 314
Current taxation liabilities	41 631	—	(14 790)	—	—	26 841
Other liabilities	2 315 841	—	(12 997)	415 267	—	2 718 111
Total liabilities	53 148 000	—	(27 787)	870 469	(593)	53 990 089
Equity						
Other reserves	(650 228)		96 188	—	—	(554 040)
Retained income	4 069 776		(99 327)	—	—	3 970 449
Total equity	5 739 756	—	(3 139)	—	—	5 736 617

The impact of the above changes on the 31 March 2023 cash flow statement is:

£'000	At 31 March 2023 as previously reported	Change in classification from non-sovereign and non-bank cash placements to loans and advances to customers	**At 31 March 2023 restated**
Net cash inflow from operating activities	469 757	(47 350)	422 407
Effects of exchange rate changes on cash and cash equivalents	(196 806)	87 702	(109 104)
Cash and cash equivalents at the beginning of the year	9 099 740	(686 716)	8 413 024
Cash and cash equivalents at the end of the year	8 444 014	(646 364)	7 797 650

The impact of the above changes on the 31 March 2023 statement of total comprehensive income is:

RESTATEMENTS
CONTINUED

£'000	At 31 March 2023 as previously reported	Restatement of the application of hedge accounting and the correction of a derivative valuation	**At 31 March 2023 restated**
Fair value movements on cash flow hedges taken directly to other comprehensive income	39 717	(17 523)	22 194
Fair value movements on debt instruments at FVOCI taken directly to other comprehensive income	(48 515)	(4 328)	(52 843)
Foreign currency adjustments on translating foreign operations	(306 053)	1 872	(304 181)
Total comprehensive income	499 135	(19 979)	479 156

Income statement restatements

Discontinued operations

The effective date of the combination of Investec Wealth & Investment Limited and Rathbones Group Plc was 21 September 2023, at which point the Group deconsolidated its 100% holding in Investec Wealth & Investment Limited. The completion date of the sale of the Investec Property Fund (IPF) management companies was 6 July 2023 at which point the Group deconsolidated its existing c.24.3% investment in IPF. The Investec Wealth & Investment business and IPF have been disclosed as discontinued operations and the income statement for the prior periods have been appropriately re-presented. Refer to discontinued operations on page 72

Fee and commission expense and operating costs

Management concluded that £7.1 million of costs relating to fee and commission income previously reported in operating costs, would be more appropriately disclosed within fee and commission expense, due to the nature of these costs. As a result, fee and commission expense and operating costs for the prior periods have been voluntarily restated. The restatement has no impact on operating profit in the income statement, headline earnings, the cash flow statement and balance sheet.

Reclassifications between interest income, interest expense and trading income/(loss)

The interest consequences of certain financial instrument liabilities were incorrectly accounted for in the interest income line rather than the interest expense line. This resulted in a reclassification of 'interest income' of £36.8 million to 'interest expense'.

Fair value adjustments on certain derivative instruments, not formally designated in a hedge relationship, were accounted for in either 'interest income' or 'interest expense'. The fair value adjustments of £1.8 million were reclassified to 'trading income arising from customer flow".

In addition, realised cash flows on interest rate swaps (formally designated in a hedge relationship) were incorrectly grossed up and separately recognised as 'interest income' and 'interest expense'. The two lines were appropriately reduced for the gross cash flows of £153.3 million, and the net movement was accounted for in either 'interest income' or 'interest expense' (depending if it was an asset or liability being hedged).

47. Restatements continued

Restatement of the application of hedge accounting and the correction of the valuation of certain fair value instruments

It was identified that the application of hedge accounting (cash flow and fair value hedging) applied in prior years, for certain portfolios within Investec Bank Limited, did not meet the requirements to apply hedge accounting under IAS 39 Financial Instruments: Recognition and Measurement.

As a result of not applying hedge accounting, adjustments previously made to 'interest income' of £28.7 million has been reclassified to 'trading income/(loss) arising from customer flow'.

These reclassifications in the income statement for the prior period is shown in the table that follows:

RESTATEMENTS
CONTINUED

£'000	Year to 31 March 2023 as previously reported	Re-presentation as a discontinued operation	Fee and commission expense and operating costs reclassification	Reclassification between interest income and interest expense	Restatement of the application of hedge accounting and the correction of the valuation of certain fair value instruments	**Year to 31 March 2023 restated**
Interest income	3 397 341	(27 919)	—	(153 324)	(28 678)	3 187 420
Interest expense	(2 101 584)	26 369	—	155 091		(1 920 124)
Net interest income	**1 295 757**	**(1 550)**	**—**	**1 767**	**(28 678)**	**1 267 296**
Fee and commission income	832 213	(378 543)	—	—	—	453 670
Fee and commission expense	(52 860)	3 635	(7 090)	—	—	(56 315)
Investment (loss)/income	(17 145)	46 448	—	—	—	29 303
Share of post taxation profit of associates and joint venture holdings	29 149	885	—	—	—	30 034
Trading income/(loss) arising from						
– customer flow	131 204	10 995	—	(1 767)	28 678	169 110
– balance sheet management and other trading activities	57 714	(43 479)	—	—	—	14 235
Other operating income	4 386	—	—	—	—	4 386
Operating income	**2 280 418**	**(361 609)**	**(7 090)**	**—**	**—**	**1 911 719**
Expected credit loss impairment charges	(81 089)	243	—	—	—	(80 846)
Operating income after expected credit loss impairment charges	**2 199 329**	**(361 366)**	**(7 090)**	**—**	**—**	**1 830 873**
Operating costs	(1 350 835)	257 746	7 090	—	—	(1 085 999)
Operating profit before goodwill and acquired intangibles	**848 494**	**(103 620)**	**—**	**—**	**—**	**744 874**
Impairment of goodwill	(890)	—	—	—	—	(890)
Amortisation of acquired intangibles	(15 160)	12 625	—	—	—	(2 535)
Amortisation of acquired intangibles of associates	(1 542)	—	—	—	—	(1 542)
Closure and rundown of the Hong Kong direct investments business	(450)	—	—	—	—	(450)
Operating profit	**830 452**	**(90 995)**	**—**	**—**	**—**	**739 457**
Net gain on distribution of associate to shareholders	154 438	—	—	—	—	154 438
Financial impact of strategic actions	(4 968)	4 938	—	—	—	(30)
Profit before taxation	**979 922**	**(86 057)**	**—**	**—**	**—**	**893 865**
Taxation on operating profit before goodwill and acquired intangibles	(179 704)	16 182	—	—	—	(163 522)
Taxation on acquired intangibles and net gain on distribution of associate to shareholders	17 213	(2 031)	—	—	—	15 182
Profit after taxation from continuing operations	**817 431**	**(71 906)**	**—**	**—**	**—**	**745 525**
Profit after taxation from discontinued operations	**—**	**71 906**	**—**	**—**	**—**	**71 906**
Profit after taxation	**817 431**	**—**	**—**	**—**	**—**	**817 431**
Profit attributable to non-controlling interests	(12 566)	11 814	—	—	—	(752)
Profit attributable to non-controlling interests of discontinued operations	—	(11 814)	—	—	—	(11 814)
Earnings attributable to shareholders	**804 865**	**—**	**—**	**—**	**—**	**804 865**
Earnings per share (pence)						
– Basic	85.8					85.8
– Diluted	82.5					82.5
– Basic for continuing operations	n/a					79.1
– Diluted for continuing operations	n/a					76.0
Adjusted earnings per share (pence)						
– Basic	68.9					68.9
– Diluted	66.3					66.3
– Basic for continuing operations	n/a					60.4
– Diluted for continuing operations	n/a					58.1
Headline earnings per share (pence)						
– Basic	66.8					66.8
– Diluted	64.2					64.2
– Basic for continuing operations	n/a					59.9
– Diluted for continuing operations	n/a					57.6

PERFORMANCE IN REVIEW

Net asset value per share

NAV per share increased to 563.9p pence (31 March 2023: 507.3 pence), reflecting strong earnings generation in the year under review and the net gain recognised on completion of the IW&I UK combination with Rathbones. TNAV per share (which excludes goodwill and other acquired intangible assets) increased to 477.5 pence (31 March 2023: 471.6 pence). TNAV reflects our decision to adjust the carrying value of our strategic investment in the Rathbones Group to reflect our proportionate share of tangible equity in Rathbones, resulting in an intangible net asset value of c.77p per share. The Group's net asset value per share and tangible net asset value per share are reflected in the table below.

£'000	31 March 2024	31 March 2023
Ordinary shareholders' equity/net asset value	**4 760 678**	**4 322 881**
Less: goodwill and other intangible assets (excluding software)	(75 367)	(303 768)
Goodwill and intangibles associated with Rathbones investment included in Interests in associated undertakings and joint venture holdings line item on the balance sheet	(654 512)	—
Tangible ordinary shareholders' equity/net tangible asset value	**4 030 799**	**4 019 113**
Number of shares in issue (million)	991.2	995.1
Treasury shares held by holding company (million)	(50.9)	(42.5)
Treasury shares held by share schemes (million)	(96.1)	(100.4)
Number of shares in issue for this calculation (million)	**844.2**	**852.2**
Net asset value per share (pence)	**563.9**	**507.3**
Tangible net asset value per share (pence)	**477.5**	**471.6**

Return on risk weighted assets

The Group's return on risk weighted assets is reflected in the table below.

	31 March 2024	31 March 2023	Average risk weighted assets	31 March 2022	Average risk weighted assets
Adjusted earnings attributable to ordinary shareholders (£'000)	**662 498**	**614 352**		**505 167**	
Investec plc risk weighted assets (£'million)	18 509	17 767	18 138	16 980	17 373
Investec Limited risk weighted assets (£'million)	12 194	12 926	12 560	16 587	14 756
Total risk weighted assets (£'million)	**30 703**	**30 693**	**30 698**	**33 567**	**32 130**
Return on risk weighted assets	**2.16%**	**1.91%**		**1.50%**	
Investec Limited risk weighted assets (R'million)	292 179	283 600	287 890	319 048	301 324

PERFORMANCE IN REVIEW
CONTINUED

Return on equity

£'000	31 March 2024	31 March 2023	Average	31 March 2022	Average
Ordinary shareholders' equity	**4 760 678**	**4 322 881**	**4 541 780**	**4 613 693**	**4 468 287**
Goodwill and other acquired intangible assets	(75 367)	(303 768)	(189 568)	(302 556)	(303 162)
Goodwill and intangibles associated with Rathbones investment included in Interests in associated undertakings and joint venture holdings line item on the balance sheet	(654 512)	—	(327 256)	—	—
Tangible ordinary shareholders' equity	**4 030 799**	**4 019 113**	**4 024 956**	**4 311 137**	**4 165 125**

£'000	31 March 2024	31 March 2023
Operating profit before goodwill, acquired intangibles and strategic actions	909 627	848 494
Non-controlling interests	(13 148)	(12 566)
Earnings attributable to perpetual preference and Other Additional Tier 1 security holders (other equity holders)	(49 942)	(41 872)
Adjusted earnings (pre-tax)	**846 537**	**794 056**
Taxation on operating profit before goodwill, acquired intangibles and strategic actions	(184 039)	(179 704)
Adjusted earnings attributable to ordinary shareholders	**662 498**	**614 352**
Pre-tax return on average shareholders' equity (pre-tax ROE)	18.6%	17.8%
Post-tax return on average shareholders' equity (post-tax ROE)	**14.6%**	**13.7%**
Pre-tax return on average tangible shareholders' equity (pre-tax ROTE)	21.0%	19.1%
Post-tax return on average tangible shareholders' equity (post-tax ROTE)	**16.5%**	**14.7%**

PERFORMANCE IN REVIEW
CONTINUED

Return on equity by geography

£'000	UK and Other	Southern Africa	Total
Operating profit before goodwill, acquired intangibles and strategic actions	468 712	440 915	909 627
Non-controlling interests	(1 204)	(11 944)	(13 148)
Earnings attributable to other equity holders	(22 369)	(27 573)	(49 942)
Adjusted earnings (pre-tax)	**445 139**	**401 398**	**846 537**
Taxation on operating profit before goodwill, acquired intangibles and strategic actions	(98 347)	(85 692)	(184 039)
Adjusted earnings attributable to ordinary shareholders – 31 March 2024	**346 792**	**315 706**	**662 498**
Adjusted earnings attributable to ordinary shareholders – 31 March 2023	300 490	313 862	614 352
Ordinary shareholders' equity – 31 March 2024	**2 982 156**	**1 778 522**	**4 760 678**
Goodwill and other acquired intangible assets	(723 181)	(6 698)	(729 879)
Tangible ordinary shareholders' equity – 31 March 2024	**2 258 975**	**1 771 824**	**4 030 799**
Ordinary shareholders' equity – 31 March 2023	**2 446 061**	**1 876 820**	**4 322 881**
Goodwill and other acquired intangible assets	(295 817)	(7 951)	(303 768)
Tangible ordinary shareholders' equity – 31 March 2023	**2 150 244**	**1 868 869**	**4 019 113**
Average ordinary shareholders' equity – 31 March 2024	**2 714 109**	**1 827 671**	**4 541 780**
Average ordinary shareholders' equity – 31 March 2023	2 362 416	2 105 871	4 468 287
Average tangible ordinary shareholders' equity – 31 March 2024	**2 204 609**	**1 820 347**	**4 024 956**
Average tangible ordinary shareholders' equity – 31 March 2023	2 069 187	2 095 939	4 165 126
Post-tax ROE – 31 March 2024	**12.8%**	**17.3%**	**14.6%**
Post-tax ROE – 31 March 2023	12.7%	14.9%	13.7%
Post-tax ROTE – 31 March 2024	**15.7%**	**17.3%**	**16.5%**
Post-tax ROTE – 31 March 2023	14.5%	15.0%	14.7%
Pre-tax ROE – 31 March 2024	**16.4%**	**22.0%**	**18.6%**
Pre-tax ROE – 31 March 2023	16.0%	19.8%	17.8%
Pre-tax ROTE – 31 March 2024	**20.2%**	**22.1%**	**21.0%**
Pre-tax ROTE – 31 March 2023	18.2%	19.9%	19.1%

PERFORMANCE IN REVIEW
CONTINUED

Return on equity by business and geography#

	Specialist Banking UK and Other			Specialist Banking Southern Africa			Group Investments		
£'000	Private Banking	Corporate, Investment Banking & Other	**Total**	Private Banking	Corporate, Investment Banking & Other	**Total**	UK and Other	Southern Africa	**Total**
Adjusted operating profit	**68 396**	**337 797**	**406 193**	**148 155**	**256 148**	**404 303**	**11 721**	**2 643**	**14 364**
Notional return on regulatory capital	7 573	(16 716)	(9 143)	16 716	(17 791)	(1 075)	—	—	—
Notional cost of statutory capital	(8 700)	14 713	6 013	(8 589)	8 589	—	—	—	—
Cost of subordinated debt	(1 299)	1 564	265	(2 548)	2 719	171	—	—	—
Earnings attributable to other equity holders	(1 454)	(20 619)	(22 073)	(2 851)	(24 556)	(27 407)	—	—	—
Adjusted earnings (pre-tax) – 2024	**64 516**	**316 739**	**381 255**	**150 883**	**225 109**	**375 992**	**11 721**	**2 643**	**14 364**
Tax on operating profit before goodwill, acquired intangibles and strategic actions	(15 290)	(78 016)	(93 306)	(30 327)	(47 153)	(77 480)	—	(1 035)	(1 035)
Adjusted earnings attributable to ordinary shareholders – 2024	**49 226**	**238 723**	**287 949**	**120 556**	**177 956**	**298 512**	**11 721**	**1 608**	**13 329**
Adjusted earnings (pre-tax) – 2023	**68 342**	**219 104**	**287 446**	**193 476**	**205 181**	**398 657**	**18 103**	**(323)**	**17 780**
Adjusted earnings attributable to ordinary shareholders – 2023	**55 357**	**169 129**	**224 486**	**154 781**	**147 895**	**302 676**	**18 103**	**(1 268)**	**16 835**
Ordinary shareholders' equity – 31 March 2024	**288 481**	**1 759 255**	**2 047 736**	**630 075**	**926 798**	**1 556 873**	**48 900**	**189 027**	**237 927**
Goodwill and other acquired intangible assets	—	(68 668)	(68 668)	—	(6 698)	(6 698)	—	—	—
Tangible ordinary shareholders' equity – 31 March 2024	**288 481**	**1 690 587**	**1 979 068**	**630 075**	**920 100**	**1 550 175**	**48 900**	**189 027**	**237 927**
Ordinary shareholders' equity – 31 March 2023	281 026	1 659 939	1 940 965	638 089	954 032	1 592 121	51 300	252 123	303 423
Goodwill and other acquired intangible assets	—	(12 712)	(12 712)	—	(7 951)	(7 951)	—	—	—
Tangible ordinary shareholders' equity – 31 March 2023	281 026	1 647 227	1 928 253	638 089	946 081	1 584 170	51 300	252 123	303 423
Average ordinary shareholders' equity – 31 March 2024	**284 754**	**1 709 597**	**1 994 351**	**634 082**	**940 415**	**1 574 497**	**50 100**	**220 575**	**270 675**
Average ordinary shareholders' equity –31 March 2023	252 463	1 547 952	1 800 415	775 277	1 001 988	1 777 265	136 789	295 407	432 196
Average tangible ordinary shareholders' equity – 31 March 2024	**284 754**	**1 668 906**	**1 953 660**	**634 082**	**933 091**	**1 567 173**	**50 100**	**220 575**	**270 675**
Average tangible ordinary shareholders' equity – 31 March 2023	252 464	1 534 837	1 787 300	775 277	992 056	1 767 333	136 789	295 407	432 196
Pre-tax ROE – 31 March 2024	**22.7%**	**18.5%**	**19.1%**	**23.8%**	**23.9%**	**23.9%**	**23.4%**	**1.2%**	**5.3%**
Pre-tax ROE – 31 March 2023	27.1%	14.2%	16.0%	25.0%	20.5%	22.4%	13.2%	(0.1%)	4.1%
Post-tax ROE –31 March 2024	**17.3%**	**14.0%**	**14.4%**	**19.0%**	**18.9%**	**19.0%**	**23.4%**	**0.7%**	**4.9%**
Post-tax ROE – 31 March 2023	21.9%	10.9%	12.5%	20.0%	14.8%	17.0%	13.2%	(0.4%)	3.9%
Pre-tax ROTE –31 March 2024	**22.7%**	**19.0%**	**19.5%**	**23.8%**	**24.1%**	**24.0%**	**23.4%**	**1.2%**	**5.3%**
Pre-tax ROTE – 31 March 2023	27.1%	14.3%	16.1%	25.0%	20.7%	22.6%	13.2%	(0.1%)	4.1%
Post-tax ROTE – 31 March 2024	**17.3%**	**14.3%**	**14.7%**	**19.0%**	**19.1%**	**19.0%**	**23.4%**	**0.7%**	**4.9%**
Post-tax ROTE – 31 March 2023	21.9%	11.0%	12.6%	20.0%	14.9%	17.1%	13.2%	(0.4%)	3.9%

The return on equity by business is based on the level of internal capital required by each business, inclusive of an allocation of any surplus capital held by Group. The operating profit is adjusted to reflect a capital structure that includes common equity, Additional Tier 1 capital instruments and subordinated debt.

^ Wealth & Investment is consistent with the Group computation, except for an adjustment of £159.1 million between ordinary shareholders' funds and goodwill, which represents historical accounting gains with a corresponding effective increase in goodwill and intangible assets. These gains were excluded from Group adjusted earnings.

PERFORMANCE IN REVIEW
CONTINUED

Wealth & Investment			**Group costs**			**Wealth & Investment goodwill adjustment^**			**Total Group**		
UK and Other	Southern Africa	**Total**	UK and Other	Southern Africa	**Total**	UK and Other	Southern Africa	**Total**	**UK and Other**	**Southern Africa**	**Total**
78 842	**36 973**	**115 815**	**(29 248)**	**(14 948)**	**(44 196)**	**—**	**—**	**—**	**467 508**	**428 971**	**896 479**
9 143	1 075	10 218	—	—	—	—	—	—	—	—	—
(6 013)	—	(6 013)	—	—	—	—	—	—	—	—	—
(265)	(171)	(436)	—	—	—	—	—	—	—	—	—
(296)	(166)	(462)	—	—	—	—	—	—	(22 369)	(27 573)	(49 942)
81 411	**37 711**	**119 122**	**(29 248)**	**(14 948)**	**(44 196)**	**—**	**—**	**—**	**445 139**	**401 398**	**846 537**
(11 973)	(10 182)	(22 155)	6 932	3 005	9 937	—	—	—	(98 347)	(85 692)	(184 039)
69 438	**27 529**	**96 967**	**(22 316)**	**(11 943)**	**(34 259)**	**—**	**—**	**—**	**346 792**	**315 706**	**662 498**
89 851	**33 874**	**123 725**	**(18 209)**	**(15 343)**	**(33 552)**	**—**	**—**	**—**	**377 191**	**416 865**	**794 056**
72 650	**24 728**	**97 378**	**(14 749)**	**(12 274)**	**(27 023)**	**—**	**—**	**—**	**300 490**	**313 862**	**614 352**
348 286	**32 622**	**380 908**	**—**	**—**	**—**	**537 234**	**—**	**537 234**	**2 982 156**	**1 778 522**	**4 760 678**
(117 279)	—	(117 279)	—	—	—	(537 234)	—	(537 234)	(723 181)	(6 698)	(729 879)
231 007	**32 622**	**263 629**	**—**	**—**	**—**	**—**	**—**	**—**	**2 258 975**	**1 771 824**	**4 030 799**
294 746	32 576	327 322	—	—	—	159 050	—	159 050	2 446 061	1 876 820	4 322 881
(124 055)	—	(124 055)	—	—	—	(159 050)	—	(159 050)	(295 817)	(7 951)	(303 768)
170 691	32 576	203 267	—	—	—	—	—	—	2 150 244	1 868 869	4 019 113
321 516	**32 599**	**354 115**	**—**	**—**	**—**	**348 142**	**—**	**348 142**	**2 714 109**	**1 827 671**	**4 541 780**
266 162	33 199	299 361	—	—	—	159 050	—	348 142	2 362 416	2 105 871	4 468 287
200 849	**32 599**	**233 448**	**—**	**—**	**—**	**—**	**—**	**—**	**2 204 609**	**1 820 347**	**4 024 956**
145 097	33 199	178 296							2 069 187	2 095 939	4 165 126
25.3%	**115.7%**	**33.6%**							**16.4%**	**22.0%**	**18.6%**
33.8%	102.0%	41.3%							16.0%	19.8%	17.8%
21.6%	**84.4%**	**27.4%**							**12.8%**	**17.3%**	**14.6%**
27.3%	74.5%	32.5%							12.7%	14.9%	13.7%
40.5%	**115.7%**	**51.0%**							**20.2%**	**22.1%**	**21.0%**
61.9%	102.0%	69.4%							18.2%	19.9%	19.1%
34.6%	**84.4%**	**41.5%**							**15.7%**	**17.3%**	**16.5%**
50.1%	74.5%	54.6%							14.5%	15.0%	14.7%

CONTINGENT LIABILITIES, PROVISIONS AND LEGAL MATTERS AND ACQUISITIONS

Historical German dividend tax arbitrage transactions

Investec Bank plc has previously been notified by the Office of the Public Prosecutor in Cologne, Germany, that it and certain of its current and former employees may be involved in possible charges relating to historical involvement in German dividend tax arbitrage transactions (known as cum-ex transactions). Investigations are ongoing and no formal proceedings have been issued against Investec Bank plc by the Office of the Public Prosecutor. In addition, Investec Bank plc received certain enquiries in respect of client tax reclaims for the periods 2010-2011 relating to the historical German dividend arbitrage transactions from the German Federal Tax Office (FTO) in Bonn. The FTO has provided more information in relation to their claims and Investec Bank plc has sought further information and clarification.

Investec Bank plc is cooperating with the German authorities and continues to conduct its own internal investigation into the matters in question. A provision is held to reflect the estimate of financial outflows that could arise as a result of this matter. There are factual issues to be resolved which may have legal consequences, including financial penalties.

In relation to potential civil claims; whilst Investec Bank plc is not a claimant nor a defendant to any civil claims in respect of cum-ex transactions, Investec Bank plc has received third party notices in relation to two civil proceedings in Germany and may elect to join the proceedings as a third party participant. Investec Bank plc has itself served third party notices on various participants to these historic transactions in order to preserve the statute of limitations on any potential future claims that Investec Bank plc may seek to bring against those parties, should Investec Bank plc incur any liability in the future. Investec Bank plc has also entered into standstill agreements with some third parties in order to suspend the limitation period in respect of the potential civil claims. While Investec Bank plc is not a claimant nor a defendant to any civil claims at this stage, it cannot rule out the possibility of civil claims by or against Investec Bank plc in future in relation to the relevant transactions.

The Group has not provided further disclosure with respect to these historical dividend arbitrage transactions because it has concluded that such disclosure may be expected to seriously prejudice its outcome.

Motor commission review

Following a review into the motor vehicle financing market completed by the (Financial Conduct Authority) FCA in March 2019 and subsequent policy statement issued in July 2020, the use of discretionary commission arrangements was prohibited with effect from the 28th January 2021 on the basis that such arrangements had the potential to cause consumer detriment. The Group fully complied with this requirement.

On 11th January 2024, the FCA announced a further review of historical motor finance commissions arrangements, in order to assess whether such arrangements had in practice caused consumer detriment. The FCA currently plans to communicate a decision on next steps towards the end of the third quarter of 2024 on the basis of the evidence collated as part of this review. The FCA has indicated that such steps could include establishing an industry-wide consumer redress scheme.

The Group has to date received a small number of complaints in respect of motor finance commissions and is actively engaging with the FOS (Financial Ombudsman Service) in its assessment of these complaints. The Group continues to believe that its historical practices were compliant with the law and regulations in place at the time, and welcomes the FCA intervention through its industry wide review. Nevertheless, the Group recognises that costs and awards could arise in the event that the FCA concludes there has been industry wide misconduct and customer loss that requires remediation. Those costs and awards could arise as the result of a redress scheme, or from adverse FOS/litigation decisions.

Accordingly, in response to the FCA announcement, the Group has recognised a provision of £30 million. This includes estimates for operational and legal costs, including litigation costs, together with estimates for potential awards, based on various scenarios using a range of assumptions. The time period applied in the calculations is between June 2015, the commencement of the business and 28 January 2021, the date that discretionary commissions arrangements were prohibited.

While the FCA review is progressing there is significant uncertainty across the industry as to the extent of any misconduct and customer loss that may be identified, and/or the nature, extent and timing of any remediation action that may subsequently be required. The Group therefore notes that the ultimate financial impact of the FCA investigation could be either higher or lower than the amount provided for, but is satisfied that the provision it has currently made is reasonable.

Acquisitions

During the reporting period the Group completed a stepped acquisition increasing its shareholding in the Capitalmind associate from 30% to 60% for a consideration of £43.5 million and therefore as at 31 March 2024 has consolidated these entities as subsidiaries. The non-controlling interest has been measured as the proportionate share of the identifiable net assets. Goodwill of £56.3 million, including a deferred taxation liability of £0.2 million and an intangible asset of £0.9 million have been recognised as a consequence of this increased shareholding.

The goodwill recognised is in relation to the purchase price for the additional 30% acquired, the fair value of the previously held 30% and the non-controlling interest measured at its proportionate share of 40% of net asset value compared to the fair value of the identifiable assets on transaction date.

Divisional review

04

Our *diversified business model* and strong client franchises have helped us achieve consistent growth across our geographies. This section provides a review of our divisional performance.

IN THIS SECTION

PRO-FORMA

Pro-forma income statements

Given the nature of the IW&I UK and IPF transactions, the Group's economic interest remained similar before and after the transactions. To provide information that will be more comparable to the future presentation of returns from the Group's interest in these entities and given their new holding structures, pro-forma information has been prepared as if the transactions had been in effect from the beginning of the period, i.e. IW&I UK has been presented as an equity accounted investment and IPF as an investment at fair value through profit or loss.

All the financial analysis that follows is based on the pro-forma income statements provided below.

31 March 2024	UK and Other £'000	South Africa £'000	**Group £'000**
Net interest income	802 587	536 106	1 338 693
Net fee and commission income	148 585	267 602	416 187
Investment income	14 319	49 074	63 393
Share of post-taxation profit of associates and joint venture holdings	91 648	156	91 804
Trading income arising from			
– customer flow	101 060	30 652	131 712
– balance sheet management and other trading activities	27 761	13 735	41 496
Other operating income/(loss)	2 150	(189)	1 961
Operating income	**1 188 110**	**897 136**	**2 085 246**
Expected credit loss impairment charges/(release)	(86 050)	6 937	(79 113)
Operating income after expected credit loss impairment charges	**1 102 060**	**904 073**	**2 006 133**
Operating costs	(645 321)	(474 924)	(1 120 245)
Operating profit before goodwill and acquired intangibles	**456 739**	**429 149**	**885 888**
Profit attributable to non-controlling interests	(1 204)	(178)	(1 382)
Adjusted operating profit	**455 535**	**428 971**	**884 506**
Cost to income ratio	54.4%	52.9%	53.8%

31 March 2023	UK and Other £'000	South Africa £'000	**Group £'000**
Net interest income	708 839	558 457	1 267 296
Net fee and commission income	108 760	288 595	397 355
Investment income	18 215	11 138	29 353
Share of post-taxation profit of associates and joint venture holdings	84 399	20 190	104 589
Trading income arising from			
– customer flow	86 114	82 996	169 110
– balance sheet management and other trading activities	13 123	1 112	14 235
Other operating income/(loss)	6 879	(2 493)	4 386
Operating income	**1 026 329**	**959 995**	**1 986 324**
Expected credit loss impairment charges	(66 712)	(14 134)	(80 846)
Operating income after expected credit loss impairment charges	**959 617**	**945 861**	**1 905 478**
Operating costs	(581 780)	(504 219)	(1 085 999)
Operating profit before goodwill and acquired intangibles	**377 837**	**441 642**	**819 479**
Profit attributable to non-controlling interests	—	(752)	(752)
Adjusted operating profit	**377 837**	**440 890**	**818 727**
Cost to income ratio	56.7%	52.6%	54.7%

UK AND OTHER

We provide our clients with an extensive depth and breadth of product and services in the corporate mid market, bespoke solutions to high net worth clients and access to a wealth management offering through our strategic partnership with Rathbones. We leverage our connected client ecosystem to deliver an exceptional client service with an entrepreneurial approach.

Highlights

We've built our business by working in partnership with our clients, taking the time to understand their unique needs and aspirations. This approach allows us to deliver Out of the Ordinary service to private, institutional and corporate clients alike.

Rathbones Group - Funds under management and administration*
£107.6bn

Net core loans
£16.6bn
(2023: £15.6bn)

Customer deposits
£20.8bn
(2023: £19.1bn)

Adjusted operating profit^
£455.5mn
(2023: £377.8mn)

Cost to income^
54.4%
(2023: 56.7%)

ROTE post tax
15.7%
(2023: 14.5%)

What we do

Private client offering

Wealth & Investment

Access to wealth management services through our long-term strategic partnership with Rathbones

Private Banking

- Lending
- Private Capital
- Transactional banking
- Savings
- Foreign exchange

Corporate client offering

Corporate and Investment Banking

- Lending
- Advice
- Hedging
- Savings
- Equity placement

Target market

Private Banking

High net worth active wealth creators (with >£300k annual income and >£3mn NAV)

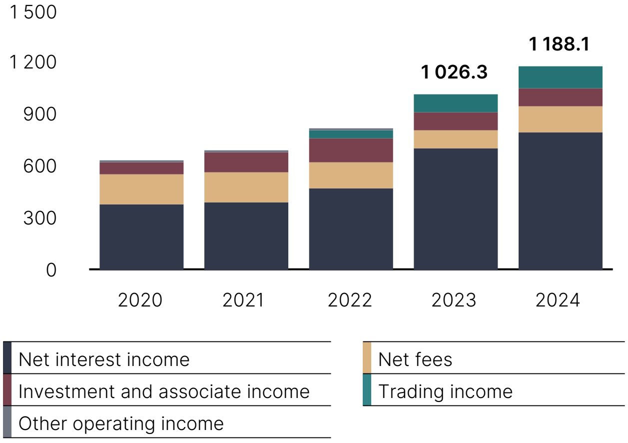
Corporate and Investment Banking

- Corporates
- Private equity
- Institutions
- Intermediaries
- Government

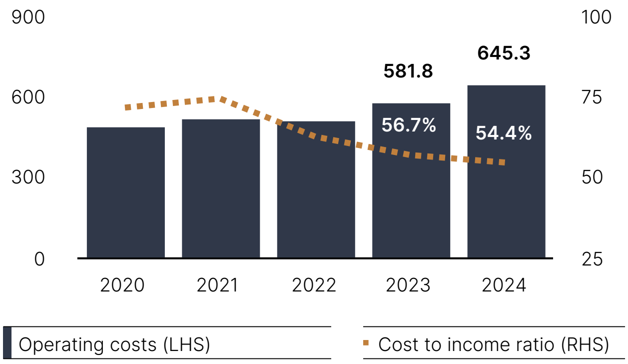
^ This key metric is based on the pro-forma income statements on page 90.
* As at 31 March 2024, Rathbones Group Plc, of which Investec owns a 41.25% economic interest, had funds under management and administration of £107.6bn. ROE for the year is 12.8% (FY2023 12.7%).

UK AND OTHER
CONTINUED

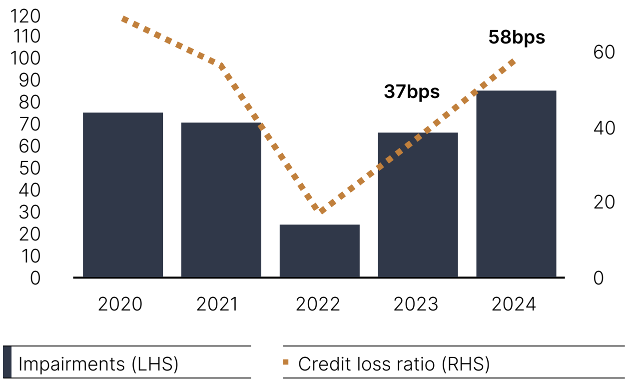
Operating income^
£'million



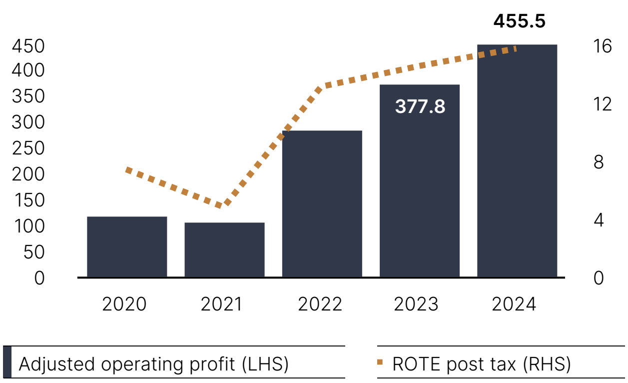
Operating costs^
£'million
Percentage



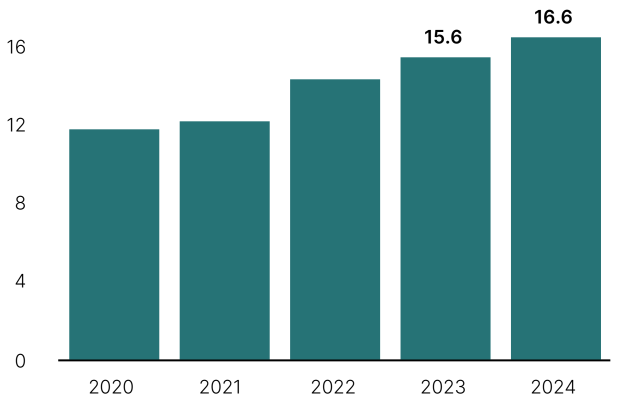
Expected credit loss impairment charges^
£'million
Basis points



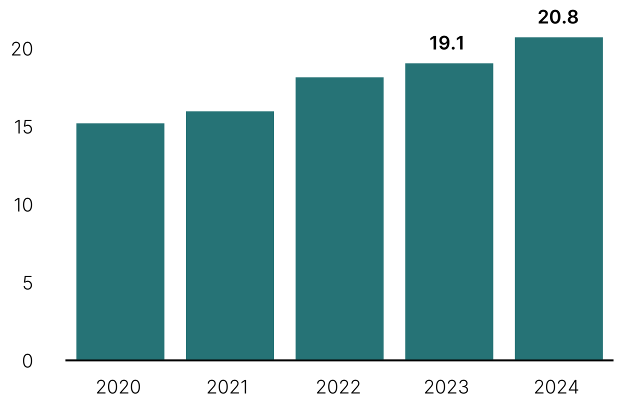
Adjusted operating profit and ROTE^
£'million
Percentage



Net core loans
£'billion

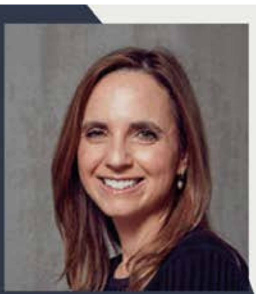


Total customer deposits
£'billion



^ The current and prior years have been presented on a pro-forma basis, the current and prior year pro-forma income statements by geography can be found on page 90.

SPECIALIST BANKING OVERVIEW



Business Head
Ruth Leas

Awards

- Named #1 broker in the annual Institutional Investor UK Small & Mid Cap Survey
- Investec UK CEO Ruth Leas was named as one of the FN100 Most Influential Women in Finance 2023
- Ranked second in the UK by The Banker in its annual list of best performing UK banks

Highlights

Adjusted operating profit
£406.2mn
(2023: £303.4mn)

ROTE post tax
14.7%
(2023: 12.6%)

Cost to income
55.6%
(2023: 60.4%)

Credit loss ratio
0.58%
(2023: 0.37%)

Performance highlights

- Adjusted operating profit increased by 33.9% to £406.2 million (FY2023: £303.4 million), supported by the diversity in our client franchises and geographies and the integrated approach in how we provide solutions for our clients. Revenue growth was strong across our key client franchises as we continued to successfully execute our client acquisition strategies to build scale and relevance in the UK and other markets in which we operate
- Net core loans grew by 6.4% to £16.6 billion driven mainly by 8.6% growth in our Corporate, Investment Banking and Other division as a result of continued client acquisition across diversified areas. The residential mortgage lending book reported moderate growth of 4.3% as the elevated interest rates negatively affected demand for mortgages in the UK market in general
- The Bank maintained strong capital and liquidity levels which allowed us to navigate a challenging macro-economic environment, and support identified growth initiatives
- Operating income growth of 18.8% was underpinned by growth in average book, increased client activity and the positive endowment effect from higher interest rates and strong growth in non-interest revenue
- The cost to income ratio improved to 55.6% (FY2023: 60.4%). Total operating costs increased by 9.3%. Fixed operating costs include a provision for the industry-wide FCA motor finance review of £30 million as well as £8.6 million for the first time consolidation of Capitalmind from 1 July 2023. Excluding these items, the increase in fixed costs of 2.9% was well below the average inflation rate
- ECL impairment charges totalled £86.1 million, resulting in a credit loss ratio of 0.58% (FY2023: 0.37%), which is in line with guidance provided in November 2023. The increase in ECL charges was largely driven by Stage 3 ECL charges on certain exposures. We have seen idiosyncratic client stresses with no evidence of trend deterioration in the overall credit quality of our books
- These results are underpinned by positive momentum in our client franchises and strategic cross-collaboration within the One Investec client ecosystem. See more on this enhanced collaboration in the pages that follow.

Income statement

£'000	**31 March 2024**	31 March 2023	Variance	% change
Net interest income	802 587	708 839	93 748	13.2%
Net fee and commission income	148 585	108 760	39 825	36.6%
Investment income	2 598	5 005	(2 407)	(48.1%)
Share of post-taxation profit of associates and joint venture holdings	24 779	4 951	19 828	>100.0%
Trading income arising from				
– customer flow	101 060	86 114	14 946	17.4%
– balance sheet management and other trading activities	27 761	13 123	14 638	>100.0%
Other operating income	2 150	6 879	(4 729)	(68.7%)
Operating income	**1 109 520**	**933 671**	**175 849**	**18.8%**
Expected credit loss impairment charges	(86 050)	(66 712)	(19 338)	29.0%
Operating income after expected credit loss impairment charges	**1 023 470**	**866 959**	**156 511**	**18.1%**
Operating costs	(616 073)	(563 571)	(52 502)	9.3%
Operating profit before goodwill, acquired intangibles and strategic actions	**407 397**	**303 388**	**104 009**	**34.3%**
Loss attributable to non-controlling interests	(1 204)	—	(1 204)	—
Adjusted operating profit	**406 193**	**303 388**	**102 805**	**33.9%**
ROE post-tax	14.4%	12.5%		

SPECIALIST BANKING OVERVIEW
CONTINUED

Enhanced collaboration through integration

A key strategic differentiator is our client ecosystem approach, taking our clients along both the personal and business journey.

Our approach of 'One Investec' brings all of Investec that is relevant to each and every client. It is a coordinated approach with the client at the centre, supporting meaningful and long-lasting client relationships with Investec.

We are structurally integrated by organising our business activities around target client groupings. This enables us to leverage Investec's full capability suite to provide solutions most relevant to clients' needs.

In the corporate mid-market our breadth of capabilities and solution focus differentiates us from competitors. In the Private Client market our high levels of service attract HNW individuals underserved by traditional high street and private banks.

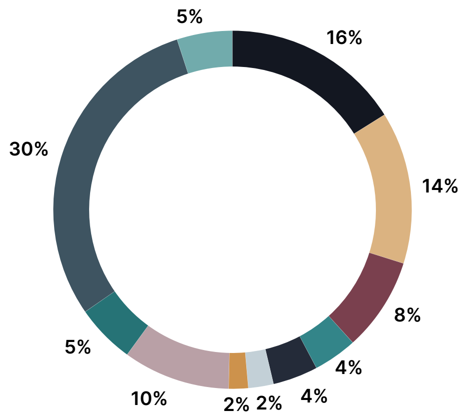
In 2024

Our focus on connectivity continues to deliver strong results. In line with our stated objective to increase connectivity, there has been a significant drive to increase collaboration between our corporate and private client groups, leading to an increased momentum of referrals. Our corporate client groups referred 220 opportunities to our private clients group, a significant increase from 72 in FY2023.

Going forward

- As part of the long-term strategic partnership and co-operation agreement between Investec and Rathbones, we will continue to collaborate with Rathbones to enhance the proposition across banking and wealth management services
- Providing our clients with a holistic solution remains a priority.

Diversified loan book by risk category: Core loans £16.6 billion



	Mar 24	Mar 23
Corporate and other lending	**50%**	**49%**
Asset finance	16%	15%
Corporate and acquisition finance	14%	14%
Fund finance	8%	9%
Energy and infrastructure finance	4%	4%
Other corporate and financial institutions and governments	4%	3%
Aviation finance	2%	2%
Asset-based lending	2%	2%
Lending collateralised by property	**15%**	**15%**
Commercial real estate	10%	10%
Residential real estate	5%	5%
High net worth and other private client lending	**35%**	**36%**
Mortgages	30%	30%
Other high net worth lending	5%	6%

Highlights: Sustainability

- Evolving and developing our Sustainable and Transition Finance Classification Framework has been a primary area of focus and will help to drive existing and future Sustainable finance activity
- We were the Sole Mandated Lead Arranger and Bookrunner on an up to €110 million solar Photovoltaic portfolio financing
- We partnered with an energy company to provide £26 million to help decarbonise the Scotch whisky industry
- We are supporting decarbonisation of country park lodges through ground mounted solar and battery systems
- We provided a €132 million Green Loan to support a world leader in concessions, energy and construction in supporting the German electric vehicle charging network tender
- We also have made progress on improving the quality and accuracy of our scope 3 financed emissions which will help drive conversations with clients and various sectors on how we can help reduce emissions to meet our net-zero aspirations.

Highlights: Belonging, Inclusion and Diversity (BID)

- We have a female CEO, CFO and COO, and currently have 50% females and 30% minority ethnic representation on the Investec Bank plc Board
- We have been awarded best FTSE 250 strategy award at the INSEAD Alumni Balance in Business Initiative Awards 2024 recognising our commitment to achieving greater gender balance
- We publish both our gender and ethnicity pay gap data annually. As at 5 April 2023, the mean gender pay gap in our UK banking business stood at 22.3%. This is a marked improvement on the prior year 25.6% and reflects continued progress since 2017 when the gap stood at 35.2%
- We proactively engage with colleagues and clients around diversity and recently held various events such as the International Women's Day interactive discussion, various client events that celebrated and connected influential female leaders, and a discussion on reverse mentoring during Black History Month
- Our Women in Tech network hosted their inaugural Tech Open Day, showcasing the variety of ways that tech can make our lives easier and slicker, with demo booths and topics including careers in tech
- Our flagship two day diversity and inclusion programme, 'Zebra crossing' was attended by 142 colleagues in FY2024.

PRIVATE BANKING

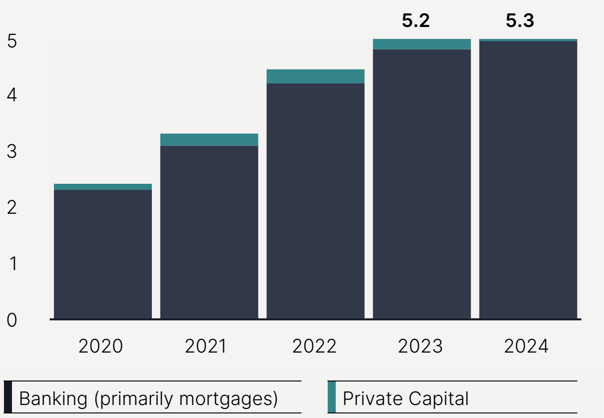
Our Private Banking activities focus on providing bespoke solutions underpinned by in-depth knowledge and understanding of our clients' personal and business aspirations and goals, supported by a broad private banking offering. We understand that every client is an individual, and that they are typically active wealth creators with complex financial needs. Our proposition is aligned with a clearly defined target client base and a market opportunity to address an underserviced part of the UK market. This segment comprises lending (primarily residential mortgages), savings and transactional banking (including international payments) to HNW clients, coupled with bespoke foreign exchange and financing solutions for qualifying HNW clients, as well as flexible capital solutions for established privately owned businesses and entrepreneurs (Private Capital).

Performance highlights

- Adjusted operating profit was £68.4 million (2023: £70.2 million) with net interest income up whilst cost discipline was maintained
- The residential mortgage lending book reported moderate growth of 4.3% reflecting the lower market demand for mortgages given the high interest rate and uncertain macroeconomic environment.

Loans and advances to customers

£'billion

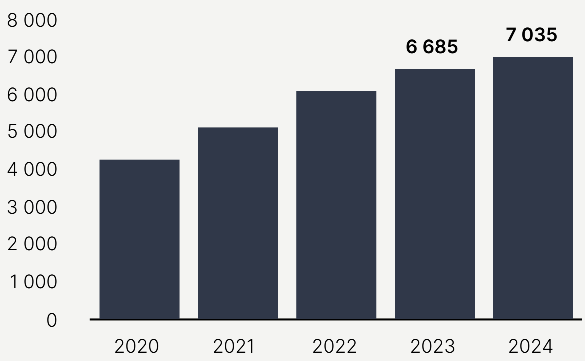


Loan book growth:

- Continued muted book growth for HNW banking and a reduction in book for Private Capital, up 3.2% and down (8.4)% respectively since March 2023, reflecting the high interest rate and the uncertain macroeconomic environment
- Market demand for residential mortgages has not recovered from the sharp drop post mini budget in September 2022. Clients with excess liquidity are paying down their debt leading to elevated redemptions. We have however seen an increase in demand in the last quarter of FY2024 with credit pipeline starting to build
- The Private Capital book reduction was driven by higher redemptions and prepayments due to the higher interest rate environment
- Credit underwriting standards were maintained whilst growing the book notwithstanding a competitive market.

Note: In addition to the loan book shown above, our Channel Islands business had c.£521mn (2023: £520mn) of mortgages as at 31 March 2024.

UK HNW client acquisition



Continued success in client acquisition:

- We continued to acquire new clients through the period in spite of subdued mortgage demand and acquired 793 new clients over the period
- Aligned to our One Investec approach, this offering serves as a valuable client acquisition tool for the wider UK Bank and new strategic partnership with Rathbones Group. Our clients have an average income of £700 000+ and average NAV of £12 million (well above our quantitative criteria)
- HNW mortgage lending is focused on target clients in established areas (London and the South East) with recourse to the individual and high level of cash equity contributions into transactions.

Note: In addition to these client figures, our Channel Islands business has 1 092 HNW clients (31 March 2023: 1 062). This brings our total number of HNW clients to 8 127 (31 March 2023: 7 747).

PRIVATE BANKING
CONTINUED

Income statement analysis and key income drivers

£'000	31 March 2024	31 March 2023	Variance	% change
Net interest income	132 302	128 945	3 357	2.6%
Net fee and commission income	833	1 946	(1 113)	(57.2%)
Investment income	1 138	141	997	>100%
Trading income arising from				
– customer flow	4 869	4 449	420	9.4%
– balance sheet management and other trading activities	(99)	13	(112)	>(100%)
Operating income	**139 043**	**135 494**	**3 549**	**2.6%**
Expected credit loss impairment charges	(13 557)	(6 344)	(7 213)	>100%
Operating income after expected credit loss impairment charges	**125 486**	**129 150**	**(3 664)**	**(2.8%)**
Operating costs	(57 090)	(58 996)	1 906	(3.2%)
Adjusted operating profit/(loss)	**68 396**	**70 154**	**(1 758)**	**(2.5)%**
Key income drivers				
ROE post-tax	17.3%	21.9%		
ROTE post-tax	17.3%	21.9%		
Cost to income ratio	41.1%	43.5%		
Growth in loans and advances to customers	2.4%	15.4%		
Growth in risk weighted assets (year on year)	4.2%	12.3%		

Other factors driving the performance in the year under review included:

- Growth in net interest income was driven by a higher average loan book and the positive effect of higher interest rates. Net book margin remained relatively stable notwithstanding the increased competition and lower turnover
- ECL impairment charges for the period increased to £13.6 million (FY2023: £6.3 million), primarily due to Stage 3 ECL charges on certain exposures. The credit loss ratio on the private client mortgage book remains low at 7bps (31 March 2023: 4bps). Asset quality remains solid with exposures well covered by collateral, as reflected in the coverage ratios. Refer to page 124 for further information on the Group's asset quality
- Operating costs decreased by £1.9 million or 3.2%, reflecting reduced variable remuneration in line with business performance. Fixed costs have been well contained, up 2.4% since the prior year notwithstanding the continued investment in people and inflationary pressures
- Growth in risk weighted assets of 4.2% has slowed from the prior year reflecting the reduced book growth over the year due to high interest rates and the uncertain macro-economic environment.

Strategy execution

- We have continued to successfully execute our HNW client acquisition strategy. Whilst activity levels remain subdued given current market conditions, we were still able to maintain our current position in the market
- This HNW client activity connects to the rest of the client ecosystem, where our client-centric, One Investec approach enables us to win mandates in other areas. We are starting to see an increased number of internal referrals into our Private Client Group
- We will continue to collaborate with Rathbones to enhance the proposition across banking and wealth management services. In addition, the ability to provide our UK Private Banking offering to South African clients seeking an international proposition continues to be a key differentiator in South Africa
- Our Private Capital offering addresses a gap in the UK market, providing capital directly to owner-managed businesses and their owners. These HNW clients value our innovative, flexible approach to understanding both their business and personal assets.

Looking ahead

- We successfully completed the all-share combination between Rathbones and IW&I UK in September 2023. This also marks the beginning of a strategic partnership that will enhance the client proposition across banking and wealth management services for both Investec Group and the Rathbones Group. During the year, we have successfully generated FUM for IW&I UK and Rathbones from our client base against a challenging market backdrop
- Having established a strong presence in the market over the last five years, our Private Capital business is in growth mode, focused on increasing lending through deepening existing relationships and further client acquisition
- We are focused on maintaining business momentum and generating a stable annuity income stream for the Group, while investing with discipline in the required technology to support our growth to scale.

CORPORATE, INVESTMENT BANKING AND OTHER

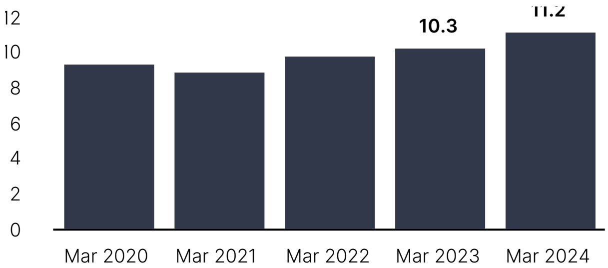
This segment comprises business activities that provide lending, advisory and risk management services to growth-orientated corporate clients in the private companies, private equity and listed companies arenas, including specialist sector-focused expertise. This segment also includes our central treasury and liability management channels.

Performance highlights

- The results reflect a strong performance, with an adjusted operating profit of £337.8 million or 44.8% ahead of £233.2 million reported in FY2023. We are now firmly in our growth phase and are reaping the benefits of the strategy to simplify and focus the business executed in recent years
- Net interest income increased by £90.4 million (15.6%) to £670.3 million, driven by a higher average loan book and higher interest rates
- Impairment charges increased to £72.5 million (FY2023: £60.4 million). We have seen individual client stresses with no evidence of trend deterioration in the overall credit quality of the book.

Loans and advances to customers

£'billion



Loan book growth

- The loan book grew by 8.6% since 31 March 2023 to £11.2 billion
- Lending activity increased across multiple portfolios, supported by new client acquisition as we continue to build scale and relevance in our client franchises, as well as repeat business with existing clients
- We continue to utilise our origination and distribution capability to manage diversity and concentration of our lending portfolios and generate additional ROTE-accretive revenue for the Group.

Awards won in the past year

Winner

Lender of the year - Bank Real Deals Private Equity Awards 2023	**Best Notice Savings Provider** MoneyComms Top Performers 2024	**Best Service from an Asset Based Finance Provider** Business Moneyfacts Awards 2023	**Best Digital Savings Provider** Moneynet Awards 2024	**Research ranked #1 across nine sector teams** The 2023 Institutional Investor's UK Small & Mid-Cap survey
Best FX Trading Platform Global Finance	**Best Online Customer Service** MoneyComms Top Performers 2024	**Best Service from an Invoice Finance Provider** Business Moneyfacts Awards 2023	**Most Transparent Savings Provider** Moneynet Awards 2024	**Fund Financing Lender of the Year** The 2023 Drawdown Awards

CORPORATE, INVESTMENT BANKING AND OTHER
CONTINUED

Income statement analysis and key income drivers

£'000	31 March 2024	31 March 2023	Variance	% change
Net interest income	670 285	579 894	90 391	15.6%
Net fee and commission income	147 752	106 814	40 938	38.3%
Investment income	1 460	4 864	(3 404)	(70.0%)
Share of post-taxation profit of associates and joint venture holdings	24 779	4 951	19 828	>100.0%
Trading income arising from				
– customer flow	96 191	81 665	14 526	17.8%
– balance sheet management and other trading activities	27 860	13 110	14 750	>100.0%
Other operating income	2 150	6 879	(4 729)	68.7%
Operating income	**970 477**	**798 177**	**172 300**	**21.6%**
Expected credit loss impairment charges	(72 493)	(60 368)	(12 125)	20.1%
Operating income after expected credit loss impairment charges	**897 984**	**737 809**	**160 175**	**21.7%**
Operating costs	(558 983)	(504 575)	(54 408)	10.8%
Operating profit before goodwill, acquired intangibles and strategic actions from continuing operations	**339 001**	**233 234**	**105 767**	**45.3%**
Profit attributable to non-controlling interests	(1 204)	—	(1 204)	—
Adjusted operating profit	**337 797**	**233 234**	**104 563**	**44.8%**
Key income drivers				
ROE post-tax	14.0%	10.9%		
ROTE post-tax	14.3%	11.0%		
Cost to income ratio	57.7%	63.2%		
Growth in loans and advances to customers	8.6%	4.5%		
Growth in risk weighted assets (period on period)	6.3%	4.0%		

Other factors driving the performance in the period under review included:

- Net interest income increased by 15.6% benefitting from a larger book built over the past four years. Our diversified client lending franchises allow us to continue growth notwithstanding the persistently uncertain operating environment. Our client acquisition strategies are the key underpin to the sustained loan book growth across diversified specialisations. Higher global interest rates also supported the net interest income growth
- Net fee and commission income increased by 38.3% to £147.8 million driven by higher Listed companies' advisory fees in the current year amidst a challenging UK advisory market and the first time consolidation of Capitalmind, increasing our M&A advisory fees. We have also seen higher arrangement fees in certain lending areas. Activity levels in equity capital markets remain muted given the challenging macroeconomic environment
- Trading income from customer flow increased by 17.8% over the year driven by increased facilitation of hedging for clients by our Treasury Risk Solutions area, increased client flow trading income in our ECM activities, as well as positive risk management gains from hedging the significantly reduced financial products rundown book
- Trading income from balance sheet management and other trading activities increased to £27.9 million (FY2023: £13.1 million) from the prior year largely as a result of unwinding certain existing interest rate swap hedges as part of the implementation of the structural interest rate hedging programme
- ECL impairment charges increased to £72.5 million. The increase in ECL charges was largely driven by Stage 3 ECL charges on certain exposures. New defaults reflect individual idiosyncratic client stresses across various portfolios. Refer to page 122 for further information on the macro-economic scenarios applied and page 124 for information on the Group's asset quality
- Operating costs increased by 10.8% to £559.0 million. Fixed operating costs include a provision for the industry-wide FCA motor finance review of £30 million as well as £8.6 million for the first time consolidation of Capitalmind from 1 July 2023. Excluding these items, fixed costs were well contained, up 3.0%, well below the UK average inflation rate.

CORPORATE, INVESTMENT BANKING AND OTHER CONTINUED

Strategy execution

- Our One Investec approach – underpinned by our connected client ecosystem – has supported our ability to provide clients with a holistic solution and generate additional opportunities. Through the successful completion of the combination of our UK Wealth business and Rathbones, we expect to drive further collaboration with Rathbones, ensuring a seamless experience for mutual clients
- The strength of our client franchises has been independently recognised through the numerous awards we have won
- We continue to deepen our mid-market sponsor relevance. Our broad proposition and focused target market is reaping strategic benefits, as our cross-product relevance further strengthens our competitive advantage. For example, we recently started a Private Equity Secondary business in M&A Advisory and extended our integrated Asset Based Lending product suite to Continental Europe and our Fund Finance business to North America. Furthermore, we have integrated Capitalmind effectively into the Group and refocused advisory across all primary sectors
- We continue to generate diversified, capital light earnings by utilising external capital to facilitate our highly successful origination and distribution capability. Investec Alternative Investment Management ("IAIM"), a subsidiary of IBP, houses our fund activities including Private Debt Fund I which commenced in early 2021. We are focused on building external partnerships and raising further fund vehicles to complement our balance sheet lending capabilities. For example, we are currently fundraising Private Debt Fund II as well as looking at discretionary vehicles within our Fund Solutions franchise to meet these objectives and enhance our relevance with borrowers
- We remain committed to digitalisation and innovation to drive scale, efficiency and sustained growth by leveraging cloud technologies. Rebuilding our core platforms and delivering new business capabilities has resulted in improvements to our client offerings in lending, payments, FX and risk management. New products and services are available through our digital savings, private client and corporate online platforms. We are also capitalising on rapid innovation in Generative AI for everyday productivity use cases leveraging the Microsoft Copilot suite
- Investec India strategy is consistent with Group strategy to increase contribution from capital light revenues. Equity Research has c.230 listed Indian companies under coverage and our M&A Advisory business has significant market presence in our target sectors. The private credit business has arranged $5bn+ debt for Indian counterparts and has launched a second fund in Gujarat International Finance Tec-City (GIFT)
- In addition, we are providing services to the broader Investec Group (in particular the UK and SA operations) from India, both client facing and non-client facing functions
- We have continued to enhance our offering to Private Companies. Improvements to our proposition and continued digitisation across key areas including FX and lending has increased client numbers and the number of products used by clients.

Looking ahead

- We are cautiously optimistic looking ahead as the UK economic position and growth evolves following increased inflation, high interest rates, higher cost of living and energy prices. We are well capitalised, lowly leveraged, and continue to maintain strong liquidity buffers and ratios. We are well placed to manage further volatility should it arise and to take advantage of growth opportunities as they present themselves
- Our One Investec client ecosystem approach remains one of our key strategic differentiators. The Partnership Agreement with Rathbones governs the long-term, strategic partnership and is expected to unlock significant value in the medium to long term
- With respect to sustainability, we are focused on embedding an ESG mindset that is fully integrated in our support for clients. We will continue to grow our sustainability offering to support our clients with renewable energy financing and innovative debt structuring
- In our Private Equity Client Group, we continue to grow market share and see positive growth prospects
- We have located a lending origination team in our office in Zurich to focus on the DACH region and we look forward to the benefits that will flow from the closer proximity to sponsors and borrowers
- We expect our M&A Advisory business to benefit from (1) our recent purchase of a majority shareholding in Capitalmind; (2) the refocusing of our business along sector lines; and (3) the growing contribution from our Coverage and Origination function. Providing an integrated offering across our regions, and via our international partnerships, continues to facilitate an expansion of our cross-border M&A advisory services
- We see significant opportunity to grow market share and drive income as we further develop our offering to Private Companies. Investment in technology and digitalisation will continue to be a priority combined with the passion and expertise of our people
- Investec plc continues its efforts to build Internal Ratings Based (IRB) approach models. Good progress is being made towards the submission of an application to the PRA.

WEALTH AND INVESTMENT

RATHBONES Incorporating Investec Wealth & Investment (UK)

UK's leading discretionary wealth manager with c.£100bn in FUMA

Scale and operating efficiencies to power future growth

In prior financial years this divisional review contained the performance review of the previously wholly owned IW&I UK business. The IW&I UK business has consistently been one of the leading private client wealth managers in the UK and a highly respected franchise in the industry, delivering outstanding service to clients and creating value for our shareholders. The business delivered strong growth over the last decade and has been central to Investec's strategy to provide a coordinated banking and wealth management offering.

On 21 September 2023, an all-share combination of IW&I UK and Rathbones was completed, resulting in the Investec Group owning a 41.25% economic interest in the combined Rathbones Group, and creating the UK's leading discretionary wealth manager. Rathbones Group reported FUMA of £107.6 billion as at 31 March 2024.

The combination brought together two reputable UK wealth management businesses with closely aligned cultures and operating models and establishes a long-term, strategic partnership which will enhance the client proposition across banking and wealth management services for both groups. The combination represents a significant value creation trajectory for both Investec and Rathbones stakeholders.

The compelling strategic rationale for the combination includes the creation of scale and efficiency to power future growth, the ability to leverage Rathbones' investment in technology, an enhanced client offering, an expanded network across 23 locations, the ability to attract and retain the best industry talent, increased capital light earnings and a strategic partnership to leverage attractive collaboration opportunities.

In addition, the positive financial impacts of the combination include:

- Significant value creation, with at least £60 million of pre-tax cost and revenue synergies
- Earnings accretion for Investec shareholders
- Material cost saving in respect of IW&I UK's planned technology spend
- Robust combined Rathbones Group capital base, with significant future capital generation supportive of Investec's dividend policy.

The transaction included Investec's wealth and investment businesses in the UK and Channel Islands but excludes Investec Bank (Switzerland) AG (IBSAG) and IW&I SA. Both IBSAG and IW&I SA remain wholly-owned subsidiaries of Investec; commentary on these businesses can be found in the Southern African Wealth and Investment divisional section presented on pages 113 to 116. Please see pages 14 to 15 for further details of the transaction.

IW&I UK was 100% consolidated in the prior financial year. In the current financial year IW&I UK was 100% consolidated up until completion of the transaction (i.e. the first six months of FY2024), following which the Group's investment in Rathbones has been equity accounted for and recognised as an associate. The statutory financial statements have been presented in accordance with IFRS 5 (Non-current Assets Held for Sale and Discontinued Operations), the Group's interest in IW&I UK has been presented as a discontinued operation and the income statement for the prior periods have been appropriately re-presented. Refer to page 72 for discontinued operations information.

The below tables have been presented on a pro-forma basis, i.e. the 100% consolidated IW&I UK earnings have been presented post tax on the income from associate income statement line in the prior year and for the first six months of FY2024. Refer to page 55 for further detail on pro-forma information.

WEALTH AND INVESTMENT

Income statement analysis and key income drivers

£’000	31 March 2024	31 March 2023	Variance	% change
Share of post-taxation profit of associates and joint venture holdings	66 869	74 555	(7 686)	(10.3)%
Adjusted operating profit	**66 869**	**74 555**	**(7 687)**	**(10.3)%**
Share of integration costs and amortisation of intangible assets incurred by Rathbones	(16 576)	—	(16 576)	(<100%)
Profit after taxation	**50 293**	**74 555**	**(24 263)**	**(32.5)%**
Key income drivers				
Post-tax ROE	21.6%	27.3%		
Post-tax ROTE	34.6%	50.1%		

The financial year under review

As mentioned above, the prior financial year includes 100% of IW&I UK’s earnings shown on a pro-forma basis. The current financial year includes six months of 100% of IW&I UK earnings and subsequently six months of our 41.25% equity accounted earnings of the combined Rathbones Group.

In 1H2024 IW&I UK reported operating profit of £47.8 million (18.8% above the prior period) and an operating margin of 25.2% (23.6% in the prior period) in an uncertain economic and operating environment.

In 2H2024 (1 October 2023 to 31 March 2024), i.e. post combination, the Group’s 41.25% economic interest in the combined Rathbones Group has been equity accounted, reporting £31.0 million share of post-taxation profit of associates.

Post completion of the transaction to March 2024, Rathbones realised £10.6 million of the £15 million of run-rate synergies that were planned to be achieved by October 2024. Rathbones reported operating margin of 26.5% for the quarter ended 31 March 2024, in line with the FY2024 guidance provided at year-end results released on 6 March 2024.

GROUP INVESTMENTS

We have separated these assets from our core banking activities in order to make a more meaningful assessment of the underlying performance and value of the franchise businesses, and at the same time provide transparency of the standalone values of the assets classified as Group Investments.

In the UK, Group Investments comprises Investec plc's c.10% (31 March 2023: c.10%) investment in Ninety One (formerly Investec Asset Management).

In the prior year at a DLC group level, Investec held a 25% shareholding in Ninety One (c.10% was held in Investec Limited in addition to the Investec plc holding). Effective 30 May 2022, the Group distributed a 15% shareholding in Ninety One, retaining a c.10% shareholding held entirely by Investec plc. Investec accounted for its combined 25% investment in Ninety One by applying equity accounting until 31 May 2022. As of 1 June 2022, the 10% holding is now accounted for as an investment held at fair value through other comprehensive income.

Portfolio breakdown and ROE

31 March 2024	**Asset analysis £'000**	Income analysis £'000
Ninety One plc	158 889	11 721
Total exposures on balance sheet	**158 889**	
Ordinary shareholders' equity held on investment portfolio – 31 March 2024	48 900	
Ordinary shareholders' equity held on investment portfolio – 31 March 2023	51 300	
Average ordinary shareholders' equity held on investment portfolio – 31 March 2024	50 100	
Post-tax return on adjusted average ordinary shareholders' equity – 31 March 2024		**23.4%**

31 March 2023	**Asset analysis £'000**	Income analysis £'000
Ninety One plc	172 285	18 103
Total exposures on balance sheet	**172 285**	
Ordinary shareholders' equity held on investment portfolio – 31 March 2023	51 300	
Ordinary shareholders' equity held on investment portfolio – 31 March 2022	222 278	
Average ordinary shareholders' equity held on investment portfolio – 31 March 2023	136 789	
Post-tax return on adjusted average ordinary shareholders' equity – 31 March 2023		**13.2%**

Income statement analysis

£'000	**31 March 2024**	31 March 2023	Variance	% change
Investment income	11 721	13 210	(1 489)	(11.3%)
Share of post-taxation profit of associates and joint venture holdings	—	4 893	(4 893)	(100.0%)
Adjusted operating profit	**11 721**	**18 103**	**(6 382)**	**(35.3%)**

Factors driving the performance in the period under review included:

- Investment income reflects earnings from the Group's investment in Ninety One. The investment is held at fair value through other comprehensive income
- In the prior year, share of post-taxation profit of associates reflects earnings from the Group's investment in Ninety One for the two months from 1 April 2022 to 31 May 2022
- Lower dividends received from Ninety One

SOUTHERN AFRICA

We have remained true to our entrepreneurial spirit and long-term client relationships since our founding in Johannesburg in 1974. We are committed to understanding and responding to the unique and individual needs and aspirations of our private, institutional and corporate clients. Our distinctive offering is built on the premise of Out of the Ordinary service, combining personal client relationships with world-class technology platforms.

Highlights

Best Private Bank and Wealth Manager in South Africa for 11 consecutive years

Recognised by Euromoney and, for the last 11 years, by the Financial Times of London.

Funds under management	Net core loans	Customer deposits
£20.9bn (2023: £19.8bn)	£14.3bn (2023: £14.8bn)	£18.7bn (2023: £20.4bn)

Adjusted operating profit^*	Cost to income^	ROE post tax
£429.0mn (2023: £440.9mn)	52.9% (2023: 52.6%)	17.3% (2023: 14.9%)

What we do

Private client offering

Wealth & Investment
- Wealth management
- Portfolio management
- Fund management
- Stockbroking
- Local and Swiss custody

Private Banking
- Transactional banking
- Lending
- Property Finance
- Private Capital
- Savings
- Foreign exchange
- Life assurance and investment products

Corporate client offering

Corporate and Investment Banking
- Specialised lending
- Import and trade finance
- Treasury and trading solutions
- Institutional equity research, sales and trading
- Advisory
- Debt and Equity Capital Markets
- Fixed income, currency and commodities (FICC)

Target market

Wealth & Investment
- Individuals
- Charities and trusts
- Financial advisers and intermediaries

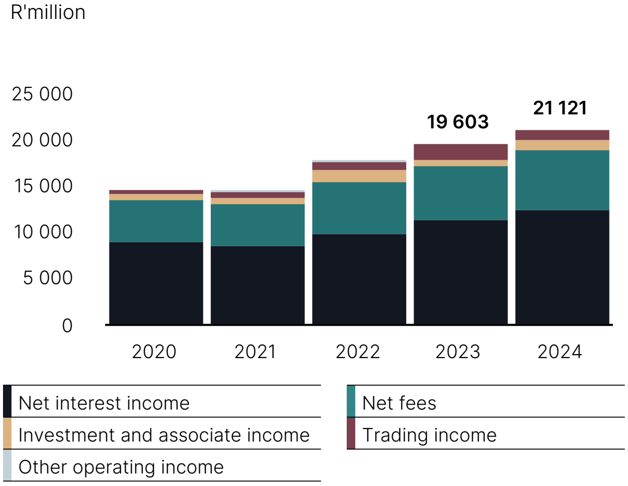
Private Banking
- High net worth individuals
- High-income professionals
- Sophisticated investors
- Life assurance and investment products
- Young professionals across multiple disciplines

Corporate and Investment Banking
- Mid to large size corporates (listed and unlisted)
- Financial advisers and intermediaries
- Government and public sector institutions
- Institutions, including banks and financial services entities

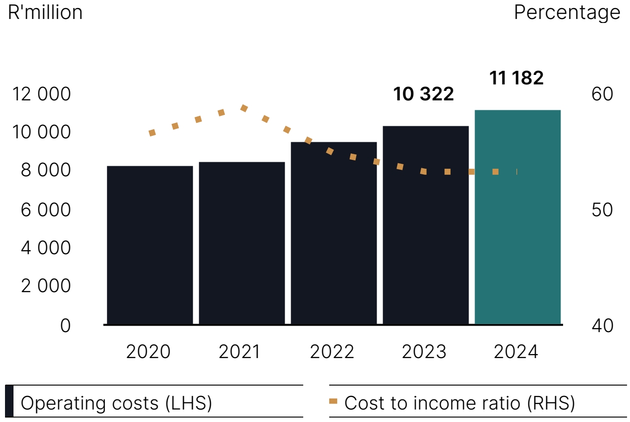
^ This key metric is based on the pro-forma income statements on page 90.
* The decrease in adjusted operating profit is due to a 15.1% depreciation in the average Rand/Pound Sterling exchange rate. On a neutral currency basis, adjusted operating profit increased by 12.8%.

SOUTHERN AFRICA
CONTINUED

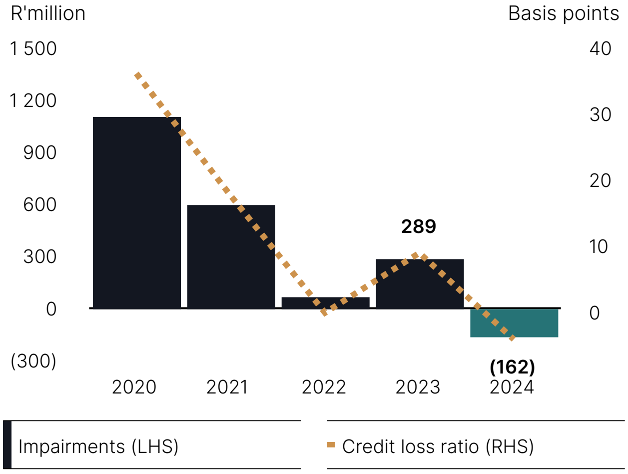
Operating income^



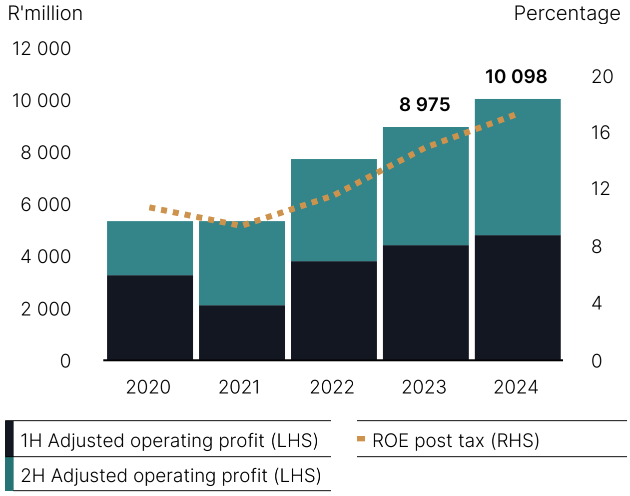
Operating costs^



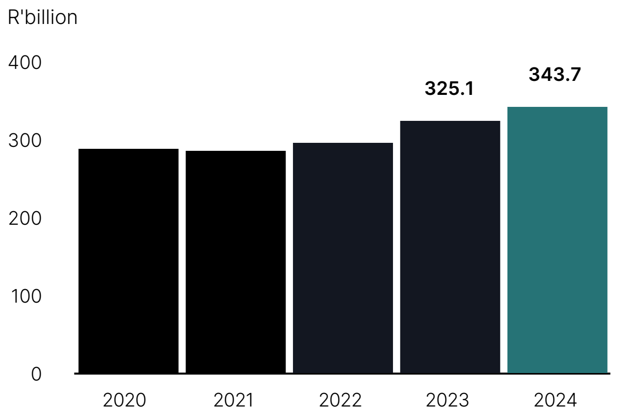
Expected credit losses/impairment losses



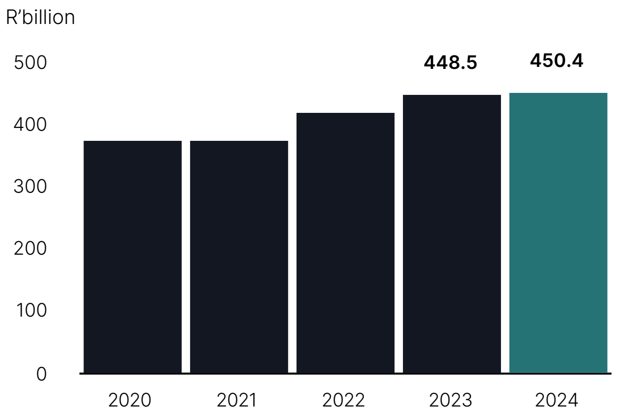
Adjusted operating profit^ and ROE



Net core loans



Total customer deposits



^ The current and prior years have been presented on a pro-forma basis; the pro-forma income statements by geography can be found on page 90.

SPECIALIST BANKING OVERVIEW

Business Head
Richard Wainwright

Awards

The Banker - Bank of the Year Awards 2023

'Bank of the Year' - South Africa

Financial Times of London Global Private Banking Awards 2023

Best Private Bank and Wealth Manager in SA – for the 11th consecutive year

Highlights

Adjusted operating profit
£404.3mn
(2023: £423.8mn)

ROE post tax
19.0%
(2023: 17.0%)

Cost to income
48.4%
(2023: 47.8%)

Credit loss ratio
(0.04)%
(2023: 0.09%)

Performance highlights (in Rands)

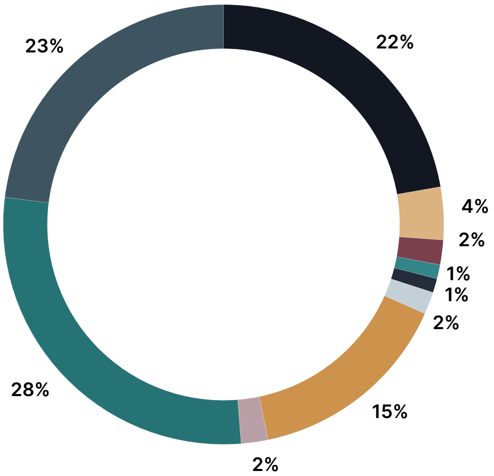
- Adjusted operating profit for the SA specialist bank increased 9.8% (decreased 4.6% in Pounds), driven by strategic growth initiatives and market share gains in core client franchises. Pre-provision adjusted operating profit increased by 4.4%. These results also reflect the effect of the share buy-back and the disposal of the property management businesses
- Revenue grew by 5.7%, as net interest income continued to benefit from higher average interest earning assets and interest rates. The increased client activity and client acquisition led to growth in fee and commission income, however this was partially offset by higher fee and commission expenses
- The cost to income ratio was 48.4% (2023: 47.8%). Operating costs increased 7.2% driven by higher personnel expenses due to inflationary salary increases, higher regulatory costs, and higher variable remuneration in line with performance. Discretionary costs also increased in line with increased business activity
- ECL impairment charges is a net release of R163 million from a R289 million charge in the prior year. The ECL charge was positively impacted by recoveries on previously impaired loans and model driven ECL releases from updated macro-economic scenarios and model recalibration. The credit loss ratio was at a net recovery of 4bps compared to a credit loss ratio of 9bps in the prior year
- Core loans grew by 5.7% to R343.7 billion (31 March 2023: R325.1 billion). Corporate lending portfolios grew by 6.7%, as credit demand increased across our various lending specialisations. Advances to private clients grew 5.6% with strong growth in mortgages partly offset by the effect of muted growth in the income producing real estate book.

Income statement

£'000	**31 March 2024**	31 March 2023	Variance	% change	% change in Rands
Net interest income	530 811	558 886	(28 075)	(5.0%)	9.2%
Net fee and commission income	159 884	180 532	(20 648)	(11.4%)	2.1%
Investment income	36 716	19 574	17 142	87.6%	>100.0%
Share of post-taxation loss of associates and joint venture holdings	156	(33)	189	>100.0%	>100.0%
Trading income arising from					
– customer flow	28 735	81 800	(53 065)	(64.9%)	(59.6%)
– balance sheet management and other trading activities	14 368	713	13 655	>100.0%	>100.0%
Other operating (loss)/income	(231)	(2 455)	2 224	(90.6%)	(86.4%)
Operating income	**770 439**	**839 017**	**(68 578)**	**(8.2%)**	**5.7%**
Expected credit loss impairment (charges)/release	6 932	(14 131)	21 063	>100.0%	(>100.0%)
Operating income after expected credit loss impairment (charges)/release	**777 371**	**824 886**	**(47 515)**	**(5.8%)**	**8.4%**
Operating costs	(372 890)	(400 377)	27 487	(6.9%)	7.2%
Operating profit before goodwill, acquired intangibles and strategic actions	**404 481**	**424 509**	**(20 028)**	**(4.7%)**	**9.6%**
Profit attributable to non-controlling interests	(178)	(752)	574	(76.3%)	(76.5%)
Adjusted operating profit	**404 303**	**423 757**	**(19 454)**	**(4.6%)**	**9.8%**

SPECIALIST BANKING OVERVIEW
CONTINUED

Diversified loan book by risk category: Core loans
March 2024: £14.3 billion



	Mar 24	Mar 23
Corporate and other lending	**32%**	**32%**
Corporate and acquisition finance	22%	23%
Fund finance	4%	4%
Power and infrastructure finance	2%	2%
Asset finance	1%	1%
Aviation finance	2%	1%
Other corporate and financial institutions and governments	1%	1%
Lending collateralised by property	**17%**	**17%**
Commercial real estate	15%	15%
Residential real estate	2%	2%
High net worth and other private client lending	**51%**	**51%**
Mortgages	28%	28%
HNW and specialised lending*	23%	23%

* Of the 23% in HNW and specialised lending, 13.1% (being 57% of 23%) (31 March 2023: 57%) relates to lending collateralised by property which is supported by high net worth clients.

Highlights: Sustainability

- We have invested significant time and effort in addressing the growing significance of sustainable practices, in line with our stakeholders' growing expectations. Consequently, we have elevated our ambition by introducing a comprehensive Sustainable and Transition Finance Classification Framework to serve as a guiding principle for our future business activities, aligning with our commitment to reach net-zero emissions by 2050
- We are currently developing and rigorously testing targets that align with our strategic commitments across all aspects of our business. These targets will be closely aligned with executive key performance indicators (KPIs), showcasing our unwavering commitment to driving sustainable outcomes and ensuring leadership accountability. We aim to finalise and release these targets by the end of 2024, reinforcing our steadfast dedication to achieving our sustainability objectives
- We remain focused in our efforts to enhance the quality and accuracy of our scope 3 financed emissions. While we recognise that this is just the beginning, we acknowledge the need for further progress through active client engagement and advocating for improved data quality and sustainability practices. We remain committed to driving positive change as we continuously seek opportunities to enhance our environmental impact and promote sustainable practices within our industry
- Our Sustainable Solutions team within the Private Bank provides bespoke solutions - including lending products and access to credible partners - to improve business resilience and ensure the uninterrupted supply of energy and water.

Highlights: Belonging, Inclusion and Diversity (BID)

- Our diversity and inclusion framework aims to foster a sense of belonging for all our people. We are dedicated to making Investec a place where it is 'easy to be me'. To support this we continue to build and support our BID networks, the Pride (LGBTQIA+) network, Young Minds and the Employment Equity forum
- Investec places a high value on diversity in its ongoing succession planning. By actively seeking out individuals from diverse backgrounds, we aim to create a more inclusive and equitable environment for all employees. This commitment not only fosters a sense of belonging within the organisation but also ensures that diverse viewpoints and ideas are brought to the table during decision-making processes. We believe that embracing diversity in succession planning leads to stronger leadership teams, and improved overall performance
- Our 'Lessons from History' programme delves into significant moments in our history that have shaped the foundation of our 30-year-old democracy and Constitution. It also explores the current significance of living in South African communities and being a citizen of Investec
- Our reverse mentorship programme provides learning through cross-generational relationships and cultivates leadership whilst exploring how different generations approach their work
- We sponsored 10 employees under the age of 35 to attend the One Young World Summit, the world's premier global forum for youth leadership, convening young leaders from 190+ countries. The summit is a chance for the individuals who are responsible for shaping the future of our world, to come together to confront humanity's biggest challenges.

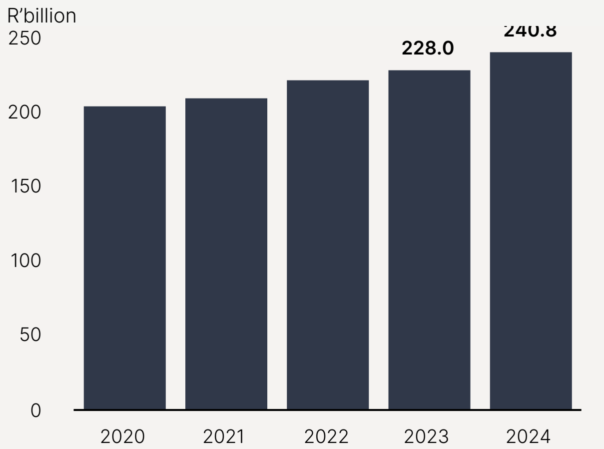
PRIVATE BANKING

We believe in forming long-term partnerships with our clients, ensuring that each client experience is personal and Out of the Ordinary. We pride ourselves on going above and beyond when it comes to service. Through our digital channels, our 24/7 global Client Support Centre and our specialist private bankers, we set the private banking benchmark on service. Catering to a truly global citizen requires a full suite of banking and investment services both locally and internationally. Through our One Place™ offering we allow clients to easily create, protect and preserve wealth across our international geographies.

Performance highlights

- Private Banking adjusted operating profit decreased by 5.3% to R3 485 million (2023: R3 677 million)
- Point of sale (POS) client activity increased 13.0% from the prior year, driven by client acquisition and growth in client transactional activity
- Our evolving client acquisition strategy continues to underpin the growth in the number of active clients, which surpassed 100k in the period under review.

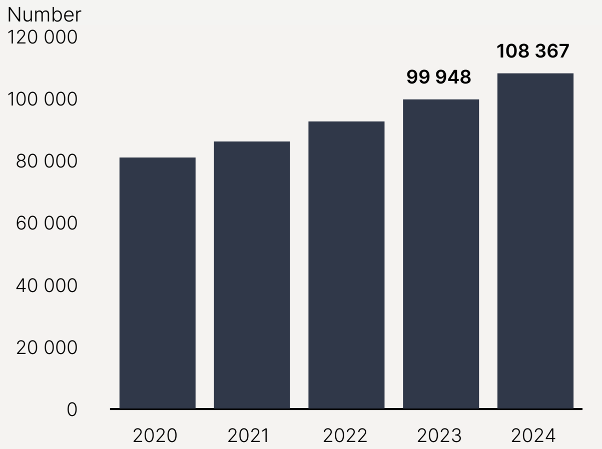
Loans and advances to customers*



Increased lending balances:

- Loan book grew 5.6% since 31 March 2023
- Lending turnover grew 10.3% relative to prior year. This was primarily driven by strong turnover growth in commercial property as well as low single-digit turnover growth in residential mortgages and instalment sales
- Repayment rates remained low relative to history in the income producing real estate portfolio given the high interest rate and challenging economic environment.

Core client acquisition



Continued focus on client acquisition:

- Our core client base increased 8.4% since 31 March 2023
- Strong growth in new accounts underscoring our increased focus on client acquisition and deeper entrenchment.

* Including own originated securitised assets, net of impairments and deferred fees.

Awards:

Financial Times of London Global Private Banking Awards 2023

Best Private Bank and Wealth manager in Africa for Philanthropy Services - for the second consecutive year

Best Branding in Private Banking (Africa)

Financial Times of London Global Private Banking Awards 2022

Best Private Bank and Wealth Manager for technology use in Africa

Intellidex Top Private Banks & Wealth Managers South Africa 2023

People's Choice Private Banking

Euromoney Global Private Banking Awards 2023

South Africa's Best Private Bank for Digital

PWM Wealth Tech Awards

Best Private Bank for Use of Technology in Africa

PRIVATE BANKING
CONTINUED

Strategy execution

Continued focus on acquisition and entrenchment: Ensuring we continue to bring an integrated offering to our clients both locally and internationally

- We are expanding our HNW private client franchise through strategic collaborations across specialisations to target clients. We continue to enhance coordination and integration of our strategies across our Private Bank and Wealth businesses. We provide our clients with a seamless experience, offering a comprehensive suite of banking and investment services
- We have expanded our footprint within key urban and other areas to further attract potential private clients
- Banking's primary focus remains centered around growth and our service offering, with emphasis on acquisition, entrenchment and operational efficiencies
  - Client acquisition remains a key priority for the business, supported by a multi-channel approach, innovative initiatives and active client engagement, with a focus to new and emerging professionals
  - Traditional client segments remain a source for growth, with a renewed focus and engagement to build and evolve tailored segment strategies with specific focus on the commerce and entrepreneur segments
  - Ongoing penetration for Investec Life and My Investments products into our client base
- Structured Property Finance delivers tailored debt, equity and participation solutions, both locally and internationally, to our niche property clients, leveraging our deep expertise and exceptional service offering. We are acquiring new clients and deepening current relationships.

Income statement analysis and key income drivers

£'000	31 March 2024	31 March 2023	Variance	% change	% change in Rands
Net interest income	259 378	299 154	(39 776)	(13.3%)	(0.4%)
Net fee and commission income	45 048	52 283	(7 235)	(13.8%)	(0.7%)
Investment income	9 127	15 000	(5 873)	(39.2%)	(30.3%)
Share of post-taxation loss of associates and joint venture holdings	113	(158)	271	>100.0%	>100.0%
Trading income/(loss) arising from					
– customer flow	—	—	—	—%	—%
– balance sheet management and other trading activities	(149)	50	(199)	>100.0%	(>100.0%)
Other operating income	4	6	(2)	(33.3%)	—%
Operating income	**313 521**	**366 335**	**(52 814)**	**(14.4%)**	**(1.7%)**
Expected credit loss impairment releases/(charges)	2 471	(11 333)	13 804	>100.0%	(>100.0%)
Operating income after expected credit loss impairment charges	**315 992**	**355 002**	**(39 010)**	**(11.0%)**	**2.4%**
Operating costs	(167 837)	(175 386)	7 549	(4.3%)	10.3%
Adjusted operating profit	**148 155**	**179 616**	**(31 461)**	**(17.5%)**	**(5.3%)**
Key income drivers					
ROE post-tax	19.0%	20.0%			
Cost to income ratio	53.5%	47.9%			
Growth in loans and advances to customers in Rands	5.6%	2.6%			
Growth in risk weighted assets in Rands (period on period)	7.0%	(23.2%)			

Overview of financial performance (in Rands)

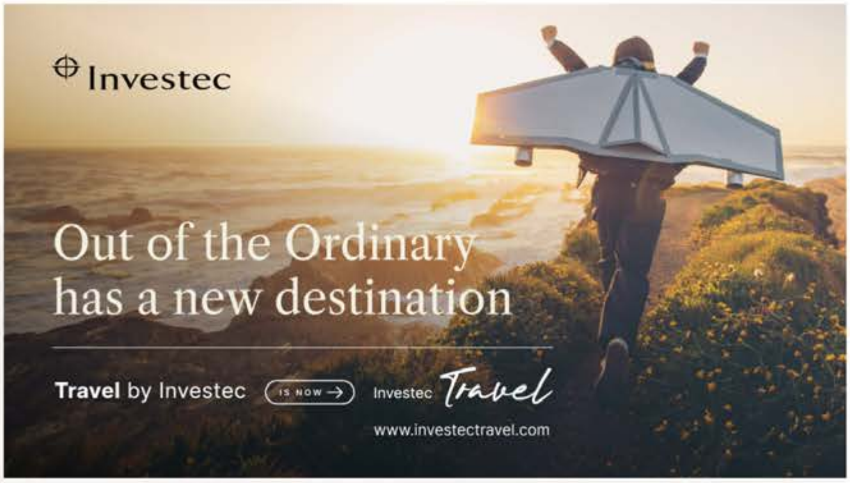
- Net interest income was 0.4% lower in the current year, mainly driven by lower year on year benefit from rising interest rate. This was partially offset by interest income earned from higher average lending books.
- Net fee and commission income decreased by 0.7% year on year primarily due to lower lending fees and non-repeat of higher upfront fees in the prior period. Higher fees from increased transactional activity was offset by increased associated costs
- Investment income decreased 30.3% due to lower profit share and dividends as well as lower fair value adjustments in the current year
- ECL impairments decreased from a charge of R247 million to a release of R55 million, driven by significant recoveries on previously impaired loans, the in-model releases on portfolio impairments and post-model management overlay releases which were partly offset by additional specific ECL impairment charges. Refer to page 124 for further information on the Group's asset quality
- Operating costs increased 10.3% due to annual salary increases, higher headcount to support growth and inflationary increase in expenses. The cost to income ratio was 53.5% (2023: 47.9%).

PRIVATE BANKING
CONTINUED

Looking ahead

- We are building frictionless client journeys and evolving our Private Banking platform to grow, protect and connect clients. By leveraging our deep client relationships, insights and expertise, we are laying the foundation for an integrated ecosystem
- We remain committed to ambitiously grow our client base within our risk appetite, leveraging off our distinctive offering that enables our clients to manage their banking and investments both locally and in the UK, all in One Place™
- We are investing in our digital and technology platforms to enhance client experiences and introduce new capabilities.

Investec Travel



Our travel offering has undergone exciting changes. Travel by Investec is now Investec Travel. Whether clients prefer a hands-on bespoke booking experience or the convenience of booking online, they are still able to redeem Rewards points towards the cost of their travel and access our 24/7 emergency assistance. To complement our team of travel specialists, we have partnered with reputable and trusted travel suppliers to give our clients peace of mind and a consistent high level of service throughout their travel experience. These changes and improvements are part of our lifestyle enablement and entrenchment strategy which reflects our commitment to providing an Out of the Ordinary experience to our Private Banking clients.

In addition to our current benefits, new features are as follows:

Online booking platform for hotels

In addition to our enhanced flights and car rentals online booking platforms, we have expanded our offering to include hotels which makes it quicker than ever to book the perfect place to stay. Clients will have access to competitive pricing for over 900 000 properties worldwide, paid for in ZAR.

Embedding of Investec Travel within Online Banking and Investec App

Clients can connect to Investec Travel within Investec Online and the Private Client banking app. This enables pre-population of client information into forms when booking flights and car rentals. Additionally, clients can view the rand value of their Rewards points.

Signature Journeys

Our new Signature Journey itineraries will take our clients on Out of the Ordinary adventures to exotic locations. We have launched with four unforgettable journeys, and plan to expand our library over time.

Partner programme

We have partnered with leading international and local providers such as Airlink, Virgin Atlantic, United Airlines, World Leisure Holidays and Beachcomber Tours to bring clients exclusive deals, special benefits, and Investec extras, where applicable.

Express Lane for easy car rental collection

Clients can sign up for the 'Express Lane' service, select the rate during booking, and arrive at the car rental agency to collect the keys without any paperwork or queues.

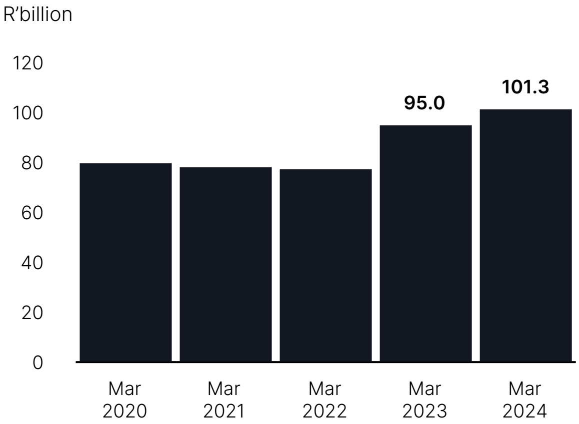
CORPORATE, INVESTMENT BANKING AND OTHER

Our Corporate and Investment Banking businesses have leading franchises across South Africa's corporates, SOEs, public sector bodies, institutions and intermediaries. Our broad and international offering of financing, advice and structuring and treasury services is built on enduring relationships, deep specialisations and collaboration between teams. This pillar comprises: Corporate and Institutional Banking, Investec for Business, Investment Banking, Investec Property, Investec Life and certain centrally managed activities.

Performance highlights:

- Adjusted operating profit increased 20.9% to R6 031 million (2023: R4 989 million) driven by high client activity levels across our franchises and continued market share gains in selected niches
- Revenue increased by 11.4%, benefitting from increased activity levels across the business, higher average lending books and the endowment effect from the higher interest rate environment. The strong revenue performance was broad based across lending related activities
- Pre-provision adjusted operating profit increased by 17.8% as revenue grew well ahead of operating costs, reflecting ongoing strategic execution.

Loans and advances to customers*



* Net of impairments and deferred fees.

Lending activity:

- The corporate loan book increased by 6.7% to R101.3 billion
- Growth in the lending book was broad based across our specialist lending areas, in particular Energy & Infrastructure and Aviation Finance
- The strong lending turnover was against elevated repayment rates relative to historical experience
- Our lending in the rest of Africa increased by 10.4% year to date to USD578 million from USD529 million in March 2023.

Growth initiatives:

12 729
31 March 2023: 10 291
Total policies issued to date – Investec Life

2 230
31 March 2023: 1 690
Business Transactional Banking clients

2 533
31 March 2023: 1 961
Number of clients on Investec Business Online

Awards won in the past year:

Airfinance Journal Awards 2022:
Revolving credit facility deal of the year:
Investec Aviation Finance and ACIA Aero Leasing

The Digital Banker Global SME Banking Innovation Awards 2024
Outstanding SME Trade Finance Solution Award

Dealmakers' Awards 2024
First by Deal Flow Investment Advisers (General Corporate Finance)
First by Deal Value JSE Sponsors (General Corporate Finance)
Second by Deal Flow JSE Sponsors (General Corporate Finance)

CORPORATE, INVESTMENT BANKING AND OTHER
CONTINUED

Income statement analysis and key income drivers

£'000	31 March 2024	31 March 2023	Variance	% change	% change in Rands
Net interest income	271 433	259 732	11 701	4.5%	20.4%
Net fee and commission income	114 836	128 249	(13 413)	(10.5%)	3.3%
Investment income/(loss)	27 589	4 574	23 015	>100.0%	>100.0%
Share of post-taxation profit/(loss) of associates and joint venture holdings	43	125	(82)	(65.6%)	(50.0%)
Trading income/(loss) arising from					
– customer flow	28 735	81 800	(53 065)	(64.9%)	(59.6%)
– balance sheet management and other trading activities	14 517	663	13 854	>100.0%	>100.0%
Other operating (loss)/income	(235)	(2 461)	2 226	(90.5%)	(86.4%)
Operating income	**456 918**	**472 682**	**(15 764)**	**(3.3%)**	**11.4%**
Expected credit loss impairment releases/(charges)	4 461	(2 798)	7 259	>100.0%	>100.0%
Operating income after expected credit loss impairment charges	**461 379**	**469 884**	**(8 505)**	**(1.8%)**	**13.0%**
Operating costs	(205 053)	(224 991)	19 938	(8.9%)	4.8%
Operating profit before goodwill, acquired intangibles and strategic actions	**256 326**	**244 893**	**11 433**	**4.7%**	**20.6%**
Profit attributable to non-controlling interests	(178)	(752)	574	>100.0%	>100.0%
Adjusted operating profit	**256 148**	**244 141**	**12 007**	**4.9%**	**17.5%**
Key income drivers					
ROE post-tax	18.9%	14.8%			
Cost to income ratio	44.9%	47.7%			
Growth in loans and advances to customers in Rands (period on period)	6.7%	30.3%			
Growth in risk weighted assets in Rands (period on period)	3.7%	3.6%			

Other financial factors driving the performance under review (in Rands) included:

- Net interest income increased 20.4%, driven by higher average interest earning assets, particularly lending books as demand for corporate credit remained strong, and endowment effects from higher interest rates. This was partly offset by effect of the foregone interest income on funds used to execute the Group's c.R6.8 billion share buy-back
- Net fees and commission income was 3.3% ahead of the prior year driven by increased volumes in structured products, higher forex commissions and growth in trade finance. These were partly offset by the lost fees due to disposal of the property management companies to Burstone
- Investment income growth benefitted from higher profit share participation and dividends received
- Trading income from customer flow declined due to lower trading activity. Income from balance sheet management and other trading activities increased due to a reduction in losses from mark-to-market (MTM) movements associated with managing fixed deposit interest rate risk. Recognition of these MTM movements is temporary and reverses over the life of fixed deposits
- Expected credit loss impairment charges was a release of R107 million compared to a charge of R42 million in the prior year due to significant recoveries from previously impaired loans as well as in-model releases on portfolio impairments. This was partly offset by additional specific impairment charges taken in the current year. Refer to page 124 for further information on the Group's asset quality
- Operating costs increased 4.8% due to continued investment in people, premises and technology to support growth. Variable remuneration grew in line with improved performance. The cost to income ratio improved to 44.9% (2023: 47.7%).

CORPORATE, INVESTMENT BANKING AND OTHER
CONTINUED

Strategy execution

Corporate and Institutional Banking

- Key client franchises are well established and performing well in a challenging environment, focused on improving our client value proposition
- Trading areas continue to operate in volatile market conditions where interest rates remain elevated. Trade volumes in equity markets continue to trend lower. We remain risk conscious and act with discipline
- Corporate Treasury and Balance Sheet Management activities benefit from growth in retail funding, the elevated interest rate environment and improved client activity
- Specialised lending areas experienced strong asset growth, emphasising client growth and market positioning. The Energy and Infrastructure area continues to deliver commendable results
- The Structured Products franchise, with a book size of c.R37 billion, is a market leader, continuing to grow assets under management through its various product offerings
- Our Business Transactional Banking platform shows significant growth in operational deposits and increased client activity, representing a strategic growth opportunity
- Streamlining client processes and utilising data strategically to improve deal execution speed and enhance the client experience
- We maintain discipline in cost management and capital allocation.

Investment Banking

- Investment Banking remains focused on targeted themes, sectors and clients, to build lasting partnerships in a competitive and dynamic market
- In addition to the domestic South African business, our operations in the UK, Continental Europe (through Investec Capitalmind), India, and our network alliances in Australia and the United States, provide a unique and differentiated offering for clients through our international reach, sector expertise and world-class execution capability
- Our advisory business maintained a market leading position with strong activity levels in a challenging market characterised by muted levels of activity
- Primary and secondary equity capital markets activity remained subdued in the current period. Our dedicated international equity sales and distribution in the US and UK for South African corporates continues to differentiate our equity capital markets capability from our peers. Activity levels within the market context and market positioning remains robust
- Whilst lending activities resulted in book growth, the large corporate market and financial sponsors market has proved highly competitive and well serviced. Focus on targeted sectors and clients has resulted in sustained market positioning with existing clients.

Investec for Business

- We are positioned to grow our share of the SA business lending market through our high touch differentiated lending offerings
- Amidst tough trading conditions we are steadily driving new client acquisition and entrenching existing client relationships
- With the inherent flexibility in our core products and our proactive management of risk we have already adapted our offerings in response to the market and have leveraged existing capabilities and digitalisation to help drive internal efficiencies to improve the client experience.

Looking ahead

Corporate and Institutional Banking

- Our objective is to increase revenue and risk adjusted returns by following these opportunities:
  - We prioritise ESG in our lending activities and are actively positioned to participate across the following key ESG themes:
    - Growth in the Energy and Infrastructure sectors, underpinned by the opportunity arising from the disruption in energy supply and transition to renewable energy as well as bottlenecks in the logistics sector
    - Sovereign lending for the development of social infrastructure, backed by Export Credit Agencies (ECAs)
    - Enhance our trade finance capability to support our clients' growth aspirations in the rest of Africa
  - Deepen and grow our business transactional banking offering, as part of the mid-market corporate proposition
  - Expand investment options within our Fund Initiatives cluster
- We remain committed to investing in our digital platforms and delivering improved client experiences.

Investment Banking

- In the uncertain outlook, activity and opportunities persist across our investment banking client base. We see growth opportunities in sectors where clients with strong strategic and financial positions seek to capitalise on the market volatility
- In line with our risk-based approach, we anticipate growth in both our financing book and restructuring advisory services amid increased levels of market volatility
- The deployment of equity capital in support of client-led transactions is developing and will deliver value over the medium term.

Investec for Business

- Market opportunities present, with the dynamic nature of our lending offering enabling us to readily respond and adapt to the changing needs of our clients, ensuring our relevance and the ability to grow alongside emerging themes
- We continue to target above-market book growth with a focus on client acquisition and retention strategies as well as investment in product platforms to enable a tailored client experience.

WEALTH & INVESTMENT

Business Head
Joubert Hay

Awards

Ranked #1 by Financial Times of London:

'Best Private Bank and Wealth Manager in SA' for 11 consecutive years (2013 to 2023)

'Best Private Bank and Wealth Manager in Africa for Philanthropy Services' (2022, 2023)

'Best Branding in Private Banking and Wealth Management (Africa)' (2023)

Raging Bull Awards 2024:

Best South African Equity General Fund – Straight Performance for over three years

Best South African Equity General Fund Risk-Adjusted Performance over five years

Citywire:

Best Fund Manager - Equity for the 2nd consecutive year (2022, 2023)

Wealth & Investment (W&I) manages the wealth of high net worth individuals and families in SA, as well as charities and trusts.

Our award-winning fund range offers investors access to a spectrum of local and international investment opportunities supported by the depth of our investment process.

Our international investment management capabilities have sustainability at their core and extend across asset classes and funds.

This, together with our global and holistic approach to wealth management, enables our clients to navigate the complexities of being global citizens aligned to achieving their wealth and investment management goals.

Performance highlights

- Adjusted operating profit grew by 12.7% to £37.0 million (2023: £32.8 million) in a challenging operating environment
- The business reported a 5.5% increase in total FUM to £20.9 billion (2023: £19.8 billion) driven by discretionary and annuity net inflows of £704.3 million partly offset by the net impact from foreign currency translation losses. Non-discretionary FUM reported net outflows of £290.6 million in the current period
- Client retention and acquisition remained strong in a competitive market environment.

Funds under management

Total - £'million	31 March 2024	31 March 2023	% change
South Africa	**18 792**	**18 155**	**3.5%**
Discretionary	11 662	10 151	14.9 %
Non-discretionary	7 130	8 004	(10.9%)
Switzerland	**2 130**	**1 675**	**27.2 %**
Discretionary	855	553	54.6 %
Non-discretionary	1 275	1 122	13.6%
Total	**20 922**	**19 830**	**5.5%**

South Africa - R'million	31 March 2024	31 March 2023	% change
Discretionary and annuity assets*	279 422	222 741	25.4 %
Non-discretionary	170 851	175 630	(2.7%)
Total	**450 273**	**398 371**	**13.0 %**

* Following the combination between IW&I UK and Rathbones, discretionary FUM of £521.7 million (c. R12.5 billion) which was previously reported in IW&I UK has been included in South Africa and £139.5 million has been included in Switzerland.

Net flows over the period

Total - £'million	31 March 2024	31 March 2023	% change
South Africa	**264**	**(231)**	**>100.0%**
Discretionary	623	289	>100.0%
Non-discretionary	(359)	(520)	(31.1%)
Switzerland	**149**	**77**	**93.5 %**
Discretionary	81	28	>100.0%
Non-discretionary	68	49	38.8%
Total	**413**	**(154)**	**>100.0%**

South Africa - R'million	31 March 2024	31 March 2023	% change
Discretionary and annuity assets	14 663	5 910	>100.0%
Non-discretionary	(8 444)	(10 643)	(20.7%)
Total	**6 219**	**(4 733)**	**>100.0%**

WEALTH & INVESTMENT
CONTINUED

FUM variance drivers since 31 March 2023

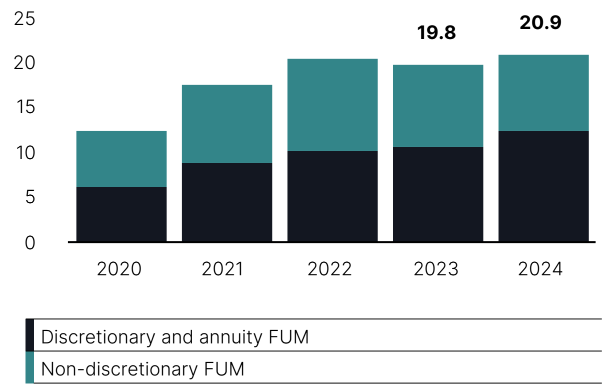
Growth in discretionary and annuity assets of 16.9% is largely driven by:

- Flows into our local and offshore offerings
- The inclusion of £905.6 million FUM which was previously reported in IW&I UK
- Positive market movement
- Offset by the impact from negative foreign currency translation losses

Net outflows in non-discretionary FUM.

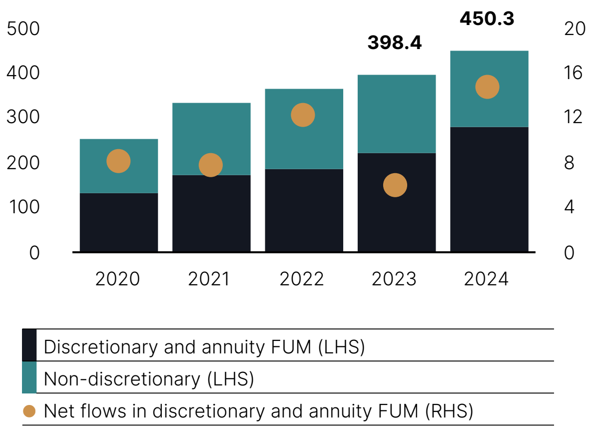
Total - Funds under management

£'billion



Funds under management and net flows - South Africa

R'billion



Income statement analysis

£'000	31 March 2024	30 March 2023	Variance	% change	% change in Rands
Net interest income	13 902	10 172	3 730	36.7%	
Net fee and commission income	107 721	108 063	(342)	(0.3%)	
Investment income	871	382	489	>100.0%	
Trading income arising from					
– customer flow	1 917	1 196	721	60.3%	
– balance sheet management and other trading activities	(633)	399	(1 032)	(>100.0%)	
Other operating income/(loss)	42	(38)	80	>100.0%	
Operating income	**123 820**	**120 174**	**3 646**	**3.0%**	
Of which: South Africa	105 864	105 926	(62)	(0.1%)	14.8%
Of which: Switzerland	17 956	14 248	3 708	26.0%	
Expected credit loss impairment charges	5	(3)	8	(>100.0%)	
Operating income after expected credit loss impairment charges	**123 825**	**120 171**	**3 654**	**3.0%**	
Operating costs	(86 852)	(87 372)	520	(0.6%)	
Of which: South Africa	(72 675)	(73 090)	415	(0.6%)	14.1%
Of which: Switzerland	(14 177)	(14 282)	105	(0.7%)	
Adjusted operating profit	**36 973**	**32 799**	**4 174**	**12.7%**	
Of which: South Africa	33 189	32 832	357	1.1%	16.5%
Of which: Switzerland	3 784	(33)	3 817	>100.0%	
Key ratios					
Operating margin	29.9%	27.3%			
Of which: South Africa	31.4%	31.0%			
Net organic growth in discretionary and annuity FUM as a % of opening FUM	6.6%	3.1%			
Average income yield earned on discretionary and annuity FUM* - South Africa	0.86%	0.88%			

* The average income yield earned on discretionary and annuity FUM represents the operating income earned on discretionary and annuity FUM for the year, as a percentage of the average of opening and closing discretionary and annuity FUM.

WEALTH & INVESTMENT
CONTINUED

Other factors driving the performance under review included:

- Revenue in South Africa grew by 14.8% in Rands (decrease of 0.1% in Pounds) underpinned by inflows into our local and offshore discretionary and annuity portfolios in the current and prior year, supported by foreign translation gains on USD-denominated revenue. Non-discretionary brokerage revenue decreased in the current year due to lower trading volumes
- Revenue in Switzerland grew by 26.0% in Pounds largely due to elevated interest rates
- Operating costs in South Africa increased 14.1% in Rands (decreased 0.6% in Pounds), driven by investment in people for growth, higher technology spend, FX related increases in foreign currency denominated expenses, and higher variable remuneration in line with performance
- The business achieved an operating margin of 29.9% (2023: 27.3%).

Highlights: Sustainability

- The Investec Global Sustainable Equity fund has continued to grow. The fund received the prestigious '5 globes' sustainability rating from Morningstar, placing it in the top 10% of its peer group in terms of its effective ESG risk management
- We have partnered with an industry expert in responsible investing to upskill our investment management team, to advance our ESG integration and stewardship capabilities
- Representatives from our investment management team attended the UN Principles for Responsible Investment (PRI) conference in Japan in October 2023 with others completing the pilot programme of the CFA UK Certificate in Impact Investing
- We submitted our annual PRI report for the year ended 31 March 2023. The 2024 submission will take place by July 2024
- We are focusing on advancing our capabilities to comply with Sustainable Finance Disclosure Regulation (SFDR) requirements as part of re-domiciling our Protected Cell Company (PCC) funds to UCITS for future growth
- We initiated a Sustainable Finance Community across divisions in SA to enable learning, sharing of insights across business areas and to support the active community of colleagues across the spectrum of sustainable finance.

Strategy execution

- Focus on our three centers of excellence: 1) Wealth Management, 2) Investment Management and 3) Investment Platform, enabling our international growth objectives
- We continue to enhance our distinctive One Place™ offering to provide seamless local and international banking and wealth management through an integrated private client proposition - utilising our Swiss platform and the Group's international capabilities
- Our comprehensive award-winning local and international investment offering, and globally integrated investment process continue to produce robust performance for our clients
- Alignment with Rathbones regarding the continuation of services for W&I clients.
- Providing our clients access to alternative investment opportunities continues. We have successfully raised assets for the Investec Private Markets opportunity
- Establishing a team within W&I to focus on the 'up to R10 million investible assets' client segment in partnership with Private Bank and Investec Life
- Distribution of R63.5 million from our private client charitable trusts across the Education, Healthcare, Social Justice and Welfare & Humanitarian sectors and a focus on creating impact through partnerships and client participation
- Increased focus on people across learning and development and fostering a stronger sense of belonging and inclusion.

Looking ahead

- Embedding the Investec Group's purpose and revised values within our business and to clients through our core business activities and through our Philanthropic capabilities
- Driving national acquisition strategies and delivering on objectives aligned to our private client proposition with Investec Bank
- Pursuing strategic growth initiatives in Switzerland and continued integration within SA
- Enhancing our multi-currency, multi-asset class investment platform and focusing on automation across the business to drive business efficiencies
- Implementing a distribution agreement within Latin America to enable the distribution of our investment offering
- Evolving our wealth management philosophy to connect clients' values and goals to their investment solutions as well as refining our international ultra high net worth (UHNW) value proposition.

GROUP INVESTMENTS

We have separated these assets from our core banking activities in order to make a more meaningful assessment of the underlying performance and value of the franchise businesses, and at the same time provide transparency of the standalone values of the assets classified as Group Investments.

Bud Group Holdings Proprietary Limited	Burstone Group Limited	Other unlisted investments
36.4% shareholding	**24.3% shareholding**	

Ninety One DLC (Ninety One)

In the South African Group Investment portfolio, Investec Limited no longer holds any shareholding in Ninety One (formerly Investec Asset Management).

In the prior year, at a DLC Group level, Investec held a 25% shareholding in Ninety One (of which c.15% was held in Investec plc – refer to page 102). Effective 30 May 2022, the Group successfully distributed a 15% holding in Ninety One, retaining a c.10% shareholding entirely held by Investec plc. Investec accounted for its combined 25% investment in Ninety One by applying equity accounting until 30 May 2022. As of 1 June 2022 the c.10% holding held by Investec plc is now accounted for as an investment held at fair value through other comprehensive income as reflected on page 102.

Bud Group Holdings Proprietary Limited (Bud Group)

Bud Group Holdings (previously Investec Equity Partners (IEP)) is an investment holding company that was born out of the Investec Private Equity portfolio, which was sold to IEP in 2016. Investec Limited (Investec) retained an interest in IEP as a shareholder. IEP has a wholly-owned subsidiary, being Bud Group Proprietary Limited.

Bud Group shareholders approved and implemented a restructure in order to facilitate an exit by certain IEP shareholders, including Investec, by way of a share buy-back. The restructure entailed the transfer of certain assets, including an interest in Assupol, a company in the financial services industry, to a Newco (of which Investec has a c.59% economic interest), to facilitate the orderly disposal of those assets.

As a result of the restructure, c.R529m cash proceeds were received by Investec during the reporting period. A material portion of Newco's assets are subject to sales processes, some of which are well advanced. In this respect, Assupol and Sanlam Life Insurance Limited (Sanlam) have announced the proposed disposal of Assupol to Sanlam, which transaction is subject to regulatory approval. Investec's share of Assupol proceeds is estimated to be c.1.75 billion (c.£73 million) (subject to an agreed price adjustment based on the transaction closing date).

Investec ceased equity accounting for its 47.4% stake in Bud Group Holdings on 30 November 2022 and the investment is accounted for at fair value through profit and loss with a value of £179.6 million (R4.3 billion) at 31 March 2024.

Burstone Group Limited (Burstone)

Burstone (previously Investec Property Fund (IPF)) is a fully integrated international real estate business listed on the JSE since 2011. It has a strong management track record of more than 30 years operating in both South African and international markets.

In March 2023, Burstone concluded an agreement for the internalisation of its asset management business across South Africa and Europe, which were previously undertaken by Investec Limited. The transaction was approved by shareholders on 17 May 2023 and finalised in July 2023.

Investec has a 24.3% shareholding in Burstone and had previously consolidated the Fund with a net asset value of £593 million (R13 billion) at 31 March 2023. Subsequent to the disposal of the management companies, Investec's shareholding is now held as an investment at fair value through profit and loss with a fair value of £61.5 million (R1.5 billion).

Other unlisted investments

Investec holds certain other historical unlisted equity investments to the value of £25.9 million (R622 million).

GROUP INVESTMENTS
CONTINUED

Portfolio breakdown and ROE

31 March 2024	Asset analysis £'000	Income analysis £'000	Asset analysis R'million	Income analysis R'million
The Bud Group Holdings	179 605	6 243	4 303	138
Other unlisted investments^	25 947	(2 314)	622	(43)
Burstone Group Limited*	61 482	7 559	1 473	177
Total exposures on balance sheet	**267 034**	**11 488**	**6 398**	**272**
Debt funded	81 143	(8 845)	1 944	(209)
Equity	185 891		4 454	
Total capital resources and funding	**267 034**		**6 398**	
Adjusted operating profit		**2 643**		**63**
Taxation		(1 035)		(24)
Operating profit after taxation		**1 608**		**39**
Risk weighted assets	**677 536**		**16 233**	
Ordinary shareholders' equity held on investment portfolio – 31 March 2024	185 891		4 454	
Ordinary shareholders' equity held on investment portfolio – 31 March 2023	252 123		5 532	
Average ordinary shareholders' equity held on investment portfolio – 31 March 2024	219 007		4 993	
Post-tax return on adjusted average ordinary shareholders' equity 31 March 2024		**0.7%**		

31 March 2023	Asset analysis £'000	Income analysis £'000	Asset analysis R'million	Income analysis R'million
Ninety One Limited	—	3 185	—	63
The Bud Group Holdings	213 412	8 004	4 683	140
Other unlisted investments^	30 890	166	678	4
Burstone Group Limited**	141 061	50	3 090	(16)
Total exposures on balance sheet	**385 363**	**11 405**	**8 451**	**191**
Debt funded	133 240	(11 728)	2 919	(240)
Equity	252 123		5 532	
Total capital resources and funding	**385 363**		**8 451**	
Adjusted operating profit		**(323)**		**(49)**
Taxation		(945)		(18)
Operating profit after taxation		**(1 268)**		**(67)**
Risk weighted assets	**1 794 033**		**39 367**	
Ordinary shareholders' equity held on investment portfolio – 31 March 2023	252 123		5 532	
Ordinary shareholders' equity held on investment portfolio – 31 March 2022	338 691		6 514	
Average ordinary shareholders' equity held on investment portfolio – 31 March 2023	295 407		6 023	
Post-tax return on adjusted average ordinary shareholders' equity 31 March 2023		**(0.4%)**		

^ Does not include equity investments residing in our corporate and private client businesses.
* The Group's investment holding of 24.3% in the Burstone Group Limited at market value at 31 March 2024.
** The Group's investment holding of 24.3% in the Burstone Group Limited at net asset value at 31 March 2023.

GROUP INVESTMENTS
CONTINUED

Income statement analysis

£'000	31 March 2024	31 March 2023	Variance	% change	% change in Rands
Net interest expense	(8 607)	(10 601)	1 994	18.8%	3.8%
Net fee and commission expense	(3)	—	(3)	(>100.0%)	(>100.0%)
Investment income	11 487	(8 818)	20 305	(230.3%)	(>100.0%)
Share of post-taxation profit of associates and joint venture holdings	—	20 223	(20 223)	(100.0%)	(100.0%)
Operating income	**2 877**	**804**	**2 073**	**(>100.0%)**	**(>100.0%)**
Operating costs	(234)	(1 127)	893	—%	—%
Adjusted operating (loss)/ profit	**2 643**	**(323)**	**2 966**	**(>100.0%)**	**(>100.0%)**
ROE post-tax	0.7%	(0.4%)			

Factors driving the performance in the period under review

- Investment income mainly reflects earnings from the Group's investment in Burstone as well as a revaluation of The Bud Group Holdings, both of which have been accounted for as an investment held at fair value through profit or loss
- Share of post-taxation profit of associates and joint venture holdings has been reduced to zero due to the distribution of Ninety One and derecognition of The Bud Group Holdings as an associate investment in the prior period.

Investec has always been a values-driven organisation and we remain dedicated to our core purpose of creating enduring worth

Risk disclosures

Our risk management culture ensures we are *locally responsive* yet *globally aware*. This section contains our risk disclosures.

IN THIS SECTION

MACRO-ECONOMIC SCENARIOS AND KEY JUDGEMENTS

Macro-economic scenarios

UK and Other

For Investec plc, four macro-economic scenarios are used in the measurement of ECL. These scenarios incorporate a base case, an upside case and two downside cases. The table below shows the key factors that form part of the UK and Other macro-economic scenarios and their relative applied weightings as well as annual averages of economic factors for the base case over a five-year period based on the economic forecasts in place as at 31 March 2024.

Taking into account the current macro-economic environment, adjustments have been made to the composition of the downside scenarios. The previous downside 1 – inflation scenario, capturing the risk of persistent inflation and high policy interest rates, has been retained but updated. The downside 2- global shock has been replaced with the downside 2 - cautious easing, severe recession scenario. This new scenario is comparable in terms of GDP shock. It has also been designed so that it can act as a proxy for a number of evolving economic risks.

In addition to a reassessment of the macro-economic scenarios, a review of the weightings for the new scenarios also took place, to take into account the latest economic circumstances and the associated risks to the outlook. The risks to economic activity remain skewed to the downside, with the weightings calibrated to consider the risk that inflation, whilst having moderated from its peak, may remain elevated and consequently so may interest rates for longer. The weightings also take into account risks surrounding issues associated with commercial real estate, China, geopolitics and protectionism, among others.

	Base case					At 31 March 2024 average 2024 – 2029			
Macro-economic scenarios %	2024/2025	2025/2026	2026/2027	2027/2028	2028/2029	**Upside**	**Base case**	**Downside 1 inflation**	**Downside 2 cautious easing, severe recession**
UK									
GDP growth	1.0	2.0	1.6	1.6	1.6	1.9	1.6	(0.1)	0.2
Unemployment rate	4.6	4.4	4.4	4.3	4.3	3.5	4.4	5.5	6.5
CPI inflation	1.7	2.1	2.0	2.0	2.0	1.9	2.0	4.1	2.4
House price growth	1.9	3.4	2.5	2.4	2.4	3.0	2.5	(0.6)	(1.6)
BoE – bank rate (end year)	4.0	3.0	3.0	3.0	3.0	3.1	3.2	5.4	2.5
Euro area									
GDP growth	1.0	1.6	1.5	1.6	1.6	1.9	1.5	0.4	0.3
US									
GDP growth	1.6	1.8	1.9	2.1	2.3	2.5	1.9	0.7	0.8
Scenario weightings			**60**			**10**	**60**	**15**	**15**

South Africa

For Investec Limited, five macro-economic scenarios are used in the measurement of ECL. These scenarios incorporate a base case, two upside cases and two downside cases. The table below shows the key factors that form part of the South African macro-economic scenarios and their relative applied weightings as well as annual averages of economic factors for the base case over a five-year period based on the economic forecasts in place as at 31 March 2024.

As at 31 March 2024 all five scenarios were updated to incorporate the latest available data. Scenario weightings have been adjusted since 31 March 2023 with an increased weighting to the lite down case (40% to 43%), slightly increased weighting to the up case (1% to 2%) and slightly decreased weighting to the base case (48% to 45%) and severe down case (10% to 9%). The base case includes the view that economic growth is modest but improves year-on-year in a five year period on sufficient domestic policy support measures, while global financial market risk sentiment is neutral to positive.

	Base case					At 31 March 2024 average 2024 – 2029				
Macro-economic scenarios %	2024/2025	2025/2026	2026/2027	2027/2028	2028/2029	**Extreme up case**	**Up case**	**Base case**	**Lite down case**	**Severe down case**
South Africa										
GDP growth	1.1	1.5	1.8	2.0	2.1	4.8	3.1	1.7	0.5	(0.6)
Repo rate	7.8	6.8	6.8	6.8	6.8	5.3	5.8	7.0	9.1	10.3
Bond yield	11.1	10.8	10.6	10.4	10.3	9.1	9.8	10.6	11.7	12.6
CPI inflation	4.2	4.2	4.7	4.6	4.7	3.1	3.8	4.5	5.5	6.5
Residential property price growth	2.3	3.2	4.5	5.1	5.6	6.6	5.5	4.1	2.7	1.6
Commercial property price growth	(0.5)	1.2	1.5	2.2	2.5	4.4	2.7	1.4	(0.6)	(2.5)
Exchange rate (South African Rand:US Dollar)	17.8	17.8	18.1	18.3	18.8	14.5	16.0	18.1	19.7	21.9
Scenario weightings			**45**			**1**	**2**	**45**	**43**	**9**

MACRO-ECONOMIC SCENARIOS AND KEY JUDGEMENTS
CONTINUED

Key judgements at 31 March 2024

UK and Other

Key judgemental areas under IFRS 9 are subject to robust governance processes. At 31 March 2024, the composition and weightings of the forward-looking macro-economic scenarios were revised to reflect the current pressures in the macro-economic environment, however there remains reliance on expert credit judgements to ensure that the overall level of ECL is reasonable.

We hold a management overlay of £3.7 million at 31 March 2024 (31 March 2023: £4.9 million). The £1.2 million reduction in the year reflects the enhanced ability of additional models in the portfolio to more accurately capture the uncertainty that remains in the macro-economic environment. The overlay is apportioned to Stage 2 assets.

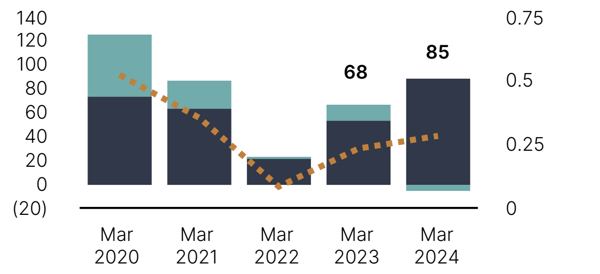
South Africa

The post-model management overlay of R113 million as at 31 March 2023, held for anticipated migration risk in Private Bank, has now been fully released. An improvement in the underlying performance of previously held Stage 2 exposures, as well as realisation of risks in select counterparties, have additionally resulted in the release of the management ECL overlay. Stage 3 ECLs continue to be assessed using a combination of scenario analysis, informed by expert judgement, and modelled ECL. Management will continue to review the need and basis of calculation for the overlay given the evolving situation and significant uncertainty faced with respect to the economic outlook.

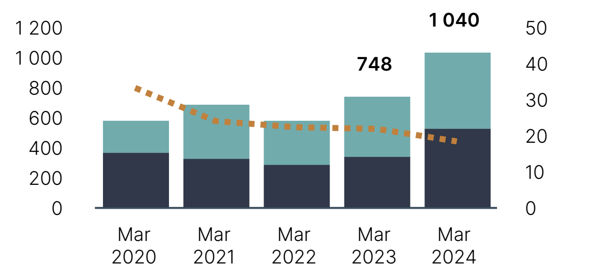
ASSET QUALITY

An analysis of gross core loans, asset quality and ECL

Credit loss ratio and ECL impairment charge on core loans



Stage 3 gross core loans



We have continued to grow our loan book while ensuring its resilience, despite the challenging macro-economic environment. Asset quality ratios reflect the current operating environment and the underlying portfolios remain resilient. The Group reported a credit loss ratio of 0.28% at 31 March 2024 (31 March 2023: 0.23%) which remains within the Group's through-the-cycle range. Stage 3 loans total 2.8% of net core loans subject to ECL at 31 March 2024 (31 March 2023: 2.0%), driven by isolated individual client default incidents across multiple asset classes with no specific trends evident. Stage 2 exposures have decreased reflecting the continued performance of the overall portfolio in the current conditions.

	UK and Other		Southern Africa		Total Group	
£'million	**31 March 2024**	31 March 2023	**31 March 2024**	31 March 2023*	**31 March 2024**	31 March 2023*
Gross core loans	**16 744**	**15 709**	**14 460**	**14 968**	**31 204**	**30 677**
Gross core loans at FVPL (excluding fixed rate loans)	641	551	64	75	705	626
Gross core loans subject to ECL**	**16 103**	**15 158**	**14 396**	**14 893**	**30 499**	**30 051**
Stage 1	14 181	13 494	13 543	13 744	27 724	27 238
Stage 2	1 391	1 321	344	744	1 735	2 065
of which past due greater than 30 days	*150*	*35*	*28*	*34*	*178*	*69*
Stage 3	531	343	509	405	1 040	748
ECL	**(187)**	**(146)**	**(116)**	**(150)**	**(303)**	**(296)**
Stage 1	(43)	(39)	(27)	(35)	(70)	(74)
Stage 2	(33)	(32)	(11)	(28)	(44)	(60)
Stage 3	(111)	(75)	(78)	(87)	(189)	(162)
Coverage ratio						
Stage 1 and 2	0.5%	0.5%	0.3%	0.4%	0.4%	0.5%
Stage 3	20.9%	21.9%	15.3%	21.5%	18.2%	21.7%
Total coverage ratio	1.2%	1.0%	0.8%	1.0%	1.0%	1.0%
Credit loss ratio	**0.58%**	**0.37%**	**(0.04%)**	**0.09%**	**0.28%**	**0.23%**
ECL impairment charges on core loans	(90)	(54)	5	(14)	(85)	(68)
Average gross core loans subject to ECL	15 631	14 553	14 644	15 357	30 275	29 910

* Restated as a result of a change in classification between non-sovereign and non-bank cash placements and loans and advances to customers as detailed on page 77.
** Includes portfolios for which ECL is not required for IFRS purposes, but which management evaluates on this basis. These are fixed rate loans which have passed the solely payments of principal and interest (SPPI) test and are held in a business model to collect contractual cash flows but have been designated at FVPL to eliminate accounting mismatches (interest rate risk is being economically hedged). The underlying loans have been fair valued and management performs an ECL calculation in order to obtain a reasonable estimate of the credit risk component. The portfolio is managed on the same basis as gross core loans measured at amortised cost. £0.6 billion of the drawn exposure falls into Stage 1 (31 March 2023: £0.6 billion), £1 million in Stage 2 (31 March 2023: £1 million) and the remaining £42 million in Stage 3 (31 March 2023: £44 million). The ECL on the Stage 1 portfolio is £1 million (31 March 2023: £2 million), ECL on the Stage 2 portfolio is £nil (31 March 2023: £nil) and ECL on the Stage 3 portfolio is £5 million (31 March 2023: £11 million).

Note: Our exposure (net of ECL) to the UK Legacy portfolio has reduced from £37 million at 31 March 2023 to £32 million at 31 March 2024. These Legacy assets are predominately reported in Stage 3. These assets have been significantly provided for and coverage remains high at 57.1%. Refer to definitions on page 77.

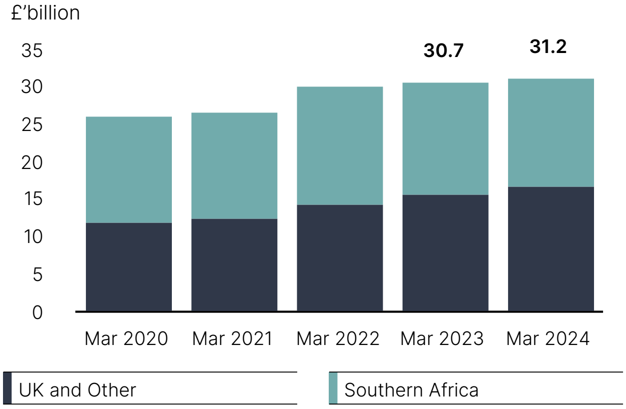
ASSET QUALITY
CONTINUED

The Group's net core loan book increased to £30.9 billion (6.1% neutral currency growth).

In the UK and South Africa, net core loan growth was mainly due to increased and diversified activity in Corporate client lending across multiple asset classes in the UK and South Africa as well as residential mortgage lending in South Africa.

As a matter of course, concentration risk is well managed and exposures are spread across geographies and industries. Credit exposures are focused on secured lending to a select target market. Over the past few years we have realigned and rebalanced our portfolios in line with our risk appetite framework and this is reflected in the movements in asset classes on our balance sheet; showing an increase in private client, mortgages and corporate and other lending, and maintaining lending collateralised by property as a proportion of net core loans.

Gross core loans by geography



An analysis of core loans by risk category – Total Group

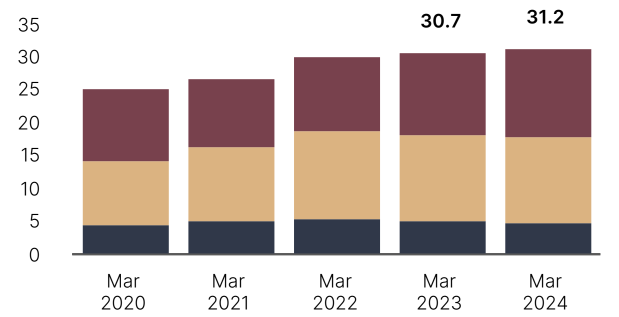
£'million	Stage 1			Stage 2		
	Gross exposure subject to ECL	ECL	Coverage	Gross exposure subject to ECL	ECL	Coverage
At 31 March 2024						
Commercial real estate	3 225	(12)	0.37%	165	(4)	2.4%
Residential real estate	1 054	(2)	0.19%	55	—	—%
Total lending collateralised by property	**4 279**	**(14)**	**0.33%**	**220**	**(4)**	**1.8%**
Mortgages	8 400	(8)	0.10%	312	(8)	2.6%
Other high net worth lending	3 889	(9)	0.23%	124	(2)	1.6%
Total high net worth and other private client lending	**12 289**	**(17)**	**0.14%**	**436**	**(10)**	**2.3%**
Corporate and acquisition finance	4 846	(17)	0.35%	355	(8)	2.3%
Asset-based lending	106	—	—%	188	(4)	2.1%
Fund finance	1 871	(2)	0.11%	24	—	—%
Other corporate and financial institutions and governments	670	(3)	0.45%	65	(4)	6.2%
Asset finance*	2 553	(12)	0.47%	300	(10)	3.3%
Aviation finance	330	(1)	0.30%	76	(1)	1.3%
Energy and infrastructure finance	780	(4)	0.51%	71	(3)	4.2%
Total corporate and other lending	**11 156**	**(39)**	**0.35%**	**1 079**	**(30)**	**2.8%**
Total core loans	**27 724**	**(70)**	**0.25%**	**1 735**	**(44)**	**2.5%**
At 31 March 2023^						
Commercial real estate	3 247	(12)	0.37%	516	(14)	2.7%
Residential real estate	828	(3)	0.36%	125	(4)	3.2%
Total lending collateralised by property	**4 075**	**(15)**	**0.37%**	**641**	**(18)**	**2.8%**
Mortgages	8 331	(7)	0.08%	344	(12)	3.5%
Other high net worth lending	4 188	(12)	0.29%	63	(2)	3.2%
Total high net worth and other private client lending	**12 519**	**(19)**	**0.15%**	**407**	**(14)**	**3.4%**
Corporate and acquisition finance	4 933	(19)	0.39%	355	(14)	3.9%
Asset-based lending	271	(1)	0.37%	44	—	—%
Fund finance	1 955	(2)	0.10%	33	—	—%
Other corporate and financial institutions and governments	523	(2)	0.38%	105	(1)	1.0%
Asset finance*	2 169	(12)	0.55%	329	(9)	2.7%
Aviation finance	231	(2)	0.87%	39	(1)	2.6%
Energy and infrastructure finance	562	(2)	0.36%	112	(3)	2.7%
Total corporate and other lending	**10 644**	**(40)**	**0.38%**	**1 017**	**(28)**	**2.8%**
Total core loans	**27 238**	**(74)**	**0.27%**	**2 065**	**(60)**	**2.9%**

* Comprises small ticket asset finance and motor finance.
^ Restated as a result of a change in classification between non-sovereign and non-bank cash placements and loans and advances to customers as detailed on page 77

ASSET QUALITY
CONTINUED

Gross core loans by risk category

£'billion



Lending collateralised by property
HNW and other private client lending
Corporate and other lending

Gross core loans by industry

	Mar 2024	Mar 2023
High net worth and other professional individuals	41.9%	42.9%
Lending collateralised by property – largely to private clients	15.8%	16.5%
Finance and insurance	11.7%	11.7%
Business services	5.5%	6.1%
Manufacturing and commerce	4.6%	4.5%
Electricity, gas and water (utility services)	4.0%	3.2%
Transport	3.7%	3.0%
Other	12.8%	12.1%

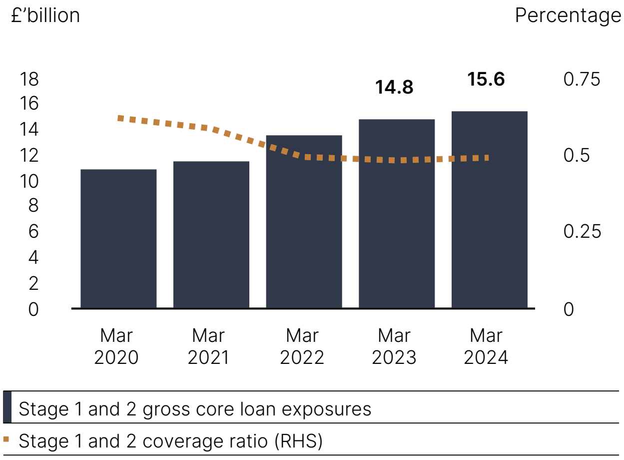
Stage 3			Total				
Gross exposure subject to ECL	ECL	Coverage	**Gross exposure subject to ECL**	**ECL**	**Coverage**	**Gross core loans at FVPL (not subject to ECL)**	**Net core loans**
368	(52)	14.1%	3 758	(68)	1.8%	49	3 739
64	(16)	25.0%	1 173	(18)	1.5%	5	1 160
432	**(68)**	**15.7%**	**4 931**	**(86)**	**1.7%**	**54**	**4 899**
176	(13)	7.4%	8 888	(29)	0.3%	41	8 900
110	(21)	19.1%	4 123	(32)	0.8%	2	4 093
286	**(34)**	**11.9%**	**13 011**	**(61)**	**0.5%**	**43**	**12 993**
179	(54)	30.2%	5 380	(79)	1.5%	199	5 500
—	—	—%	294	(4)	1.4%	—	290
—	—	—%	1 895	(2)	0.1%	51	1 944
27	(3)	11.1%	762	(10)	1.3%	66	818
68	(24)	35.3%	2 921	(46)	1.6%	—	2 875
—	—	—%	406	(2)	0.5%	270	674
48	(6)	12.5%	899	(13)	1.4%	22	908
322	**(87)**	**27.0%**	**12 557**	**(156)**	**1.2%**	**608**	**13 009**
1 040	**(189)**	**18.2%**	**30 499**	**(303)**	**1.0%**	**705**	**30 901**
219	(40)	18.3%	3 982	(66)	1.7%	43	3 959
55	(18)	32.7%	1 008	(25)	2.5%	37	1 020
274	**(58)**	**21.2%**	**4 990**	**(91)**	**1.8%**	**80**	**4 979**
132	(18)	13.6%	8 807	(37)	0.4%	25	8 795
76	(19)	25.0%	4 327	(33)	0.8%	3	4 297
208	**(37)**	**17.8%**	**13 134**	**(70)**	**0.5%**	**28**	**13 092**
161	(40)	24.8%	5 449	(73)	1.3%	200	5 576
—	—	—%	315	(1)	0.3%	—	314
—	—	—%	1 988	(2)	0.1%	75	2 061
4	(1)	25.0%	632	(4)	0.6%	32	660
42	(17)	40.5%	2 540	(38)	1.5%	—	2 502
—	—	—%	270	(3)	1.1%	176	443
59	(9)	15.3%	733	(14)	1.9%	35	754
266	**(67)**	**25.2%**	**11 927**	**(135)**	**1.1%**	**518**	**12 310**
748	**(162)**	**21.7%**	**30 051**	**(296)**	**1.0%**	**626**	**30 381**

ASSET QUALITY
CONTINUED

In the UK, net core loans grew by 6.4% to £16.6 billion at 31 March 2024. Diversified growth across corporate client lending accounts for the majority of this increase at 9.9% to £8.4 billion. HNW and other private client lending has increased driven by 4.3% growth in mortgages to £4.9 billion. Residential real estate has increased by 12.7% to £0.9 billion as clients take advantage of opportunities in the current market and undersupply of UK residential housing. Commercial real estate growth has been more moderate at 2.0% to £1.6 billion as we continue to remain selective. The weighted average LTV* on lending collateralised by property is 58%.

Stage 3 exposures total £531 million or 3.3% of gross core loans subject to ECL (£343 million or 2.3% at 31 March 2023). New defaults reflect signs of individual idiosyncratic client stresses across various portfolios. The underlying loan portfolios continue to perform and Stage 2 exposures as a percentage of gross core loans subject to ECL decreased to 8.6% from 8.7% at 31 March 2023.

UK Stage 1 and 2 gross core loan exposures and coverage



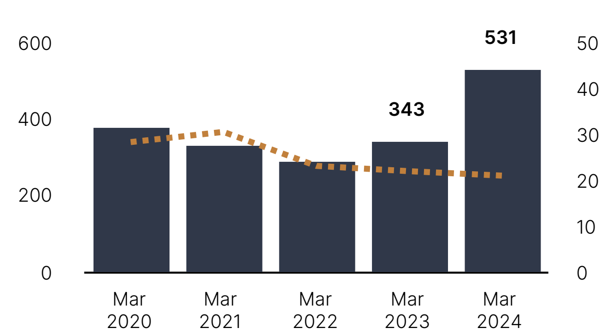
An analysis of core loans by risk category – UK and Other

£'million	Stage 1 Gross exposure subject to ECL	Stage 1 ECL	Stage 1 Coverage	Stage 2 Gross exposure subject to ECL	Stage 2 ECL	Stage 2 Coverage
At 31 March 2024						
Commercial real estate	1 365	(8)	0.59%	119	(3)	2.5%
Residential real estate	790	(2)	0.25%	49	—	—%
Total lending collateralised by property	**2 155**	**(10)**	**0.46%**	**168**	**(3)**	**1.8%**
Mortgages	4 589	(4)	0.09%	162	—	—%
Other high net worth lending	674	(2)	0.30%	98	(1)	1.0%
Total high net worth and other private client lending	**5 263**	**(6)**	**0.11%**	**260**	**(1)**	**0.4%**
Corporate and acquisition finance	1 831	(9)	0.49%	249	(7)	2.8%
Asset-based lending	106	—	—%	188	(4)	2.1%
Fund finance	1 320	(1)	0.08%	24	—	—%
Other corporate and financial institutions and governments	529	(3)	0.57%	65	(4)	6.2%
Asset finance	2 347	(12)	0.51%	292	(10)	3.4%
Aviation finance	96	—	—%	76	(1)	1.3%
Energy and infrastructure finance	534	(2)	0.37%	69	(3)	4.3%
Total corporate and other lending	**6 763**	**(27)**	**0.40%**	**963**	**(29)**	**3.0%**
Total core loans	**14 181**	**(43)**	**0.30%**	**1 391**	**(33)**	**2.4%**
At 31 March 2023						
Commercial real estate	1 241	(6)	0.48%	231	(8)	3.5%
Residential real estate	611	(2)	0.33%	112	(4)	3.6%
Total lending collateralised by property	**1 852**	**(8)**	**0.43%**	**343**	**(12)**	**3.5%**
Mortgages	4 480	(2)	0.04%	128	—	—%
Other high net worth lending	863	(2)	0.23%	36	(1)	2.8%
Total high net worth and other private client lending	**5 343**	**(4)**	**0.07%**	**164**	**(1)**	**0.6%**
Corporate and acquisition finance	1 794	(9)	0.50%	212	(5)	2.4%
Asset-based lending	271	(1)	0.37%	44	—	—%
Fund finance	1 359	(1)	0.07%	33	—	—%
Other corporate and financial institutions and governments	391	(2)	0.51%	70	(1)	1.4%
Asset finance	2 047	(12)	0.59%	325	(9)	2.8%
Aviation finance	115	(1)	0.87%	32	(1)	3.1%
Energy and infrastructure finance	322	(1)	0.31%	98	(3)	3.1%
Total corporate and other lending	**6 299**	**(27)**	**0.43%**	**814**	**(19)**	**2.3%**
Total core loans	**13 494**	**(39)**	**0.29%**	**1 321**	**(32)**	**2.4%**

* Excludes a small portion of Legacy exposures that are predominately reported in Stage 3.

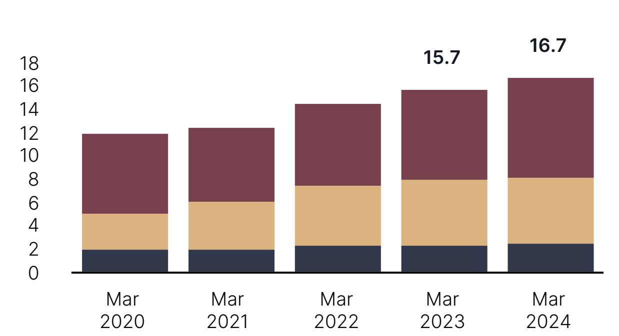
ASSET QUALITY
CONTINUED

UK Stage 3 gross core loan exposure and coverage



Stage 3 gross core loan exposures
Stage 3 coverage ratio (RHS)

UK gross core loans by risk category



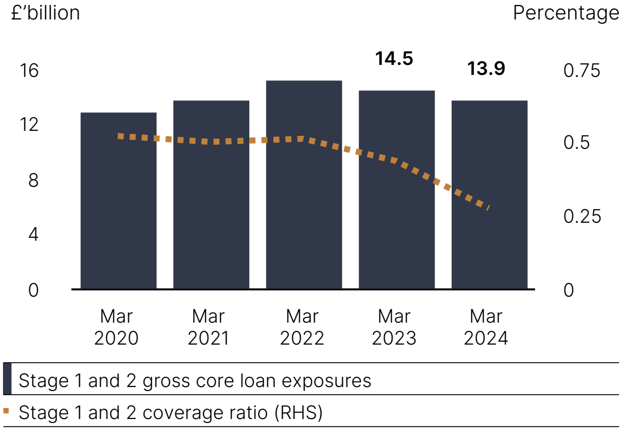
Lending collateralised by property
HNW and other private client lending
Corporate and other lending

Stage 3			Total				
Gross exposure subject to ECL	ECL	Coverage	**Gross exposure subject to ECL**	**ECL**	**Coverage**	**Gross core loans at FVPL (not subject to ECL)**	**Net core loans**
92	(21)	22.8%	1 576	(32)	2.0%	49	1 593
52	(14)	26.9%	891	(16)	1.8%	5	880
144	**(35)**	**24.3%**	**2 467**	**(48)**	**1.9%**	**54**	**2 473**
105	(4)	3.8%	4 856	(8)	0.2%	41	4 889
65	(12)	18.5%	837	(15)	1.8%	2	824
170	**(16)**	**9.4%**	**5 693**	**(23)**	**0.4%**	**43**	**5 713**
102	(33)	32.4%	2 182	(49)	2.2%	135	2 268
—	—	—%	294	(4)	1.4%	—	290
—	—	—%	1 344	(1)	0.1%	51	1 394
22	(3)	13.6%	616	(10)	1.6%	66	672
58	(20)	34.5%	2 697	(42)	1.6%	—	2 655
—	—	—%	172	(1)	0.6%	270	441
35	(4)	11.4%	638	(9)	1.4%	22	651
217	**(60)**	**27.6%**	**7 943**	**(116)**	**1.5%**	**544**	**8 371**
531	**(111)**	**20.9%**	**16 103**	**(187)**	**1.2%**	**641**	**16 557**
76	(16)	21.1%	1 548	(30)	1.9%	43	1 561
45	(18)	40.0%	768	(24)	3.1%	37	781
121	**(34)**	**28.1%**	**2 316**	**(54)**	**2.3%**	**80**	**2 342**
64	(7)	10.9%	4 672	(9)	0.2%	25	4 688
20	(6)	30.0%	919	(9)	1.0%	3	913
84	**(13)**	**15.5%**	**5 591**	**(18)**	**0.3%**	**28**	**5 601**
53	(7)	13.2%	2 059	(21)	1.0%	125	2 163
—	—	—%	315	(1)	0.3%	—	314
—	—	—%	1 392	(1)	0.1%	75	1 466
4	(1)	25.0%	465	(4)	0.9%	32	493
38	(14)	36.8%	2 410	(35)	1.5%	—	2 375
—	—	—%	147	(2)	1.4%	176	321
43	(6)	14.0%	463	(10)	2.2%	35	488
138	**(28)**	**20.3%**	**7 251**	**(74)**	**1.0%**	**443**	**7 620**
343	**(75)**	**21.9%**	**15 158**	**(146)**	**1.0%**	**551**	**15 563**

ASSET QUALITY
CONTINUED

In South Africa, there was growth in net core loans of 5.7% in Rands mainly due to increased activity in the HNW and other private client lending portfolios as well as strong growth in the Corporate portfolio in the first half of the year. Stage 3 exposures increased to 3.5% of gross core loans subject to ECL at 31 March 2024 (31 March 2023: 2.7%) mainly due to a few single name exposures migrating from Stage 2. There has been a decrease in Stage 2 to 2.4% of gross core loans subject to ECL at 31 March 2024 (31 March 2023: 5.0%), mainly due to a number of deals normalising and migrating back to Stage 1, few large single name exposures migrating to Stage 3 and a reduction arising from the residential mortgage model.

SA Stage 1 and 2 gross core loan exposures and coverage



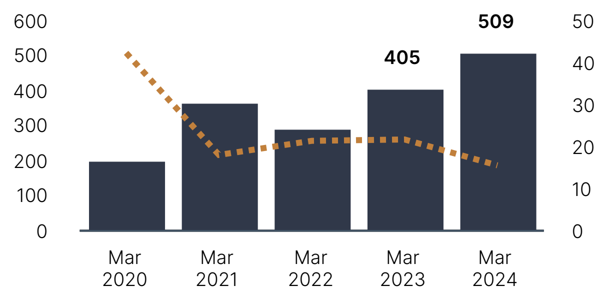
An analysis of core loans by risk category – Southern Africa

£'million	Stage 1 Gross exposure subject to ECL	Stage 1 ECL	Stage 1 Coverage	Stage 2 Gross exposure subject to ECL	Stage 2 ECL	Stage 2 Coverage
At 31 March 2024						
Commercial real estate	1 860	(4)	0.22%	46	(1)	2.2%
Residential real estate	264	—	—%	6	—	—%
Total lending collateralised by property	**2 124**	**(4)**	**0.19%**	**52**	**(1)**	**1.9%**
Mortgages	3 811	(4)	0.10%	150	(8)	5.3%
Other high net worth lending*	3 215	(7)	0.22%	26	(1)	3.8%
Total high net worth and other private client lending	**7 026**	**(11)**	**0.16%**	**176**	**(9)**	**5.1%**
Corporate and acquisition finance	3 015	(8)	0.27%	106	(1)	0.9%
Fund finance	551	(1)	0.18%	—	—	—%
Financial institutions and governments	141	—	—%	—	—	—%
Asset finance	206	—	—%	8	—	—%
Aviation finance#	234	(1)	0.43%	—	—	—%
Energy and infrastructure finance	246	(2)	0.81%	2	—	—%
Total corporate and other lending	**4 393**	**(12)**	**0.27%**	**116**	**(1)**	**0.9%**
Total core loans	**13 543**	**(27)**	**0.20%**	**344**	**(11)**	**3.2%**
At 31 March 2023^						
Commercial real estate	2 006	(6)	0.30%	285	(6)	2.1%
Residential real estate	217	(1)	0.46%	13	—	—%
Total lending collateralised by property	**2 223**	**(7)**	**0.31%**	**298**	**(6)**	**2.0%**
Mortgages	3 851	(5)	0.13%	216	(12)	5.6%
Other high net worth lending*	3 325	(10)	0.30%	27	(1)	3.7%
Total high net worth and other private client lending	**7 176**	**(15)**	**0.21%**	**243**	**(13)**	**5.3%**
Corporate and acquisition finance	3 139	(10)	0.32%	143	(9)	6.3%
Fund finance	596	(1)	0.17%	—	—	—%
Financial institutions and governments	132	—	—%	35	—	—%
Asset finance	122	—	—%	4	—	—%
Aviation finance#	116	(1)	0.86%	7	—	—%
Energy and infrastructure finance	240	(1)	0.42%	14	—	—%
Total corporate and other lending	**4 345**	**(13)**	**0.30%**	**203**	**(9)**	**4.4%**
Total core loans	**13 744**	**(35)**	**0.25%**	**744**	**(28)**	**3.8%**

* 57% of other high net worth lending (31 March 2023: 57%) relates to lending collateralised by property which is supported by high net worth clients.
^ Restated as a result of a change in classification between non-sovereign and non-bank cash placements and loans and advances to customers as detailed on page 77.
# There are additional aviation exposures of £75 million (31 March 2023: £64 million) in Corporate and acquisition finance.
^^ Unrounded coverage ratio is 2.3%.

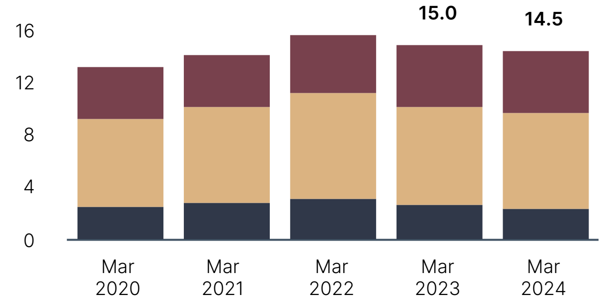
ASSET QUALITY
CONTINUED

SA Stage 3 gross core loan exposure and coverage



Stage 3 gross core loan exposure
Stage 3 coverage ratio (RHS)

SA gross core loans by risk category



Lending collateralised by property
HNW and other private client lending
Corporate and other lending

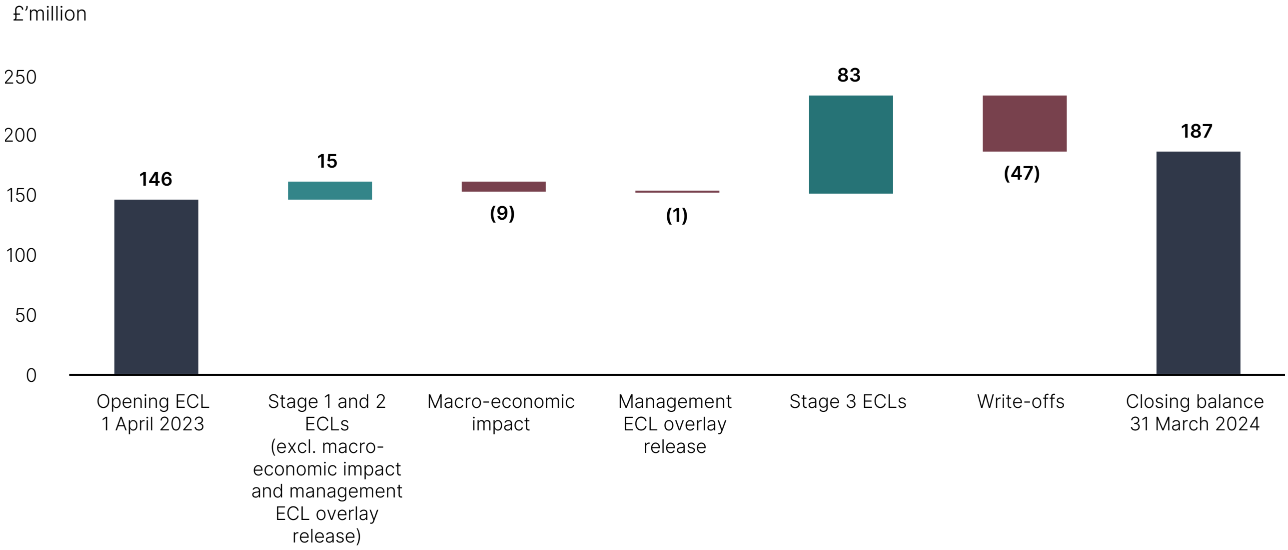
Stage 3			Total				
Gross exposure subject to ECL	ECL	Coverage	**Gross exposure subject to ECL**	**ECL**	**Coverage**	**Gross core loans at FVPL (not subject to ECL)**	**Net core loans**
276	(31)	11.2%	2 182	(36)	1.6%	—	2 146
12	(2)	16.7%	282	(2)	0.7%	—	280
288	**(33)**	**11.5%**	**2 464**	**(38)**	**1.5%**	**—**	**2 426**
71	(9)	12.7%	4 032	(21)	0.5%	—	4 011
45	(9)	20.0%	3 286	(17)	0.5%	—	3 269
116	**(18)**	**15.5%**	**7 318**	**(38)**	**0.5%**	**—**	**7 280**
77	(21)	27.3%	3 198	(30)	0.9%	64	3 232
—	—	—%	551	(1)	0.2%	—	550
5	—	—%	146	—	—%	—	146
10	(4)	—%	224	(4)	1.8%	—	220
—	—	—%	234	(1)	0.4%	—	233
13	(2)	15.4%	261	(4)	1.5%	—	257
105	**(27)**	**25.7%**	**4 614**	**(40)**	**0.9%**	**64**	**4 638**
509	**(78)**	**15.3%**	**14 396**	**(116)**	**0.8%**	**64**	**14 344**
143	(24)	16.8%	2 434	(36)	1.5%	—	2 398
10	—	—%^^	240	(1)	0.4%	—	239
153	**(24)**	**15.7%**	**2 674**	**(37)**	**1.4%**	**—**	**2 637**
68	(11)	16.2%	4 135	(28)	0.7%	—	4 107
56	(13)	23.2%	3 408	(24)	0.7%	—	3 384
124	**(24)**	**19.4%**	**7 543**	**(52)**	**0.7%**	**—**	**7 491**
108	(33)	30.6%	3 390	(52)	1.5%	75	3 413
—	—	—%	596	(1)	0.2%	—	595
—	—	—%	167	—	—%	—	167
4	(3)	75.0%	130	(3)	2.3%	—	127
—	—	—%	123	(1)	0.8%	—	122
16	(3)	18.8%	270	(4)	1.5%	—	266
128	**(39)**	**30.5%**	**4 676**	**(61)**	**1.3%**	**75**	**4 690**
405	**(87)**	**21.5%**	**14 893**	**(150)**	**1.0%**	**75**	**14 818**

ASSET QUALITY
CONTINUED

ECL movements on core loans and advances subject to ECL

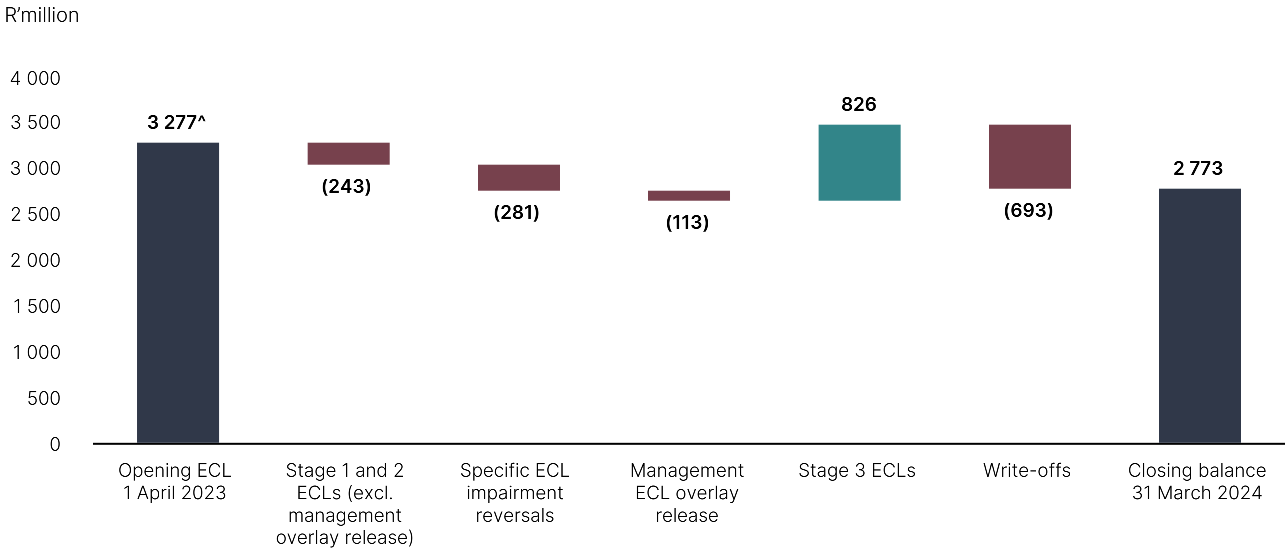
UK and Other

In the UK, core loan ECLs total £187 million, increased from £146 million at 31 March 2023. This was predominantly driven by specific impairments relating to a small number of new and existing Stage 3 deals to allow for exits in the non-performing portfolio. ECLs on new book growth have been partly offset by a £9 million ECL release due to macro-economic scenarios and weightings updates over the course of the financial year.



Southern Africa

The increase in the balance sheet ECL is mainly attributable to impairments on a few Stage 3 deals offset by portfolio and specific ECL impairment reversals, management ECL overlay release and write-offs.



^ Restated as a result of a change in classification between non-sovereign and non-bank cash placements and loans and advances to customers as detailed on page 77.

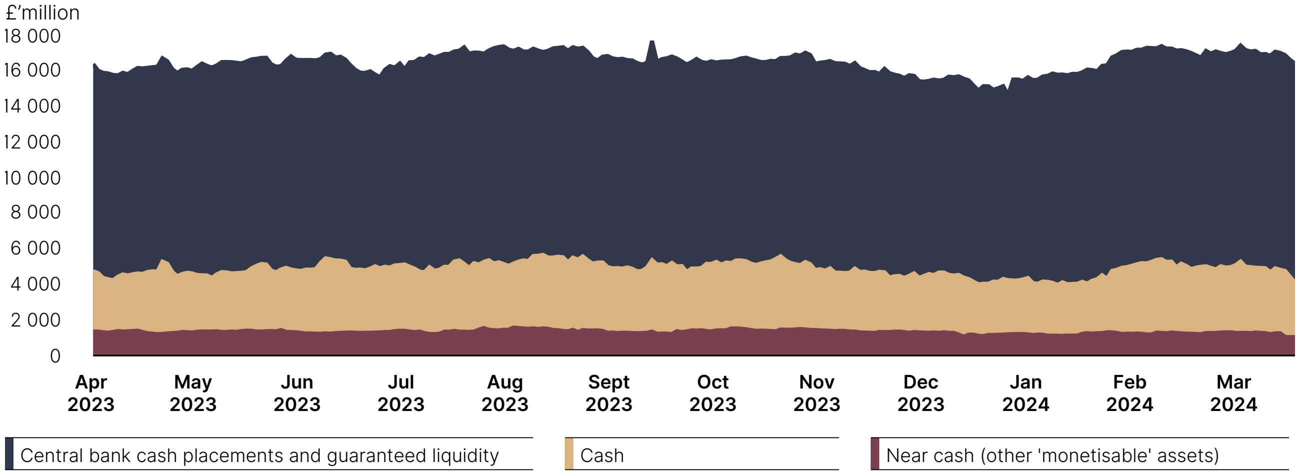
For more information on key judgements refer to page 122.

BALANCE SHEET RISK MANAGEMENT

Balance sheet risk management

The Group maintained its strong liquidity position and continues to hold high levels of surplus liquid assets. Our liquidity risk management process remains robust and comprehensive.

Investec Group cash and near cash trend



UK and Other

An analysis of cash and near cash at 31 March 2024

£9 652 million

Central bank cash placements and guaranteed liquidity	83.5%
Cash	10.7%
Near cash (other 'monetisable' assets)	5.8%

Customers accounts (deposits) by type at 31 March 2024

£20 791 million

Individuals	65.3%
Other financial institutions and corporates	26.9%
Small business	7.8%

Funding continues to be dynamically raised through a mix of customer liabilities diversified by customer type, currency and tenor, avoiding reliance on any particular channel and ensuring continued access to a wide range of depositors. Those diversified funding channels have proven to be capable of raising funding throughout the year to support asset growth despite the uncertain macro-economic environment, persistent market volatility and increased competition for deposits.

Funding consists primarily of customer deposits, with loans and advances to customers as a % of customer deposits at 79.7% at 31 March 2024. Deposits grew by 8.7% over year to £20.8 billion. Granularity of deposits is a key area of focus and Investec plc has a substantial portion of eligible deposits that are covered by FSCS protection. Cash and near cash balances at 31 March 2024 amounted to £9.7 billion. We maintain a high level of readily available, high-quality liquid assets (HQLA) – targeting a minimum cash to customer deposit ratio of 25%. Current cash and near cash is equivalent to 46.4% of customer deposits.

At 31 March 2024, the Liquidity Coverage Ratio for Investec plc was 453% and the Net Stable Funding Ratio was 146%, both metrics well ahead of current minimum regulatory requirements. We have limited reliance on wholesale funding but we maintain access and presence, using such wholesale issuance to strategically diversify our funding base and complement the other liability channels by focusing, where appropriate, on tenor and currency as part of a longer term strategic plan.

Wholesale issuance in the year took advantage of market windows to focus on refinancing upcoming calls to lengthen term, with the added benefit of continuing to diversify the debt capital markets investor base. As a result we have no requirement to issue in the wholesale markets in the financial year to end March 2025.

BALANCE SHEET RISK MANAGEMENT
CONTINUED

As of March 2024, the preferred resolution strategy for IBP remained bank insolvency procedure with no Minimum Requirements for Own Funds and Eligible Liabilities (MREL) requirement in excess of its minimum capital requirements. However, the BoE formally notified Investec plc on 28 June 2023 that the preferred resolution strategy will change from bank insolvency procedure to bail-in and as such Investec plc, and IBP as a material subsidiary, will be subject to a revised MREL requirement. The MREL transition will commence from 1 January 2026 in a phased manner with end-state MREL applying from 1 January 2032. Any additional MREL requirements will be met over time as part of increasing wholesale market issuance from the existing established base and we will continue to evaluate issuance opportunities in the near term as part of this glide path.

As at 31 March 2024, IBP had £1.2 billion of drawings under the BoE Term Funding Scheme with additional incentives for Small and Medium Enterprises (TFSME) maturing in late 2025.

Looking forward, the focus remains on maintaining a strong liquidity position in light of overall market volatility. Funding continues to be actively raised, across a diverse funding base, in line with a medium- to long-term strategy to reduce the overall tenor-adjusted cost of the liability base supported by stable credit ratings.

South Africa

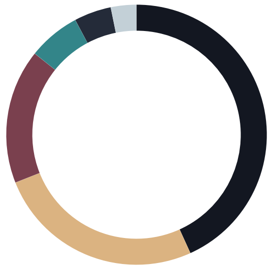
An analysis of cash and near cash at 31 March 2024

R160.7 billion

Central bank cash placements and guaranteed liquidity	63.7%
Cash	30.2%
Near cash (other 'monetisable' assets)	6.1%

Bank and non-bank depositor concentration by type at 31 March 2024

R479.5 billion



Non-bank financials	43.2%
Individuals	25.8%
Non-financial corporates	16.7%
Banks	6.5%
Public sector	4.6%
Small business	3.2%

Our liquidity position remains strong given our philosophy of funding through the cycle and continued focus on diversity and redundancy of funding. Increases in interest rates drove a slight increase in profitability due to the endowment effect from our non-rate liabilities (equity) and transactional deposits, as well as a positive overnight repricing gap between our assets and liabilities.

Funding continues to be raised through a diverse mix of customer liabilities by customer type, currency, channel and tenor. Our medium to long term focus remains strengthening the Group's structural funding profile through growing the retail deposit base, optimising the term of our wholesale deposit base and growing our transactional deposit offering. Funding activity in the wholesale markets has marginally decreased over the financial year with focus being made to generate structurally more efficient retail funding. We continue to look for opportunities to raise low-cost funding where appropriate and carefully manage maturity profiles. We maintained a pool of strategic long-term non-ZAR funding from diversified sources and new channels.

IBL (consolidated Group) total customer deposits grew from R448.7 billion at 31 March 2023 to R448.6 billion at 31 March 2024. Our private client funding initiatives had a good year of deposit raising despite increased competition for retail deposits and macro-economic uncertainty, delivering substantial growth to close the year at R226.3 billion in line with strategic funding objectives.

Cash and near cash balances on 31 March 2024 amounted to R160.7 billion (31 March 2023: R171.4 billion).

Consistent with our liquidity management philosophy, we delivered liquidity ratios well above the regulatory requirements. For IBL (consolidated Group), the 90-day simple average LCR was 159.4% at 31 March 2024. The structural funding ratio represented by the NSFR was 115% at 31 March 2024.

BALANCE SHEET RISK MANAGEMENT
CONTINUED

Interest rate risk in the banking book (IRRBB)

Net interest income sensitivity at 31 March 2024

IRRBB is measured and monitored using an income sensitivity approach. The tables below reflect an illustrative net interest income value sensitivity to a 0.25% parallel shift in interest rates, based on modelled assumptions in the UK and South Africa, assuming no management intervention.

UK and Other

million	All (GBP)
25bps down	(8.0)
25bps up	7.2

Southern Africa (IBL consolidated)

million	All (ZAR)
25bps down	(51.0)
25bps up	51.0

Economic value (EV) sensitivity at 31 March 2024

IRRBB is measured and monitored using the EV sensitivity approach. The tables below reflect an illustrative economic value sensitivity to a 2% parallel shift in interest rates, based on modelled assumptions in the UK and South Africa, assuming no management intervention. This sensitivity effect would only have a negligible direct impact on our equity.

UK and Other

million	All (GBP)
200bps down	2.8
200bps up	(9.1)

Southern Africa (IBL consolidated)

million	All (ZAR)
200bps down	316.0
200bps up	(319.7)

In December 2022 IBP and DLC Board approved the initiation of a structural hedging programme in the UK to reduce the sensitivity of earnings to short-term interest rate movements. The Group assigned an evenly amortising profile to an eligible amount of tangible equity with average duration of 2.5 years evenly distributed over the period. The termed equity is then hedged on a matched basis.

CAPITAL MANAGEMENT AND ALLOCATION

Capital management and allocation

A summary of capital adequacy and leverage ratios

	Standardised		IRB scope^^		Standardised		IRB scope^^	
	Investec plc*ᵛ	IBP*ᵛ	**Investec Limited*^**	IBL*^	**Investec plc*ᵛ**	IBP*ᵛ	**Investec Limited*^**	IBL*^
	31 March 2024				31 March 2023			
Common Equity Tier 1 ratio**	12.4%	13.7%	13.6%	16.5%	12.0%	12.9%	14.7%	17.1%
Common Equity Tier 1 ratio (fully loaded)***	12.3%	13.6%	13.6%	16.5%	11.7%	12.6%	14.7%	17.1%
Tier 1 ratio**	14.9%	16.2%	15.0%	17.8%	13.4%	14.3%	15.9%	18.2%
Total capital ratio**	18.7%	20.2%	17.5%	20.5%	17.5%	18.7%	18.3%	21.2%
Risk weighted assets (million)**	18 509	18 054	292 179	273 185	17 767	17 308	283 600	261 263
Leverage exposure measure (million)	27 015	26 746	705 807	684 313	25 216	24 945	696 319	662 702
Leverage ratio	10.2%	11.0%	6.2%	7.1%	9.4%	9.9%	6.5%	7.2%
Leverage ratio (fully loaded)***	10.1%	10.9%	6.2%	7.1%	9.2%	9.8%	6.5%	7.2%

* Where: IBP is Investec Bank plc consolidated and IBL is Investec Bank Limited. The information for Investec plc includes the information for IBP. The information for Investec Limited includes the information for IBL.

** For Investec plc and IBP the Common Equity Tier 1 (CET1), Tier 1 and total capital adequacy ratios and RWAs are calculated applying the IFRS 9 transitional arrangements.

*** For Investec plc and IBP the CET1 ratio (fully loaded) and the leverage ratio (fully loaded) assumes full adoption of IFRS 9.

ᵛ The capital adequacy and leverage disclosures follow Investec's normal basis of presentation so as to show a consistent basis of calculation across the jurisdictions in which the Group operates. For Investec plc and IBP this does not include the deduction of foreseeable charges and dividends when calculating the CET1 ratio and leverage ratio as required under the Capital Requirements Regulation (CRR). The impact of this deduction totalling £56 million (31 March 2023: £55 million) for Investec plc and £62 million (31 March 2023: £36 million) for IBP would lower the CET1 ratio by 30bps (31 March 2023: 31bps) and 34bps (31 March 2023: 21bps) respectively. The leverage ratio would be 21bps (31 March 2023: 22bps) and 23bps (31 March 2023: 4bps) lower respectively.

^ Investec Limited's and IBL's capital information includes unappropriated profits. If unappropriated profits are excluded from capital information, Investec Limited's and IBL's CET1 ratio would be 111bps (31 March 2023: 117bps) and 118bps (31 March 2023: 164bps) lower respectively. The leverage would be 48bps (31 March 2023: 49bps) and 47bps (31 March 2023: 65bps) lower respectively.

^^ Investec Limited uses the Internal Ratings Based (IRB) Approach to quantify credit RWA. As at 31 March 2024, 54% (31 March 2023: 53%) of the portfolio applies the AIRB approach, 26% (31 March 2023: 28%) applies the FIRB approach and the remaining 20% (31 March 2023: 19%) of the portfolio is subject to the standardised approach.

Investec plc

Year under review

During the year under review, Investec plc complied with the capital adequacy requirements imposed on it by the PRA. Investec plc continues to hold capital in excess of all the capital and buffer requirements. At 31 March 2024, the CET1 ratio increased to 12.4% from 12.0% at 31 March 2023. CET1 capital increased by £167 million to £2.3 billion, mainly as a result of CET1 capital generation of £706 million through profit after taxation. The increases are partially offset by:

- An increase of £359 million in the goodwill and intangible asset deduction (net of deferred taxation liability) arising mainly on the IW&I UK and Rathbones combination, with £56 million of the increase attributable to the Group's acquisition of a majority interest in Capitalmind
- Dividends paid to ordinary shareholders and Additional Tier 1 security holders of £117 million
- A net decrease in other comprehensive income of £12 million, which includes the fair value decrease in our investment in Ninety One and the reversal of the cash flow hedge reserve which is not recognised in CET1 capital
- A decrease of £29 million in the IFRS 9 transitional add-back adjustment
- An increase in the treasury shares of £10 million.

Risk weighted assets (RWAs) increased by 4.2% or £742 million to £18.5 billion over the period, predominantly within credit risk RWAs.

Credit risk RWAs, which includes equity risk, increased by £1.1 billion. £270 million of the increase is attributable to RWAs arising on the proportional consolidation of the Group's 41.25% interest in the Rathbones Group plc net of IW&I UK. The remaining increase reflects asset growth in Project Finance, Growth & Acquisition Finance, Mortgages and Asset Finance.

Counterparty credit risk RWAs (including credit valuation adjustment risk) decreased by £117 million compared to 31 March 2023, primarily driven by a decrease in repurchase agreements and derivative financial instruments.

Market risk RWAs decreased by £85 million, mainly due to a decrease in the collective investment undertaking position risk.

Operational risk RWAs decreased by £145 million to £1.9 billion. The decrease is mainly due to the removal of IW&I UK gross income from the three-year average gross income calculation. The PRA granted Investec plc permission to remove the discontinued operation from the calculation. The decrease in operational risk RWAs is marginally offset by higher profits and the inclusion of 41.25% of the Rathbones Group's gross income in the RWA calculation.

The Group's leverage ratio increased to 10.2% from 9.4% at 31 March 2023.

Tier 1 capital increased by £375 million. £167 million of the increase is attributable to an increase in CET1 capital, driven by an increase in profit after taxation offset by an increase in the goodwill and intangible asset deduction and other regulatory adjustments. The remaining increase of £208 million arose from the Investec plc liability management exercise which was undertaken in February 2024 and resulted in £142 million of existing Fixed Rate Reset Perpetual Additional Tier 1 Write Down Capital Securities (callable in December 2024) to be repurchased via a concurrent cash tender and replaced with £350 million of Sterling-denominated Fixed Rate Reset Perpetual Additional Tier 1 Write Down Capital securities callable in February 2030.

CAPITAL MANAGEMENT AND ALLOCATION
CONTINUED

The leverage exposure measure increased by £1.8 billion, of which £627 million has arisen on the proportional consolidation of 41.25% of the Rathbones Group plc net of IW&I UK with the remaining increase driven by asset growth across multiple balance sheet line items, most notably in loans to customers of £1 billion, sovereign debt securities of £706 million, bank debt securities of £93 million offset by reductions in reverse repurchase agreements and derivative financial instruments of £617 million.

Minimum capital requirement

Investec plc's minimum CET1 requirement at 31 March 2024 is 8.6% comprising a 4.5% Pillar 1 minimum requirement, a 2.5% Capital Conservation Buffer (CCB), a 0.31% Pillar 2A requirement and a 1.3% Countercyclical Capital Buffer (CCyB). The Group's institution-specific CCyB requirement is calculated based on the relevant exposures held in jurisdictions in which a buffer rate has been set. As at 31 March 2024 the UK CCyB rate is 2%.

Regulatory developments

From 5 July 2023, the UK CCyB rate increased from 1% to 2%. The Financial Policy Committee agreed, when they met in July 2023, to maintain the UK CCyB rate at 2%, ensuring banks have sufficient capacity to absorb future shocks without unduly restricting lending.

On 30 November 2022, the PRA published a consultation paper on the Implementation of the Basel 3.1 standards, which set out the proposed rules and expectations that cover parts of the Basel 3 standards that remain to be implemented in the UK and relate to the calculation of RWAs.

The Basel 3.1 standards aim to restore credibility in risk weighted ratios, by introducing more robust and risk-sensitive Standardised Approaches, whilst curtailing the RWA benefits Internal Models can provide. The proposals aim to advance the PRA's primary objective to promote the safety and soundness of the firms that it regulates. By improving the measurement of risk, the PRA are of the view that it will help ensure firms are adequately capitalised given the risks they are exposed to. Whilst the PRA are proposing limited adjustments to the international standards in order to adhere to the global reforms, they have proposed the removal of several onshored EU discretions, such as the small and medium-sized enterprise (SME) supporting factor.

The consultation closed for comment on 31 March 2023 with the rule changes initially planned to take effect from 1 January 2025.

On 27 September 2023, the PRA released a statement confirming the implementation will be delayed by six months to 1 July 2025, with full compliance required by 1 January 2030. The statement also confirmed that the final rules will be published in two separate parts. The initial set of near-final rules, which encompass market risk, CCR, CVA risk and operational risk, were published in December 2023. The publication of the second set of rules is scheduled for the second quarter of 2024. Once HM Treasury has passed legislation to revoke the relevant parts of the onshored CRR, the PRA will issue a final policy statement, containing all of the Basel 3.1 standards.

The PRA have also indicated that the Pillar 2A framework will need to be recalibrated due to the changes to the standardised approaches for the different risk types and confirmed that an off-cycle review of firm-specific Pillar 2 capital requirements will be conducted ahead of day 1 implementation.

On 29 November 2023 the Basel Committee published for consultation a new Pillar 3 disclosure framework for climate-related financial risks. Final proposals will be issued in the second half of 2024, with the framework expected to take effect from 1 January 2026. The PRA are yet to consult on these proposals.

Investec Limited

Year under review

Investec Limited applies the Basel Framework at every tier within the banking group and also on a fully consolidated basis. Investec Limited is regulated by the South African Prudential Authority (PA) in terms of the Banks Act 1990 (Act No. 94 of 1990) and the Regulations relating to Banks (the Regulations).

Investec Limited is designated by the South African PA, as a Systemically Important Financial Institution as well as a Domestic Systemically Important Bank (D-SIB) in South Africa. Investec Limited and its subsidiaries have not been designated as a Financial Conglomerate.

Investec Limited remains well capitalised with capital ratios exceeding both regulatory minimums and targets. At 31 March 2024, the CET1 ratio decreased to 13.6% from 14.7% at 31 March 2023. CET1 capital decreased by R2.0 billion to R39.9 billion, largely affected by:

- Positive attributable earnings post taxation and minorities of R6.9 billion
- An increase of R0.7 billion in the Foreign currency translation reserve
- A decrease of R0.2 billion in the deduction related to the investment in the Bud Group
- A decrease of R0.2 billion in treasury shares.

These increases are offset by:

- Dividends paid to ordinary shareholders and Additional Tier 1 security holders of R5.4 billion
- A net reduction of R1.9 billion due to the restatement of retained earnings related to the application of hedge accounting in the prior years, for certain portfolios in Investec Bank Limited, that did not meet the requirements of IAS 39 Financial Instruments: Recognition and Measurement
- A net reduction of R1.4 billion due to additional shares repurchased as part of the DLC share buy-back programme commenced November 2022. As at 31 March 2024 R6.8 billion of the R7 billion DLC share buy-back programme was executed
- A deduction of R1 billion following the PA's approval to amend the regulatory capital treatment of the Burstone Group Limited (previously Investec Property Fund Limited) investment from proportionate consolidation to the deduction method with limited recognition
- A R0.3 billion increase in the regulatory expected loss deduction.

RWAs increased by 3.0% from R283.6 billion (March 2023) to R292.2 billion (March 2024).

Credit risk RWAs, including counterparty credit risk, increased by R1.8 billion (0.8%) from 31 March 2023 to 31 March 2024. The increase was mainly driven by book growth, offset by lower RWAs due to the deconsolidation of Burstone, additional collateral and a decrease in the deferred tax asset.

CAPITAL MANAGEMENT AND ALLOCATION

CONTINUED

Equity risk RWAs increased by R0.7 billion (5.1%) from March 2023 to March 2024, largely attributable to new investments, set off by the realisation of unlisted equity investments.

Market risk RWAs for INL increased by R1.1 billion (15.4%) from March 2023 to March 2024. The increase is primarily driven by relatively higher VaR and stressed-VaR figures entering the 60-day averaging period, with the Interest Rate Derivatives desk being the largest contributor. Additional institutional positions taken in Investec Markets Limited, accounts for the balance of the increase.

Operational risk RWAs for Investec Limited increased by R5.0 billion (15.6%) from March 2023 to March 2024. This calculation is updated bi-annually in March and September and is based on a three-year rolling gross income before impairments average balance.

The Group's leverage ratio decreased to 6.2% (March 2024) from 6.5% (March 2023). The decrease is primarily driven by a decrease in total Tier 1 capital of R1.2 billion and by an increase of R9.5 billion in the leverage exposure measure owing largely to growth in total assets.

Minimum capital requirement

Investec Limited's minimum CET1 requirement at 31 March 2024 is 8.0%, comprising a 4.5% Pillar 1 minimum requirement, a 0.5% Pillar 2A add-on, a 2.5% capital conservation buffer, a 0.5% D-SIB buffer and a 0% CCyB. As at 31 March 2024, Investec Limited's institution-specific CCyB, held for purposes of the reciprocity requirement, was 0.0425% of risk weighted exposures.

Regulatory developments

The Financial Sector Laws Amendment Act (FSLAA) was promulgated on 28 January 2022. The FSLAA aims to, amongst other things, introduce South Africa's first comprehensive deposit insurance scheme and create a new subordinated class of loss-absorbing instruments (referred to as FLAC instruments) to facilitate the application of statutory bail-in power in order to assist with the implementation of the resolution framework for 'designated institutions'. The Finance Minister published the commencement schedule in March 2023, establishing the Corporation for Deposit Insurance (CODI) as a legal entity and the South African Reserve Bank as the Resolution Authority for designated institutions with effect from 1 June 2023, on which date the resolution framework also became effective. CODI is fully operational in South Africa from April 2024 and would be able to compensate qualifying depositors, up to R100 000 per bank, in the event of their bank failing.

The South African PA revised the implementation of the outstanding Basel 3 regulatory reforms in South Africa on the dates set out in Guidance Note 3 of 2023. The regulatory reforms, such as the revised standardised approach and internal ratings-based approach for credit risk, revised leverage ratio, revised operational risk and revised market risk and credit valuation adjustment frameworks are proposed for implementation at 1 July 2025. The proposed implementation phase-in of the output floor begins on 1 July 2025 (60%) till 1 January 2028 where it is expected to be fully phased-in at 72.5% of total non-modelled RWA.

Investec Limited continues to assess and monitor the impact of new regulations and regulatory reforms through participation in industry quantitative impact study submissions to the PA, contributing to industry consultations, discussions at the Banking Association of South Africa and quantifying the impact of the reforms and presenting the impact on Investec Limited at capital committees and its Board.

The SARB requires that banks maintain a positive cycle-neutral countercyclical capital buffer (PCN CCyB) to serve as a macro prudential tool that can be released in the event of sudden shocks, including those unrelated to the credit cycle. The PCN CCyB would be built-up and maintained when risks are assessed to be neither subdued nor elevated. Furthermore, the SARB would continually assess the appropriateness of the PCN CCyB and release the buffer when appropriate risks are identified.

A proposed directive has been issued by the South African PA, directing banks to implement a PCN CCyB effective 1 January 2026. The PCN CCyB shall be 1% of risk weighted exposures as determined. The PCN CCyB shall have a 12-month implementation lead time, commencing on 1 January 2025 and ending on 31 December 2025.

CAPITAL MANAGEMENT AND ALLOCATION
CONTINUED

Capital and capital adequacy

	Standardised		IRB scope^^^	
At 31 March 2024	**Investec plc*v^ £'million**	IBP*v^ £'million	**Investec Limited*^^ R'million**	IBL*^^ R'million
Shareholders' equity	**2 973**	**3 132**	**48 709**	**45 989**
Shareholders' equity excluding non-controlling interests	3 011	3 145	51 160	45 989
Perpetual preference share capital and share premium	(25)	—	(2 451)	—
Deconsolidation of special purpose entities	(13)	(13)	—	—
Non-controlling interests	**—**	**—**	**—**	**—**
Non-controlling interests per balance sheet	3	3	(61)	—
Non-controlling interests excluded for regulatory purposes	(3)	(3)	61	—
Regulatory adjustments to the accounting basis	**(3)**	**(3)**	**(333)**	**(277)**
Additional value adjustments	(5)	(5)	(276)	(220)
Gains or losses on liabilities at fair value resulting from changes in our credit standing	—	—	(32)	(32)
Cash flow hedging reserve	(18)	(18)	(25)	(25)
Adjustment under IFRS 9 transitional arrangements	20	20	—	—
Deductions	**(677)**	**(658)**	**(8 526)**	**(588)**
Goodwill and intangible assets net of deferred tax	(671)	(652)	(294)	(262)
Investment in financial entity	—	—	(237)	—
Deferred tax assets that rely on future profitability excluding those arising from temporary differences	(2)	(2)	—	—
Shortfall of eligible provisions compared to expected loss	—	—	(306)	(306)
Amount of deductions exceeding 15% threshold	—	—	(1 004)	—
Other regulatory adjustmentsvv	—	—	(6 685)	(20)
Securitisation positions which can alternatively be subject to a 1 250% risk weight	(1)	(1)	—	—
Defined benefit pension fund asset adjustment	(3)	(3)	—	—
Common Equity Tier 1 capital	**2 293**	**2 471**	**39 850**	**45 124**
Additional Tier 1 capital	**458**	**458**	**3 964**	**3 460**
Additional Tier 1 instruments	458	458	4 010	3 460
Non-qualifying surplus capital attributable to non-controlling interest	—	—	(46)	—
Tier 1 capital	**2 751**	**2 929**	**43 814**	**48 584**
Tier 2 capital	**712**	**712**	**7 449**	**7 447**
Collective impairment allowances	—	—	166	164
Tier 2 instruments^^^^	712	712	7 283	7 283
Total regulatory capital	**3 463**	**3 641**	**51 263**	**56 031**
Risk weighted assets	**18 509**	**18 054**	**292 179**	**273 185**

* Where: IBP is Investec Bank plc consolidated. IBL is Investec Bank Limited. The information for Investec plc includes the information for IBP. The information for Investec Limited includes the information for IBL.

v The capital adequacy disclosures follow Investec's normal basis of presentation so as to show a consistent basis of calculation across the jurisdictions in which the Group operates. For Investec plc and IBP this does not include the deduction of foreseeable charges and dividends when calculating CET1 capital. The impact of this deduction totalling £56 million for Investec plc and £62 million for IBP would lower the CET1 ratio by 30bps and 34bps respectively.

vv The South African Prudential Authority granted Investec Limited permission, effective 31 March 2023, to deduct from CET1 capital the shares it holds in Investec plc. The deduction at 31 March 2024 amounts to R6.4 billion and is included in other regulatory adjustments.

^ For Investec plc and IBP the CET1, Tier 1, total capital ratios and RWAs are calculated applying the IFRS 9 transitional arrangements.

^^ Investec Limited's and IBL's capital information includes unappropriated profits. If unappropriated profits are excluded from capital information, Investec Limited's and IBL's CET1 ratio would be 111bps and 118bps lower respectively. The leverage would be 48bps and 47bps lower respectively.

^^^ Investec Limited uses the Internal Ratings Based (IRB) approach to quantify credit RWA. As at 31 March 2024, 54% of the portfolio applies the AIRB approach, 26% applies the FIRB approach and the remaining 20% of the portfolio is subject to the standardised approach.

^^^^ Investec plc and IBP's Tier 2 instruments include £17 million of subordinated liabilities arising from the proportional consolidation of the Group's 41.25% interest in Rathbones Group plc.

CAPITAL MANAGEMENT AND ALLOCATION
CONTINUED

Capital structure and capital adequacy

	Standardised		IRB scope^^^	
At 31 March 2023	**Investec plc*ᵛ^ £'million**	IBP*ᵛ^ £'million	**Investec Limited*^^ R'million**	IBL*^^ R'million
Shareholders' equity	**2 428**	**2 522**	**45 929**	**44 016**
Shareholders' equity excluding non-controlling interests	2 468	2 539	48 374	44 016
Perpetual preference share capital and share premium	(25)	—	(2 445)	—
Deconsolidation of special purpose entities	(15)	(17)	—	—
Non-controlling interests	**—**	**—**	**—**	**—**
Non-controlling interests per balance sheet	1	1	9 872	—
Non-controlling interests excluded for regulatory purposes	(1)	(1)	(9 872)	—
Regulatory adjustments to the accounting basis	**16**	**15**	**1 054**	**1 111**
Additional value adjustments	(5)	(5)	(280)	(223)
Gains or losses on liabilities at fair value resulting from changes in our credit standing	—	—	(15)	(15)
Cash flow hedging reserve	(28)	(28)	1 349	1 349
Adjustment under IFRS 9 transitional arrangements	49	48	—	—
Deductions	**(318)**	**(306)**	**(5 173)**	**(329)**
Goodwill and intangible assets net of deferred tax	(312)	(300)	(315)	(311)
Investment in financial entity	—	—	(456)	—
Deferred tax assets that rely on future profitability excluding those arising from temporary differences	(2)	(2)	—	—
Shortfall of eligible provisions compared to expected loss	—	—	(18)	(18)
Other regulatory adjustments	—	—	(4 384)	—
Securitisation positions which can alternatively be subject to a 1 250% risk weight	(4)	(4)	—	—
Common Equity Tier 1 capital	**2 126**	**2 231**	**41 810**	**44 798**
Additional Tier 1 capital	**250**	**250**	**3 212**	**2 710**
Additional Tier 1 instrumentsᵛᵛᵛ	250	250	3 260	2 710
Non-qualifying surplus capital attributable to non-controlling interest	—	—	(48)	—
Tier 1 capital	**2 376**	**2 481**	**45 022**	**47 508**
Tier 2 capital	**738**	**764**	**6 963**	**7 928**
Collective impairment allowances	—	—	365	365
Tier 2 instruments	764	764	7 563	7 563
Non-qualifying surplus capital attributable to non-controlling interests	(26)	—	(851)	—
Investment in capital of financial entities above 10% threshold	—	—	(114)	—
Total regulatory capital	**3 114**	**3 245**	**51 985**	**55 436**
Risk weighted assets	**17 767**	**17 308**	**283 600**	**261 263**

* Where: IBP is Investec Bank plc consolidated. IBL is Investec Bank Limited. The information for Investec plc includes the information for IBP. The information for Investec Limited includes the information for IBL.

ᵛ The capital adequacy disclosures follow Investec's normal basis of presentation so as to show a consistent basis of calculation across the jurisdictions in which the Group operates. For Investec plc and IBP this does not include the deduction of foreseeable charges and dividends when calculating CET1 capital. The impact of this deduction totalling £55 million for Investec plc and £36 million for IBP would lower the CET1 ratio by 31bps and 21bps respectively.

ᵛᵛ The South African Prudential Authority granted Investec Limited permission, effective 31 March 2023, to deduct from CET1 capital the shares it holds in Investec plc. The deduction at 31 March 2023 amounts to R4.2 billion and is included in other regulatory adjustments.

ᵛᵛᵛ AT1 in Investec Limited has been restated for 31 March 2023, to remove the fully grandfathered perpetual preference shares and the corresponding deduction, amounting to R2.9 billion, this had no impact on total AT1.

^ For Investec plc and IBP the CET1, Tier 1, total capital ratios and RWAs are calculated applying the IFRS 9 transitional arrangements.

^^ Investec Limited's and IBL's capital information includes unappropriated profits. If unappropriated profits are excluded from capital information, Investec Limited's and IBL's CET1 ratio would be 117bps and 164bps lower respectively. The leverage would be 49bps and 65bps lower respectively.

^^^ Investec Limited uses the IRB Approach to quantify credit RWA. As at 31 March 2023, 53% of the portfolio applies the AIRB approach, 28% applies the FIRB approach and the remaining 19% of the portfolio is subject to the standardised approach.

CAPITAL MANAGEMENT AND ALLOCATION
CONTINUED

Risk weighted assets

	Standardised		IRB scope^^		Standardised		IRB scope^^	
	Investec plc* £'million	IBP* £'million	**Investec Limited* R'million**	IBL* R'million	**Investec plc* £'million**	IBP* £'million	**Investec Limited* R'million**	IBL* R'million
	At 31 March 2024				At 31 March 2023			
Risk weighted assets	**18 509**	**18 054**	**292 179**	**273 185**	**17 767**	**17 308**	**283 600**	**261 263**
Credit risk	15 278	15 276	222 698	213 144	14 122	14 118	218 883	206 693
Equity risk	527	89	15 008	13 422	594	153	14 283	10 437
Counterparty credit risk	370	377	6 723	6 705	477	487	7 930	7 930
Credit valuation adjustment risk	27	27	2 637	2 637	37	37	3 477	3 477
Market risk	428	428	7 934	6 255	513	511	6 875	5 784
Operational risk	1 879	1 857	37 179	31 022	2 024	2 002	32 152	26 942

Capital requirements

	Standardised		IRB scope^^		Standardised		IRB scope^^	
	Investec plc* £'million	IBP* £'million	**Investec Limited* R'million**	IBL* R'million	**Investec plc* £'million**	IBP* £'million	**Investec Limited* R'million**	IBL* R'million
	At 31 March 2024				At 31 March 2023			
Capital requirements	**1 481**	**1 444**	**35 186**	**32 898**	**1 421**	**1 385**	**34 067**	**31 384**
Credit risk	1 223	1 222	26 818	25 668	1 130	1 129	26 292	24 828
Equity risk	42	7	1 807	1 616	47	13	1 716	1 254
Counterparty credit risk	30	30	810	807	38	39	953	953
Credit valuation adjustment risk	2	2	318	318	3	3	418	418
Market risk	34	34	956	753	41	41	826	695
Operational risk	150	149	4 477	3 736	162	160	3 862	3 236

Leverage ratios

	Investec plc*ᵛ £'million	IBP*ᵛ £'million	**Investec Limited R'million* ^**	IBL R'million*^	**Investec plc*ᵛ £'million**	IBP*ᵛ £'million	**Investec Limited R'million*^**	IBL R'million*^
	At 31 March 2024				At 31 March 2023			
Tier 1 capital**	2 751	2 929	43 814	48 584	2 376	2 481	45 022	47 508
Total exposure measure	27 015	26 746	705 807	684 313	25 216	24 945	696 319	662 702
Leverage ratio	**10.2%**	**11.0%**	**6.2%**	**7.1%**	**9.4%**	**9.9%**	**6.5%**	**7.2%**
Tier 1 capital (fully loaded)^^	2 731	2 910	43 814	48 584	2 328	2 432	45 022	47 508
Total exposure measure (fully loaded)	26 995	26 726	705 807	684 313	25 168	24 896	696 319	662 702
Leverage ratio (fully loaded)* ^^**	**10.1%**	**10.9%**	**6.2%**	**7.1%**	**9.2%**	**9.8%**	**6.5%**	**7.2%**

* Where: IBP is Investec Bank plc consolidated and IBL is Investec Bank Limited. The information for Investec plc includes the information for IBP. The information for Investec Limited includes the information for IBL.
** For Investec plc and IBP the CET1, Tier 1 and total capital adequacy ratios and RWAs are calculated applying the IFRS 9 transitional arrangements.
*** For Investec plc and IBP the CET1 ratio (fully loaded) and the leverage ratio (fully loaded) assumes full adoption of IFRS 9.
ᵛ The leverage disclosures follow Investec's normal basis of presentation so as to show a consistent basis of calculation across the jurisdictions in which the Group operates. For Investec plc and IBP this does not include the deduction of foreseeable charges and dividends when calculating Tier 1 capital as required under the Capital Requirements Regulation. The impact of this deduction totalling £56 million (31 March 2023: £55 million) for Investec plc and £62 million (31 March 2023: £36 million) for IBP would lower the leverage ratio by 21bps (31 March 2023: 22bps) and 23bps (31 March 2023: 14bps) respectively.
^ Investec Limited's and IBL's capital information includes unappropriated profits. If unappropriated profits are excluded from capital information, Investec Limited's and IBL's CET1 ratio would be 111bps (31 March 2023: 117bps) and 118bps (31 March 2023: 164bps) lower respectively. The leverage would be 48bps (31 March 2023: 49bps) and 47bps (31 March 2023: 65bps) lower respectively.
^^ Investec Limited uses the Internal Ratings Based (IRB) Approach to quantify credit RWA. As at 31 March 2024, 54% (31 March 2023: 53%) of the portfolio applies the AIRB approach, 26% (31 March 2023: 28%) applies the FIRB approach and the remaining 20% (31 March 2023: 19%) of the portfolio is subject to the standardised approach.

Additional information

IN THIS SECTION

ANALYSIS OF ASSETS AND LIABILITIES BY MEASUREMENT CATEGORY

At 31 March 2024 £'000	Total instruments at fair value	Amortised cost	Non-financial instruments or scoped out of IFRS 9	Total
Assets				
Cash and balances at central banks	—	6 279 088	—	6 279 088
Loans and advances to banks	—	1 063 745	—	1 063 745
Non-sovereign and non-bank cash placements	12 073	439 409	—	451 482
Reverse repurchase agreements and cash collateral on securities borrowed	1 556 623	2 824 897	—	4 381 520
Sovereign debt securities	2 432 299	2 510 848	—	4 943 147
Bank debt securities	392 795	203 641	—	596 436
Other debt securities	321 720	826 427	—	1 148 147
Derivative financial instruments	853 938	—	—	853 938
Securities arising from trading activities	1 596 260	—	—	1 596 260
Loans and advances to customers	2 787 395	27 857 918	—	30 645 313
Own originated loans and advances to customers securitised	—	269 034	—	269 034
Other loans and advances	—	117 513	—	117 513
Other securitised assets	66 704	—	—	66 704
Other financial instruments at fair value through profit or loss in respect of liabilities to customers	154 738	—	—	154 738
Investment portfolio	807 030	—	—	807 030
Interests in associated undertakings and joint venture holdings	—	—	858 420	858 420
Current taxation assets	—	—	64 378	64 378
Deferred taxation assets	—	—	204 861	204 861
Other assets	276 828	876 272	519 482	1 672 582
Property and equipment	—	—	238 072	238 072
Investment properties	—	—	105 975	105 975
Goodwill	—	—	75 367	75 367
Software	—	—	9 707	9 707
Non-current assets classified as held for sale	—	—	22 270	22 270
	11 258 403	**43 268 792**	**2 098 532**	**56 625 727**
Liabilities				
Deposits by banks	—	3 446 776	—	3 446 776
Derivative financial instruments	1 069 119	—	—	1 069 119
Other trading liabilities	1 369 332	—	—	1 369 332
Repurchase agreements and cash collateral on securities lent	171 979	743 229	—	915 208
Customer accounts (deposits)	2 583 214	36 924 591	—	39 507 805
Debt securities in issue	9 823	1 531 371	—	1 541 194
Liabilities arising on securitisation of own originated loans and advances	—	208 571	—	208 571
Liabilities arising on securitisation of other assets	71 751	—	—	71 751
Current taxation liabilities	—	—	72 697	72 697
Deferred taxation liabilities	—	—	5 198	5 198
Other liabilities	34 060	1 088 955	693 124	1 816 139
Liabilities to customers under investment contracts	139 120	—	—	139 120
Insurance liabilities, including unit-linked liabilities	15 769	—	—	15 769
	5 464 167	**43 943 493**	**771 019**	**50 178 679**
Subordinated liabilities	—	972 806	—	972 806
	5 464 167	**44 916 299**	**771 019**	**51 151 485**

FAIR VALUE DISCLOSURE

The table below analyses recurring fair value measurements for financial assets and financial liabilities. These fair value measurements are categorised into different levels in the fair value hierarchy based on the inputs to the valuation technique used.

The different levels are identified as follows:

Level 1 – quoted (unadjusted) prices in active markets for identical assets or liabilities.

Level 2 – inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices).

Level 3 – inputs for the asset or liability that are not based on observable market data (unobservable inputs).

		Fair value category		
At 31 March 2024 **£'000**	**Total instruments at fair value**	Level 1	Level 2	Level 3
Assets				
Non-sovereign and non-bank cash placements	12 073	—	12 073	—
Reverse repurchase agreements and cash collateral on securities borrowed	1 556 623	—	1 556 623	—
Sovereign debt securities	2 432 299	2 432 299	—	—
Bank debt securities	392 795	373 942	18 853	—
Other debt securities	321 720	104 854	157 254	59 612
Derivative financial instruments	853 938	—	800 928	53 010
Securities arising from trading activities	1 596 260	1 426 104	170 156	—
Loans and advances to customers	2 787 395	—	707 724	2 079 671
Other securitised assets	66 704	—	—	66 704
Other financial instruments at fair value through profit or loss in respect of liabilities to customers	154 738	154 738	—	—
Investment portfolio	807 030	244 883	2 510	559 637
Other assets	276 828	276 828	—	—
	11 258 403	**5 013 648**	**3 426 121**	**2 818 634**
Liabilities				
Derivative financial instruments	1 069 119	—	1 004 778	64 341
Other trading liabilities	1 369 332	322 209	1 047 123	—
Repurchase agreements and cash collateral on securities lent	171 979	—	171 979	—
Customer accounts (deposits)	2 583 214	—	2 583 214	—
Debt securities in issue	9 823	—	9 823	—
Liabilities arising on securitisation of other assets	71 751	—	—	71 751
Other liabilities	34 060	—	34 060	—
Liabilities to customers under investment contracts	139 120	—	139 120	—
Insurance liabilities, including unit-linked liabilities	15 769	—	15 769	—
	5 464 167	**322 209**	**5 005 866**	**136 092**
Net financial assets/(liabilities) at fair value	**5 794 236**	**4 691 439**	**(1 579 745)**	**2 682 542**

Transfers between level 1 and level 2

There were no transfers between level 1 and level 2 in the current year.

FAIR VALUE DISCLOSURE
CONTINUED

Measurement of financial assets and liabilities at level 2

The table below sets out information about the valuation techniques used at the end of the reporting period in measuring financial instruments categorised as level 2 in the fair value hierarchy:

	Valuation basis/techniques	Main inputs
Assets		
Non-sovereign and non-bank cash placements	Discounted cash flow model	Yield curves
Reverse repurchase agreements and cash collateral on securities borrowed	Discounted cash flow model, Hermite interpolation, Black-Scholes	Yield curves, discount rates, volatilities
Bank debt securities	Discounted cash flow model	Yield curves
Other debt securities	Discounted cash flow model	Yield curves, NCD curves and swap curves, discount rates, external prices, broker quotes
Derivative financial instruments	Discounted cash flow model, Hermite interpolation, industry standard derivative pricing models including Black-Scholes and Local Volatility	Discount rate, risk-free rate, volatilities, forex forward points and spot rates, interest rate swap curves and credit curves
Securities arising from trading activities	Standard industry derivative pricing model, Discounted cash flow model	Interest rate curves, implied bond spreads, equity volatilities, yield curves
Loans and advances to customers	Discounted cash flow model	Yield curves
Investment portfolio	Discounted cash flow model, relative valuation model, Comparable quoted inputs	Discount rate and fund unit price, net assets
Liabilities		
Derivative financial instruments	Discounted cash flow model, Hermite interpolation, industry standard derivative pricing models including Black-Scholes and Local Volatility	Discount rate, risk-free rate, volatilities, forex forward points and spot rates, interest rate swap curves and credit curves
Other trading liabilities	Discounted cash flow model, Hermite interpolation, industry standard derivative pricing models including Local Volatility	Discount rate, risk-free rate, volatilities, forex forward points and spot rates, interest rate swap curves and credit curves
Repurchase agreements and cash collateral on securities lent	Discounted cash flow model, Hermite interpolation	Yield curves, discount rates
Customer accounts (deposits)	Discounted cash flow model	Yield curves, discount rates
Debt securities in issue	Discounted cash flow model, Hermite interpolation, industry standard derivative pricing models including Local Volatility	Discount rate, risk-free rate, volatilities, forex forward points and spot rates, interest rate swap curves and credit curves
Other liabilities	Discounted cash flow model	Yield curves
Liabilities to customers under investment contracts	Current price of underlying unitised assets	Listed prices
Insurance liabilities, including unit-linked liabilities	Current price of underlying unitised assets	Listed prices

FAIR VALUE DISCLOSURE
CONTINUED

Level 3 financial instruments

The following tables show a reconciliation of the opening balances to the closing balances for level 3 financial instruments. All instruments are at fair value through profit or loss.

£'000	Investment portfolio	Loans and advances to customers	Other securitised assets	Other balance sheet assets	Total
Assets					
Balance at 1 April 2023	**1 127 964**	**1 336 871**	**78 231**	**151 118**	**2 694 184**
Total gains or (losses)	3 465	179 000	(1 495)	5 307	186 277
In the income statement	3 465	180 786	(1 495)	5 307	188 063
In the statement of comprehensive income	—	(1 786)	—	—	(1 786)
Purchases	46 964	2 551 558	—	39 709	2 638 231
Sales	(105 258)	(1 058 680)	—	(14 481)	(1 178 419)
Issues	—	6 527	—	—	6 527
Settlements	(59 236)	(901 459)	(10 032)	(74 870)	(1 045 597)
Discontinued operations	(425 844)	—	—	—	(425 844)
Foreign exchange adjustments	(28 418)	(34 146)	—	5 839	(56 725)
Balance at 31 March 2024	**559 637**	**2 079 671**	**66 704**	**112 622**	**2 818 634**

£'000	Liabilities arising on securitisation of other assets	Other balance sheet liabilities	Total
Liabilities			
Balance at 1 April 2023	**81 609**	**111 858**	**193 467**
Total losses in the income statement	1 190	6 183	7 373
Disposal of subsidiaries	—	(3 933)	(3 933)
Settlements	(11 048)	(7 608)	(18 656)
Discontinued operations	—	(45 387)	(45 387)
Foreign exchange adjustments	—	3 228	3 228
Balance at 31 March 2024	**71 751**	**64 341**	**136 092**

The Group transfers between levels within the fair value hierarchy when the significance of the unobservable inputs change or if the valuation methods change. Transfers are deemed to occur at the end of each semi-annual reporting period.

The following table quantifies the gains or (losses) included in the income statement and statement of other comprehensive income recognised on level 3 financial instruments:

For the year to 31 March 2024 £'000	Total	Realised	Unrealised
Total gains included in the income statement for the year			
Net interest income	174 272	156 645	17 627
Investment income/(loss)	8 563	34 133	(25 570)
Trading loss arising from customer flow	(2 145)	—	(2 145)
	180 690	**190 778**	**(10 088)**
Total gains included in other comprehensive income for the year			
Gain on realisation on debt instruments at FVOCI recycled through the income statement	534	534	—
Fair value movements on debt instruments at FVOCI taken directly to other comprehensive income	(1 786)	—	(1 786)
	(1 252)	**534**	**(1 786)**

FAIR VALUE DISCLOSURE
CONTINUED

Sensitivity of fair values to reasonably possible alternative assumptions by level 3 instrument type

The fair value of financial instruments in level 3 is measured using valuation techniques that incorporate assumptions that are not evidenced by prices from observable market data. The following table shows the sensitivity of these fair values to reasonably possible alternative assumptions, determined at a transactional level:

At 31 March 2024	Balance sheet value £'000	Significant unobservable input changed	Range which unobservable input has been changed	Favourable changes £'000	Unfavourable changes £'000
Assets					
Other debt securities	59 612	Potential impact on income statement		2 192	(3 713)
		Cash flow adjustments	CPR 7.62%-11.08%	214	(160)
		Credit spreads	0.75%-0.86%	40	(68)
		Other	^	1 938	(3 485)
Derivative financial instruments	53 010	Potential impact on income statement		5 329	(5 420)
		Volatilities	7.5%-19.1%	1	(3)
		Underlying asset value^^	^^	4 574	(4 619)
		Cash flow adjustment	CPR 7.62%	2	(2)
		Other^	^	752	(796)
Loans and advances to customers	2 079 671	Potential impact on income statement		26 131	(45 642)
		Credit spreads	0.10% - 37.8%	10 840	(24 697)
		Property value	**	10 040	(10 560)
		Price earnings multiple	3.8x	2 762	(6 893)
		Underlying asset value^^	^^	1 499	(1 695)
		Other^	^	990	(1 797)
		Potential impact on other comprehensive income		12 783	(24 177)
		Credit spreads	0.14% - 5.0%	12 783	(24 177)
Other securitised assets*	66 704	Potential impact on income statement			
		Cash flow adjustments	CPR 7.62%	770	(1 291)
Investment portfolio	559 637	Potential impact on income statement		57 968	(85 545)
		Price earnings multiple	3.8x-9x	6 485	(13 200)
		Underlying asset value^^	^^	9 798	(18 625)
		EBITDA	**	7 716	(8 747)
		EBITDA	(10%)-10%	17 961	(17 961)
		Cash flows	**	1 997	(1 739)
		Underlying asset value^^	^^	1 192	(2 480)
		Precious and industrial metal prices	(5%)-5%	935	(1 870)
		Other^	^	11 884	(20 923)
Total level 3 assets	**2 818 634**			**105 173**	**(165 788)**
Liabilities					
Derivative financial instruments	64 341	Potential impact on income statement		(5 552)	3 507
		Volatilities	9%-23.3%	(1)	2
		Underlying asset value^^	^^	(5 550)	3 505
		Other	^	(1)	—
Liabilities arising on securitisation of other assets*	71 751	Potential impact on income statement			
		Cash flow adjustments	CPR 7.62%	(805)	440
Total level 3 liabilities	**136 092**			**(6 357)**	**3 947**
Net level 3 assets	**2 682 542**			**98 816**	**(161 841)**

* The sensitivity of the fair value of liabilities arising on securitisation of other assets has been considered together with other securitised assets.
^ Other – The valuation sensitivity has been assessed by adjusting various inputs such as expected cash flows, discount rates, earnings multiples rather than a single input. It is deemed appropriate to reflect the outcome on a portfolio basis for the purposes of this analysis as the sensitivity of the assets cannot be determined through the adjustment of a single input.
^^ Underlying asset values are calculated by reference to a tangible asset, for example property, aircraft or shares.
** The EBITDA, cash flows and property values have been stressed on an investment-by-investment and loan-by-loan basis in order to obtain favourable and unfavourable valuations.

FAIR VALUE DISCLOSURE
CONTINUED

In determining the value of level 3 financial instruments, the following are the principal inputs that can require judgement:

Credit spreads

Credit spreads reflect the additional yield that a market participant would demand for taking exposure to the credit risk of an instrument. The credit spread for an instrument forms part of the yield used in a discounted cash flow calculation. In general a significant increase in a credit spread in isolation will result in a movement in fair value that is unfavourable for the holder of a financial instrument.

Discount rates

Discount rates (including WACC) are used to adjust for the time value of money when using a discounted cash flow valuation method. Where relevant, the discount rate also accounts for illiquidity, market conditions and uncertainty of future cash flows.

Volatilities

Volatility is a key input in the valuation of derivative products containing optionality. Volatility is a measure of the variability or uncertainty in returns for a given derivative underlying. It represents an estimate of how much a particular underlying instrument, parameter or index will change in value over time.

Cash flows

Cash flows relate to the future cash flows which can be expected from the instrument and requires judgement.

EBITDA

The Company being valued earnings before interest, taxes, depreciation and amortisation. This is the main input into a price-earnings multiple valuation method.

Price earnings multiple

The price-to-earnings ratio is an equity valuation multiple. It is a key driver in the valuation of unlisted investments.

Property values and precious and industrial metals

The property value and precious and industrial metals is a key driver of future cash flows on these investments.

Underlying asset value

In instances where cash flows have links to referenced assets, the underlying asset value is used to determine the fair value. The underlying asset valuation is derived using observable market prices sourced from broker quotes, specialist valuers or other reliable pricing sources.

FAIR VALUE DISCLOSURE
CONTINUED

Fair value of financial instruments at amortised cost

At 31 March 2024 £'000	Carrying amount	Fair value approximates carrying amount	Balances where fair values do not approximate carrying amounts	Fair value of balances that do not approximate carrying amounts
Assets				
Cash and balances at central banks	6 279 088	6 279 088	—	—
Loans and advances to banks	1 063 745	868 376	195 369	195 531
Non-sovereign and non-bank cash placements	439 409	439 409	—	—
Reverse repurchase agreements and cash collateral on securities borrowed	2 824 897	1 139 859	1 685 038	1 684 862
Sovereign debt securities	2 510 848	4 253	2 506 595	2 495 777
Bank debt securities	203 641	4 402	199 239	199 598
Other debt securities	826 427	103 705	722 722	726 213
Loans and advances to customers	27 857 918	12 930 225	14 927 693	14 728 302
Own originated loans and advances to customers securitised	269 034	269 034	—	—
Other loans and advances	117 513	71 466	46 047	46 167
Other securitised assets	—	—	—	—
Other assets	876 272	876 272	—	—
	43 268 792	**22 986 089**	**20 282 703**	**20 076 450**
Liabilities				
Deposits by banks	3 446 776	318 941	3 127 835	3 170 276
Repurchase agreements and cash collateral on securities lent	743 229	451 943	291 286	292 807
Customer accounts (deposits)	36 924 591	19 458 167	17 466 424	17 468 884
Debt securities in issue	1 531 371	248 430	1 282 941	1 284 837
Liabilities arising on securitisation of own originated loans and advances	208 571	208 571	—	—
Other liabilities	1 088 955	1 087 329	1 626	536
Subordinated liabilities	972 806	303 999	668 807	661 143
	44 916 299	**22 077 380**	**22 838 919**	**22 878 483**

SHAREHOLDER ANALYSIS

Investec ordinary shares

As at 31 March 2024, Investec plc and Investec Limited had 696.1 million and 295.1 million ordinary shares in issue respectively.

Spread of ordinary shareholders as at 31 March 2024

Investec plc ordinary shares in issue

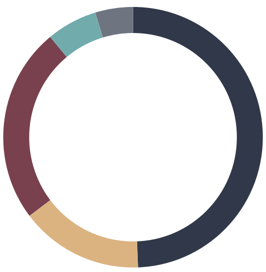
Number of shareholders	Holdings	% of total shareholders	Number of shares in issue	% of issued share capital
14 454	1 – 500	61.5%	1 917 671	0.3%
2 874	501 – 1 000	12.2%	2 193 260	0.3%
3 564	1 001 – 5 000	15.2%	8 057 246	1.2%
659	5 001 – 10 000	2.8%	4 820 942	0.7%
951	10 001 – 50 000	4.1%	22 621 992	3.2%
314	50 001 – 100 000	1.3%	22 486 207	3.2%
679	100 001 and over	2.9%	633 985 300	91.1%
23 495		**100.0%**	**696 082 618**	**100.0%**

Investec Limited ordinary shares in issue

Number of shareholders	Holdings	% of total shareholders	Number of shares in issue	% of issued share capital
8 820	1 – 500	65.3%	785 762	0.3%
1 199	501 – 1 000	8.9%	918 689	0.3%
1 859	1 001 – 5 000	13.7%	4 250 742	1.4%
459	5 001 – 10 000	3.4%	3 351 694	1.1%
693	10 001 – 50 000	5.1%	16 372 153	5.6%
172	50 001 – 100 000	1.3%	12 405 889	4.2%
311	100 001 and over	2.3%	257 040 877	87.1%
13 513		**100.0%**	**295 125 806**	**100.0%**

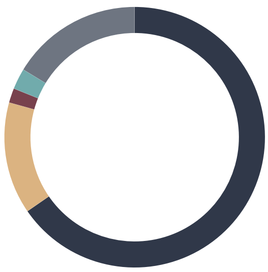
Geographical holding by beneficial ordinary shareholder as at 31 March 2024

Investec plc



South Africa	49.4%
UK	15.3%
USA and Canada	24.3%
Rest of Europe	6.3%
Rest of World	4.7%

Investec Limited



South Africa	65.4%
UK	13.9%
USA and Canada	1.8%
Rest of Europe	2.6%
Rest of World	16.3%

SHAREHOLDER ANALYSIS
CONTINUED

Largest ordinary shareholders as at 31 March 2024

In accordance with the terms provided for in Section 793 of the UK Companies Act 2006 and Section 56 of the South African Companies Act 2008, the Group has conducted investigations into the registered holders of its ordinary shares (including nominee and asset management companies) and the results are as disclosed below.

Investec plc

Shareholder analysis by manager group		Number of shares	% holding
1.	Public Investment Corporation (ZA)	94 476 972	13.6%
2.	Investec Staff Share Scheme (UK & ZA)	58 724 358	8.4%
3.	M&G Investments (UK & ZA)	46 852 885	6.7%
4.	BlackRock Inc (UK & USA)	44 963 750	6.5%
5.	Ninety One (UK & ZA)	33 702 289	4.8%
6.	Vanguard Group Holdings (UK & USA)	30 952 347	4.4%
7.	BrightSphere Investment Group (US & UK)	22 328 918	3.2%
8.	Allan Gray (ZA)	14 287 549	2.1%
9.	Legal & General Group (UK)	12 261 314	1.8%
10.	T. Rowe Price Group (UK)	11 726 938	1.7%
	Cumulative total	**370 277 320**	**53.2%**

The top 10 shareholders account for 53.2% of the total shareholding in Investec plc. Some major fund managers hold additional shares below this, which may cause the above figures to be marginally understated.

Investec Limited

Shareholder analysis by manager group		Number of shares	% holding
1.	Public Investment Corporation (ZA)	45 858 653	15.5%
2.	IGL Share Scheme (UK & ZA)	24 055 976	8.1%
3.	Investec Staff Share Scheme (UK & ZA)	22 465 955	7.6%
4.	Allan Gray (ZA)	20 823 668	7.0%
5.	Sanlam Group (ZA)	13 479 346	4.6%
6.	Truffle Asset Management (ZA)	11 677 087	4.0%
7.	Old Mutual Investment Group (ZA)	10 976 597	3.7%
8.	Vanguard Group Holdings (UK & USA)	10 509 105	3.6%
9.	M&G Investments (UK & ZA)	7 848 178	2.7%
10.	BrightSphere Investment Group (UK & UKSA)	6 556 866	2.2%
	Cumulative total	**174 251 431**	**59.0%**

The top 10 shareholders account for 59.0% of the total shareholding in Investec Limited. Some major fund managers hold additional shares below this, which may cause the above figures to be marginally understated.

SHAREHOLDER ANALYSIS
CONTINUED

Share statistics

For the year ended	31 March 2024	31 March 2023
Price earnings ratio[1]	6.8	6.5
Dividend payout ratio (%)	44.2	45.0
Dividend yield (%)	6.5	6.9
Earnings yield (%)[1]	14.7	15.3

Investec plc

For the year ended	31 March 2024	31 March 2023
Daily average volumes of shares traded (‘000)	1 151	1 534
Closing market price per share (Pound Sterling)	5.32	4.50
Number of ordinary shares in issue (million)	696.1	696.1
Market capitalisation (£’million)[2]	3 419	2 906

Investec Limited

For the year ended	31 March 2024	31 March 2023
Daily average volumes of shares traded (‘000)	631	895
Closing market price per share (Rands)	124.93	98.12
Number of ordinary shares in issue (million)	295.1	299.0
Market capitalisation (R’million)[2]	111 828	87 787
Market capitalisation (£’million)[2]	4 762	4 023

1. Calculations are based on the adjusted earnings per share and the closing share price.
2. This calculation of market capitalisation excludes the Group's treasury shares. For the market capitalisation of Investec plc, the LSE only includes the shares in issue for Investec plc, as Investec Limited is not incorporated in the UK. For the market capitalisation of Investec Limited, the JSE has agreed to use the total number of shares in issue for the combined Group, comprising Investec plc and Investec Limited.

SHAREHOLDER ANALYSIS
CONTINUED

Investec preference shares

Investec plc and Investec Limited have issued preference shares.

Spread of preference shareholders as at 31 March 2024

Investec plc preference shareholders

Number of shareholders	Holdings	% of total shareholders	Number of preference shares in issue	% of issued preference share capital
37	1 – 500	17.0%	5 800	0.2%
19	501 – 1 000	8.7%	13 673	0.5%
94	1 001 – 5 000	43.1%	189 347	6.9%
23	5 001 – 10 000	10.6%	175 447	6.4%
29	10 001 – 50 000	13.3%	708 944	25.7%
11	50 001 – 100 000	5.0%	762 187	27.7%
5	100 001 and over	2.3%	899 189	32.6%
218		**100.0%**	**2 754 587**	**100.0%**

Investec plc (Rand-denominated) perpetual preference shareholders

Number of shareholders	Holdings	% of total shareholders	Number of preference shares in issue	% of issued preference share capital
25	1 – 500	39.1%	4 288	3.3%
11	501 – 1 000	17.2%	9 192	7.0%
20	1 001 – 5 000	31.2%	51 520	39.1%
5	5 001 – 10 000	7.8%	31 791	24.2%
3	10 001 – 50 000	4.7%	34 656	26.4%
—	50 001 – 100 000	—%	—	—%
—	100 001 and over	—%	—	—%
64		**100.0%**	**131 447**	**100.0%**

Investec Limited perpetual preference shareholders

Number of shareholders	Holdings	% of total shareholders	Number of preference shares in issue	% of issued preference share capital
821	1 – 500	18.7%	171 961	0.7%
775	501 – 1 000	17.7%	650 388	2.6%
1 870	1 001 – 5 000	42.7%	4 584 898	18.5%
422	5 001 – 10 000	9.6%	3 034 895	12.2%
429	10 001 – 50 000	9.8%	8 538 863	34.4%
34	50 001 – 100 000	0.8%	2 405 742	9.7%
29	100 001 and over	0.7%	5 449 096	21.9%
4 380		**100.0%**	**24 835 843**	**100.0%**

Largest preference shareholders as at 31 March 2024

Shareholders holding beneficial interests in excess of 5.0% of the issued preference shares are as follows:

Investec plc perpetual preference shares

HSBC Global Custody Nominee (UK) 13.6%
Rock (Nominees) Limited 5.3%
Nortrust Nominees Limited 5.2%

Investec plc (Rand-denominated) perpetual preference shares

Private individual 9.9%
Private individual 8.4%
Morris Orlin Outfitters Pty Ltd 8.1%
Private individual 7.6%

Investec Limited perpetual preference shares

There were no shareholders holding beneficial interests in excess of 5.0% of the issued preference shares in Investec Limited as at 31 March 2024.

Annexures

07

IN THIS SECTION

ALTERNATIVE PERFORMANCE MEASURES

We supplement our IFRS figures with alternative performance measures used by management internally and which provide valuable, relevant information to readers. These measures are used to align internal and external reporting, identify items management believes are not representative of the underlying performance of the business and provide insight into how management assesses period on period performance. A description of the Group's alternative performance measures and their calculation, where relevant, is set out below.

Alternative performance measures are not measures within the scope of IFRS and are not a substitute for IFRS financial measures. Alternative performance measures constitute pro-forma financial information. The pro-forma financial information is the responsibility of the Board of Directors and is presented for illustrative purposes only and because of its nature may not fairly present the Group's financial position, changes in equity, and results in operations or cash flows.

Adjusted earnings attributable to ordinary shareholders	Earnings attributable to shareholders adjusted to remove goodwill, acquired intangibles, strategic actions, and earnings attributable to perpetual preference shareholders and Other Additional Tier 1 security holders Refer to page 42 for the reconciliation of earnings attributable to shareholders to adjusted earnings attributable to ordinary shareholders
Adjusted earnings per share	Adjusted earnings attributable to ordinary shareholders divided by the weighted average number of ordinary shares in issue during the period Refer to page 42 for calculation
Adjusted operating profit	Refer to the calculation in the table below:

£'000	31 March 2024	31 March 2023
Operating profit before goodwill, acquired intangibles and strategic actions	885 888	819 479
Less: Profit attributable to other non-controlling interests	(1 382)	(752)
Adjusted operating profit^	**884 506**	**818 727**

^ This key metric is based on the pro-forma income statements on page 55.

Adjusted operating profit per employee	Adjusted operating profit divided by average permanent employees Refer to page 70 for calculation
Annuity income	Net interest income plus net annuity fees and commissions Refer to page 61
Core loans	The table below describes the differences between 'loans and advances to customers' as per the balance sheet and gross core loans

	UK and Other		Southern Africa		Total Group	
£'million	**31 March 2024**	31 March 2023	**31 March 2024**	31 March 2023*	**31 March 2024**	31 March 2023*
Loans and advances to customers per the balance sheet	16 570	15 568	14 075	14 545	30 645	30 113
Add: Own originated loans and advances to customers per the balance sheet	—	—	269	273	269	273
Add: ECL held against FVOCI loans reported on the balance sheet within reserves	(13)	(5)	—	—	(13)	(5)
Net core loans	**16 557**	**15 563**	**14 344**	**14 818**	**30 901**	**30 381**
of which subject to ECL#	15 916	15 012	14 280	14 743	30 196	29 755
Net core loans at amortised cost and FVOCI	15 916	15 012	13 669	14 104	29 585	29 116
Net fixed rate loans designated at FVPL (on which ECL is calculated for management purposes)^	—	—	611	639	611	639
of which FVPL (excluding fixed rate loans above)	641	551	64	75	705	626
Add: ECL	187	146	116	150	303	296
Gross core loans	**16 744**	**15 709**	**14 460**	**14 968**	**31 204**	**30 677**
of which subject to ECL#	16 103	15 158	14 396	14 893	30 499	30 051
of which FVPL (excluding fixed rate loans above)	641	551	64	75	705	626

^ These are fixed rate loans which have passed the solely payments of principal and interest (SPPI) test and are held in a business model to collect contractual cash flows but have been designated at FVPL to eliminate accounting mismatches (interest rate risk is being economically hedged). The underlying loans have been fair valued and management performs an ECL calculation in order to obtain a reasonable estimate of the credit risk component. The portfolio is managed on the same basis as gross core loans measured at amortised cost. £0.6 billion of the drawn exposure falls into Stage 1 (31 March 2023: £0.6 billion), £1 million in Stage 2 (31 March 2023: £1 million) and the remaining £42 million in Stage 3 (31 March 2023: £44 million). The ECL on the Stage 1 portfolio is £1 million (31 March 2023: £2 million), ECL on the Stage 2 portfolio is £nil (31 March 2023: £nil) and ECL on the Stage 3 portfolio is £5 million (31 March 2023: £11 million).
# Includes portfolios for which ECL is not required for IFRS purposes, but which management evaluates on this basis.
* Restated as a result of change in classification between non-sovereign and non-bank cash placements and loans and advances to customers as detailed on page 77.

ALTERNATIVE PERFORMANCE MEASURES
CONTINUED

Core loans to equity ratio	Net core loans divided by total shareholders' equity per the balance sheet
Cost to income ratio	Refer to calculation in the table below:

£'000	31 March 2024	31 March 2023
Operating costs (A)	1 120 245	1 085 999
Total operating income before expected credit losses	2 085 246	1 986 324
Less: Profit attributable to non-controlling interests	(1 382)	(752)
Total (B)	2 083 864	1 985 572
Cost to income ratio (A/B)^	**53.8%**	**54.7%**

^ This key metric is based on the pro-forma income statements on page 55.

Coverage ratio	ECL as a percentage of gross core loans subject to ECL
Credit loss ratio	ECL impairment charges on core loans as a percentage of average gross core loans subject to ECL
Dividend payout ratio	Ordinary dividend per share divided by adjusted earnings per share
Gearing ratio	Total assets excluding assurance assets divided by total equity
Loans and advances to customers as a percentage of customer deposits	Loans and advances to customers as a percentage of customer accounts (deposits)
Net tangible asset value per share	Refer to calculation on page 82
Net interest margin	Interest income net of interest expense, divided by average interest-earning assets Refer to calculation on page 60
Return on average ordinary shareholders' equity (ROE)	Refer to calculation on pages 83 to 86
Return on average tangible ordinary shareholders' equity (ROTE)	Refer to calculation on pages 83 to 86
Return on risk weighted assets	Adjusted earnings attributable to ordinary shareholders divided by average risk weighted assets, where risk weighted assets is calculated as the sum of risk weighted assets for Investec plc and Investec Limited (converted into Pound Sterling) Refer to page 82
Staff compensation to operating income ratio	All staff compensation costs expressed as a percentage of operating income before ECL (net of operating profits or losses attributable to other non-controlling interests)

DEFINITIONS

Cash and near cash

Includes cash, near cash (other 'monetisable assets') and Central Bank cash placements and guaranteed liquidity.

Diluted earnings per share

Diluted earnings per share is calculated by dividing the earnings attributable to the ordinary shareholders of Investec plc and Investec Limited, adjusted for the effects of dilutive ordinary potential shares, by the weighted average number of shares in issue during the period plus the weighted average number of ordinary shares that would be issued on conversion of the dilutive ordinary potential shares during the year.

Refer to page 42 for the calculation of diluted earnings per share.

Earnings per share

Basic earnings per share is calculated by dividing the earnings attributable to the ordinary shareholders in Investec plc and Investec Limited by the weighted average number of ordinary shares in issue during the year.

Refer to page 42 for the calculation of earnings per share.

Effective operational tax rate

Tax on profit on ordinary activities (excluding non-operating items) divided by operating profit before goodwill and acquired intangibles and excluding share of post-taxation profit of associates and joint venture holdings.

Funds under management

Consists of funds managed by the Wealth & Investment business.

Headline earnings per share

Headline earnings is calculated in accordance with the JSE listing requirements and in terms of Circular 1/2021 issued by the South African Institute of Chartered Accountants. Headline earnings per share is calculated by dividing the Group's headline earnings by the average number of shares which it had in issue during the accounting period.

Refer to page 42 for the calculation of headline earnings per share.

Interest-bearing liabilities

Deposits by banks, debt securities in issue, repurchase agreements and cash collateral on securities lent, customer accounts (deposits), subordinated liabilities, liabilities arising on securitisation of own originated loans and advances, and finance lease liabilities. Refer to page 60 for calculation.

Interest-earning assets

Cash and near cash, bank debt securities, sovereign debt securities, core loans, other debt securities, other loans and advances, other securitised assets, and finance lease receivables. Refer to page 60 for calculation.

Legacy business in the UK Specialist Bank ('Legacy')

Legacy, as separately disclosed from 2014 to 2018, comprises pre-2008 assets held on the UK bank's balance sheet, that had very low/negative margins and assets relating to business we are no longer undertaking.

Market capitalisation

Total number of shares in issue (including Investec plc and Investec Limited) excluding treasury shares, multiplied by the closing share price of Investec plc on the London Stock Exchange.

Net-zero

Balancing the amount of emitted greenhouse gases with equivalent emissions that are either offset or sequestered.

Ninety One and Ninety One Group

All references to Ninety One and Ninety One Group refer to Ninety One plc and its subsidiaries plus Ninety One Limited and its subsidiaries.

Strategic actions

Comprises the closure and rundown of the Hong Kong direct investments business, the demerger of the asset management business and the financial impact of Group restructures.

Subject to ECL

Includes financial assets held at amortised cost and FVOCI as well as designated at FVPL loan portfolios for which ECL is not required for IFRS purposes, but for which management evaluates on this basis.

Weighted number of ordinary shares in issue

The number of ordinary shares in issue at the beginning of the year increased by shares issued during the year, weighted on a time basis for the period during which they have participated in the income of the Group less treasury shares. Refer to calculation on page 42.

GLOSSARY

Abbreviation	Meaning
AFS	Available for sale
AGM	Annual general meeting
AIRB	Advanced Internal Ratings-Based
AT1	Additional Tier 1
BCBS	Basel Committee of Banking Supervision
BID	Belonging, Inclusion and Diversity
BoE	Bank of England
BOM	Bank of Mauritius
BSE	Botswana Stock Exchange
CAGR	Compound Annual Growth rate
CCB	Capital Conservation Buffer
CCyB	Countercyclical Capital Buffer
CDO	Collateralised debt obligation
CET1	Common Equity Tier 1
CFO	Chief Financial Officer
COO	Chief Operating Officer
CPI	Consumer Price Index
CPR	Conditional prepayment rate
CRO	Chief Risk Officer
CRR	Capital Requirements Regulation
CVA	Credit value adjustment
DCF	Discounted cash flow
DLC	Dual-listed company, i.e. the combined group
EBA	European Banking Authority
EBITDA	Earnings before interest, taxes, depreciation and amortisation
ECA	Export Credit Agency
ECB	European Central Bank
ECL	Expected credit losses
EPS	Earnings per share
ERV	Expected rental value
ESG	Environmental, social and governance
EU	European Union
FCA	Financial Conduct Authority
FICC	Fixed income, currency and commodities
FIRB	Foundation Internal Ratings Based
FPC	Financial Policy Committee
FRC	Financial Reporting Council
FRTB	Fundamental Review of the Trading Book
FSB	Financial Services Board
FSC	Financial Sector Code
FSCS	Financial Services Compensation Scheme
FUMA	Funds under management and administration
FV	Fair value
FVOCI	Fair value through other comprehensive income
FVPL	Fair value through profit and loss
GDP	Gross Domestic Product
HNW	High net worth
HQLA	High quality liquid assets
IAPF	Investec Australia Property Fund
IASB	International Accounting Standards Board

Abbreviation	Meaning
IASs	International Accounting Standards
IBL	Investec Bank Limited
IBP	Investec Bank plc
IFRS	International Financial Reporting Standard
IPF	Investec Property Fund
IRB	Internal ratings-based approach
IRRBB	Interest rate risk in the banking book
ISAs (UK)	International Standards on Auditing (UK)
IW&I	Investec Wealth & Investment
JSE	Johannesburg Stock Exchange
LCR	Liquidity Coverage Ratio
LHS	Left-hand side
LSE	London Stock Exchange
MD	Managing Director
MiFID	Markets in Financial Instruments Directive
MREL	Minimum Requirements for Own Funds and Eligible Liabilities
MTM	Mark to market
NAV	Net Asset Value
NCI	Non-controlling interests
NIR	Non-interest revenue
NSFR	Net Stable Funding Ratio
NSX	Namibian Stock Exchange
OCI	Other comprehensive income
OTC	Over the counter
PRA	Prudential Regulation Authority
RHS	Right-hand side
ROE	Return on equity
ROTE	Return on tangible equity
ROU	Right of use asset
RPI	Retail Price Index
RWA	Risk weighted asset
SAICA	South African Institute of Chartered Accountants
SARS	South African Revenue Service
SDGs	Sustainable Development Goals
SOE	State-Owned Enterprise
South African PA	South African Prudential Authority (previously known as the Banking Supervision Division of the South African Reserve Bank)
TTC	Through-the-cycle
TNAV	Tangible Net Asset Value
SPPI	Solely payments of principal and interest
UHNW	Ultra high net worth
W&I	Wealth & Investment
WACC	Weighted average cost of capital

DIVIDEND ANNOUNCEMENTS

Investec plc

Incorporated in England and Wales
Registration number: 3633621
LSE ordinary share code: INVP
JSE ordinary share code: INP
ISIN: GB00B17BBQ50
LEI: 2138007Z3U5GWDN3MY22

Ordinary share dividend announcement

In terms of the DLC structure, Investec plc shareholders registered on the United Kingdom share register may receive all or part of their dividend entitlements through dividends declared and paid by Investec plc on their ordinary shares and/or through dividends declared and paid on the SA DAN share issued by Investec Limited.

Investec plc shareholders registered on the South African branch register may receive all or part of their dividend entitlements through dividends declared and paid by Investec plc on their ordinary shares and/or through dividends declared and paid on the SA DAS share issued by Investec Limited.

Declaration of dividend number 43

Notice is hereby given that final dividend number 43, being a gross dividend of 19.00000 pence (2023: 17.50000 pence) per ordinary share has been declared by the Board from income reserves in respect of the year ended 31 March 2024, payable to shareholders recorded in the shareholders' register of the Company at the close of business on Friday 23 August 2024.

- For Investec plc shareholders, registered on the United Kingdom share register, through a dividend payment by Investec plc from income reserves of 19.00000 pence per ordinary share
- For Investec plc shareholders, registered on the South African branch register, through a dividend payment by Investec Limited, on the SA DAS share, payable from income reserves, equivalent to 19.00000 pence per ordinary share.

The relevant dates relating to the payment of dividend number 43 are as follows:

Last day to trade cum-dividend	
On the Johannesburg Stock Exchange (JSE)	Tuesday 20 August 2024
On the London Stock Exchange (LSE)	Wednesday 21 August 2024
Shares commence trading ex-dividend	
On the Johannesburg Stock Exchange (JSE)	Wednesday 21 August 2024
On the London Stock Exchange (LSE)	Thursday 22 August 2024
Record date (on the JSE and LSE)	Friday 23 August 2024
Payment date (on the JSE and LSE)	Friday 6 September 2024

Share certificates on the South African branch register may not be dematerialised or rematerialised between Wednesday 21 August 2024 and Friday 23 August 2024, both dates inclusive, nor may transfers between the United Kingdom share register and the South African branch register take place between Wednesday 21 August 2024 and Friday 23 August 2024, both dates inclusive.

Additional information for South African resident shareholders of Investec plc

- Shareholders registered on the South African branch register are advised that the distribution of 19.00000 pence, equivalent to a gross dividend of 443.57590 cents per share (rounded to 444.00000 cents per ordinary share), has been arrived at using the Rand/Pound Sterling average buy/sell forward rate of 23.34610, as determined at 11h00 (SA time) on Wednesday 22 May 2024
- Investec plc United Kingdom tax reference number: 2683967322360
- The issued ordinary share capital of Investec plc is 696 082 618 ordinary shares
- The dividend paid by Investec plc to South African resident shareholders registered on the South African branch register and the dividend paid by Investec Limited to Investec plc shareholders on the SA DAS share are subject to South African Dividend Tax (Dividend Tax) of 20% (subject to any available exemptions as legislated)
- Shareholders registered on the South African branch register who are exempt from paying the Dividend Tax will receive a net dividend of 444.00000 cents per share paid by Investec Limited on the SA DAS share
- Shareholders registered on the South African branch register who are not exempt from paying the Dividend Tax will receive a net dividend of 355.20000 cents per share (gross dividend of 444.00000 cents per share less Dividend Tax of 88.80000 cents per share) per share paid by Investec Limited on the SA DAS share.

By order of the Board

David Miller
Company Secretary
22 May 2024

Sponsor: Investec Bank Limited

DIVIDEND ANNOUNCEMENTS
CONTINUED

Investec Limited

Incorporated in the Republic of South Africa
Registration number: 1925/002833/06
JSE share code: INL
JSE hybrid code: INPR
JSE debt code: INLV
NSX ordinary share code: IVD
BSE ordinary share code: INVESTEC
ISIN: ZAE000081949
LEI: 213800CU7SM6O4UWOZ70

Ordinary share dividend announcement

Declaration of dividend number 136
Notice is hereby given that final dividend number 136, being a gross dividend of 444.00000 cents (2023: 423.00000 cents) per ordinary share has been declared by the Board from income reserves in respect of the year ended 31 March 2024 payable to shareholders recorded in the shareholders' register of the Company at the close of business on Friday 23 August 2024.

The relevant dates relating to the payment of dividend number 136 are as follows:

Last day to trade cum-dividend	Tuesday 20 August 2024
Shares commence trading ex-dividend	Wednesday 21 August 2024
Record date	Friday 23 August 2024
Payment date	Friday 6 September 2024

The final gross dividend of 443.57590 cents per share (rounded to 444.00000 cents per ordinary share) has been determined by converting the Investec plc distribution of 19.00000 pence per ordinary share into Rands using the Rand/Pound Sterling average buy/sell forward rate of 23.34610 at 11h00 (SA time) on Wednesday 22 May 2024.

Share certificates may not be dematerialised or rematerialised between Wednesday 21 August 2024 and Friday 23 August 2024, both dates inclusive.

Additional information to take note of

- Investec Limited South African tax reference number: 9800/181/71/2
- The issued ordinary share capital of Investec Limited is 295 125 806 ordinary shares
- The dividend paid by Investec Limited is subject to South African Dividend Tax (Dividend Tax) of 20% (subject to any available exemptions as legislated)
- Shareholders who are exempt from paying the Dividend Tax will receive a net dividend of 444.00000 cents per ordinary share
- Shareholders who are not exempt from paying the Dividend Tax will receive a net dividend of 355.20000 cents per ordinary share (gross dividend of 444.00000 cents per ordinary share less Dividend Tax of 88.80000 cents per ordinary share).

By order of the Board

Niki van Wyk
Company Secretary
22 May 2024

Sponsor: Investec Bank Limited

DIVIDEND ANNOUNCEMENTS
CONTINUED

Investec plc

Incorporated in England and Wales
Registration number: 3633621
Share code: INPP
ISIN: GB00B19RX541
LEI: 2138007Z3U5GWDN3MY22

Preference share dividend announcement

Non-redeemable non-cumulative non-participating preference shares ("preference shares")

Declaration of dividend number 36

Notice is hereby given that preference dividend number 36 has been declared by the Board from income reserves in respect of the year ended 31 March 2024 amounting to a gross preference dividend of 31.33562 pence per preference share payable to holders of the non-redeemable non-cumulative non-participating preference shares as recorded in the books of the Company at the close of business on Friday 14 June 2024.

For shares trading on the Johannesburg Stock Exchange (JSE), the dividend of 31.33562 pence per preference share is equivalent to a gross dividend of 727.24647 cents per share, which has been determined using the Rand/Pound Sterling average buy/sell forward rate of 23.20830 as at 11h00 (SA time) on Wednesday 22 May 2024.

The relevant dates relating to the payment of dividend number 36 are as follows:

Last day to trade cum-dividend	
On the Johannesburg Stock Exchange (JSE)	Tuesday 11 June 2024
On the International Stock Exchange (TISE)	Wednesday 12 June 2024
Shares commence trading ex-dividend	
On the Johannesburg Stock Exchange (JSE)	Wednesday 12 June 2024
On the International Stock Exchange (TISE)	Thursday 13 June 2024
Record date (on the JSE and TISE)	Friday 14 June 2024
Payment date (on the JSE and TISE)	Friday 28 June 2024

Share certificates may not be dematerialised or rematerialised between Wednesday 12 June 2024 and Friday 14 June 2024, both dates inclusive, nor may transfers between the United Kingdom share register and the South African branch register take place between Wednesday 12 June 2024 and Friday 14 June 2024, both dates inclusive.

Additional information for South African resident shareholders of Investec plc

- Investec plc United Kingdom tax reference number: 2683967322360
- The issued preference share capital of Investec plc is 2 754 587 preference shares
- The dividend paid by Investec plc to shareholders recorded on the South African branch register is subject to South African Dividend Tax (Dividend Tax) of 20% (subject to any available exemptions as legislated)
- The net dividend amounts to 581.79718 cents per preference share for preference shareholders liable to pay the Dividend Tax and 727.24647 cents per preference share for preference shareholders exempt from paying the Dividend Tax.

By order of the Board

David Miller
Company Secretary
22 May 2024

Sponsor: Investec Bank Limited

DIVIDEND ANNOUNCEMENTS
CONTINUED

Investec plc

Incorporated in England and Wales
Registration number: 3633621
JSE share code: INPPR
ISIN: GB00B4B0Q974
LEI: 2138007Z3U5GWDN3MY22

Rand-denominated preference share dividend announcement

Rand-denominated non-redeemable non-cumulative non-participating perpetual preference shares ("preference shares")

Declaration of dividend number 26

Notice is hereby given that preference dividend number 26 has been declared by the Board from income reserves in respect of the year ended 31 March 2024 amounting to a gross preference dividend of 559.65411 cents per preference share payable to holders of the Rand-denominated non-redeemable non-cumulative non-participating perpetual preference shares as recorded in the books of the Company at the close of business on Friday 14 June 2024.

The relevant dates relating to the payment of dividend number 26 are as follows:

Last day to trade cum-dividend	Tuesday 11 June 2024
Shares commence trading ex-dividend	Wednesday 12 June 2024
Record date	Friday 14 June 2024
Payment date	Friday 28 June 2024

Share certificates may not be dematerialised or rematerialised between Wednesday 12 June 2024 and Friday 14 June 2024, both dates inclusive.

Additional information for South African resident shareholders of Investec plc

- Investec plc United Kingdom tax reference number: 2683967322360
- The issued Rand-denominated preference share capital of Investec plc is 131 447 preference shares
- The dividend paid by Investec plc to shareholders recorded on the South African branch register is subject to South African Dividend Tax (Dividend Tax) of 20% (subject to any available exemptions as legislated)
- The net dividend amounts to 447.72329 cents per preference share for preference shareholders liable to pay the Dividend Tax and 559.65411 cents per preference share for preference shareholders exempt from paying the Dividend Tax.

By order of the Board

David Miller
Company Secretary
22 May 2024

Sponsor: Investec Bank Limited

DIVIDEND ANNOUNCEMENTS
CONTINUED

Investec Limited

Incorporated in the Republic of South Africa
Registration number: 1925/002833/06
JSE share code: INL
JSE hybrid code: INPR
JSE debt code: INLV
NSX ordinary share code: IVD
BSE ordinary share code: INVESTEC
ISIN: ZAE000063814
LEI: 213800CU7SM6O4UWOZ70

Preference share dividend announcement

Non-redeemable non-cumulative non-participating preference shares ("preference shares")

Declaration of dividend number 39

Notice is hereby given that preference dividend number 39 has been declared by the Board from income reserves in respect of the year ended 31 March 2024 amounting to a gross preference dividend of 455.64697 cents per preference share payable to holders of the non-redeemable non-cumulative non-participating preference shares as recorded in the books of the Company at the close of business on Friday 14 June 2024.

The relevant dates for the payment of dividend number 39 are as follows:

Last day to trade cum-dividend	Tuesday 11 June 2024
Shares commence trading ex-dividend	Wednesday 12 June 2024
Record date	Friday 14 June 2024
Payment date	Friday 28 June 2024

Share certificates may not be dematerialised or rematerialised between Wednesday 12 June 2024 and Friday 14 June 2024, both dates inclusive.

Additional information to take note of

- Investec Limited South African tax reference number: 9800/181/71/2
- The issued preference share capital of Investec Limited is 24 835 843 preference shares
- The dividend paid by Investec Limited is subject to South African Dividend Tax (Dividend Tax) of 20% (subject to any available exemptions as legislated)
- The net dividend amounts to 364.51758 cents per preference share for shareholders liable to pay the Dividend Tax and 455.64697 cents per preference share for preference shareholders exempt from paying the Dividend Tax.

By order of the Board

Niki van Wyk
Company Secretary
22 May 2024

Sponsor: Investec Bank Limited

CORPORATE INFORMATION

Investec plc and Investec Limited

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Website

www.investec.com

Registration number

Investec plc

Registration number 3633621

Investec Limited

Registration number 1925/002833/06

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Private Bag X9000
Saxonworld 2132
South Africa
Telephone (27) 11 370 5000

Directorate as at 23 May 2024

Executive Directors

Fani Titi (Chief Executive)
Nishlan Samujh (Finance Director)

Non-executive Directors

Philip Hourquebie (Chair)
Zarina Bassa (Senior Independent Director)
Henrietta Baldock
Stephen Koseff
Nicky Newton-King
Jasandra Nyker
Vanessa Olver
Diane Radley
Philisiwe Sibiya
Brian Stevenson

Richard Wainwright, Ciaran Whelan and Khumo Shuenyane stepped down from the Board on 3 August 2023.

Diane Radley was appointed to the Board on 6 March 2024.

For queries regarding information in this document

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