

Out of the Ordinary since 1974

INVESTEC GROUP

Q & A fact sheet
November 2024



OVERVIEW OF INVESTEC

Investec (comprising Investec Limited and Investec plc) partners with private, institutional and corporate clients, offering international banking, investments and wealth management services in two principal markets, South Africa and the UK, as well as certain other countries. In the UK, wealth management services are offered through our strategic long-term partnership with Rathbones.

We are a domestically relevant, internationally connected banking and wealth & investment group.



Our purpose is to create enduring worth.

The Group was established in 1974 and currently has approximately **7 700+** employees.

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.

Our journey so far

1974

Founded as a leasing company in Johannesburg

1986

We were listed on the Johannesburg Stock Exchange in South Africa

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

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 15% of our shareholding in Ninety One

2024

Today, we are a simplified and focused business, well-positioned to pursue identified growth opportunities, supported by our One Investec strategy.

1980

We acquired a banking licence

2002

In July 2002, we implemented a dual listed companies (DLC) structure with linked companies listed in London and Johannesburg

2020

We successfully completed the demerger of Investec Asset Management which separately listed as Ninety One in March 2020

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.

OVERVIEW OF INVESTEC
CONTINUED

Overall Group performance for the six months ended 30 September 2024

Fani Titi, Group Chief Executive commented:

"The Group has delivered a solid performance in the first half of the 2025 financial year in an evolving environment. Adjusted operating profit grew 7.6% to £475 million demonstrating continued momentum from our differentiated client franchises. We are pleased to report a ROE of 13.9% putting us on track to achieve the Group's full year ROE guidance. The Group has maintained strong capital and liquidity levels, positioning us well to support our clients and pursue disciplined growth in an improving operating environment. We remain committed to our purpose of creating enduring worth for all our stakeholders."

Key financial metrics

£'millions	Revenue	Cost to income	CLR	Adjusted operating profit	Adjusted EPS (pence)	Basic EPS* (pence)	HEPS (pence)	ROE	ROTE	Total DPS (pence)	NAV per share (pence)	TNAV per share (pence)
1H2025	1 102.6	50.8%	42bps	474.7	39.5	36.6	36.6	13.9%	16.4%		575.7	491.6
1H2024	1 043.8	53.3%	32bps	441.4	38.7	69.6	36.9	14.6%	16.5%	15.5	554.0	467.7
% change in £	5.6%			7.6%	2.1%	(47.4%)	(0.8%)			6.5%	3.9%	5.1%
% change in Rands	5.2%			4.4%	1.8%	(47.6%)	(0.5%)				4.4%	5.6%

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

* The Basic EPS decrease reflects the impact of significant net gains from strategic actions executed in the prior period.

Group financial summary:

- **Pre-provision adjusted operating profit** increased 11.1% to £541.6 million (1H2024: £487.7 million), as revenue grew 5.6% against operating cost growth of 0.8%, resulting in a positive jaws ratio.
- **Revenue** benefitted from balance sheet growth, the breadth and depth of our client franchises, as well as the elevated interest rate environment. Net interest income (NII) was supported by higher average lending books and higher average interest rates, partly offset by the effects of deposit repricing in the UK. Non-interest revenue (NIR) growth reflects increased capital-light income from our Banking businesses, as well as strong growth in fees from our SA Wealth & Investment business. Investment income also contributed positively to NIR growth given the improving global markets backdrop. Trading income was lower in the current period due to the non-repeat of higher prior-year risk management gains from hedging the remaining financial products run down book in the UK as well as the lower trading income from customer flow due to the implementation of hedge accounting in the South African credit investments portfolio from the first quarter of the current period.
- **The cost to income ratio** improved to 50.8% (1H2024: 53.3%) as revenue grew ahead of costs. Total operating costs remained broadly flat increasing by 0.8%. Fixed operating expenditure increased 6.7% reflecting continued investment in people and technology for growth and inflationary pressures. Variable remuneration in each geography was in line with respective performance.
- **Credit loss ratio (CLR)** on core loans was 42bps (1H2024: 32bps), at the upper end of the Group's through-the-cycle (TTC) range of 25bps to 45bps. Expected credit loss (ECL) impairment charges increased to £66.9 million (1H2024: £46.3 million). The overall credit quality remained strong, with no evidence of trend deterioration.
- **Return on equity (ROE)** of 13.9% (1H2024: 14.6%) is within the Group's upgraded medium-term 13% to 17% target range, notwithstanding the increase in the average equity base resulting from the net gain recognised on completion of the combination of IW&I UK with Rathbones at the end of the prior period. Return on tangible equity (ROTE) was 16.4% (1H2024: 16.5%) within the Group's upgraded medium-term 14% to 18% target range.
- **Net asset value (NAV)** per share amounted to 575.7p (31 March 2024: 563.9p), driven by strong capital generation in the current period and foreign exchange translation gains, partly offset by distribution to shareholders.
- **Tangible net asset value (TNAV)** per share increased to 491.6p (31 March 2024: 477.5p).

Key drivers

- **Net core loans** increased 5.4% annualised to £31.7 billion (31 March 2024: £30.9 billion) and grew by 1.9% annualised on a neutral currency basis; driven by growth from private clients lending in both geographies alongside muted overall growth in corporate lending portfolios which were offset by higher repayment rates given the elevated interest rate environment.
- **Customer deposits** increased by 4.7% annualised to £40.4 billion (31 March 2024: £39.5 billion) and grew by 1.3% in neutral currency. Investec plc grew customer deposits by 8.1% annualised in a competitive deposit market. Investec Limited continued its strategy to increase the more efficient retail deposits (up 6.9% annualised) and reduce shorter term wholesale deposits (down 22.2% annualised); and consequently, lengthened the deposit tenure. As a result, total Investec Limited customer deposits decreased by 6.2% annualised in neutral currency.
- **Funds under management (FUM)** in Southern Africa increased by 11.9% to £23.4 billion (31 March 2024: £20.9 billion) driven by net inflows in our discretionary and annuity funds of R10.0 billion (£428 million), as well as increased market levels. These were partly offset by FX translation losses and non-discretionary outflows of R1.9 billion (£79 million).
- **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 £108.8 billion at 30 September 2024. Investec owns 41.25% of Rathbones.

OVERVIEW OF INVESTEC CONTINUED

Balance sheet strength and strategic execution:

The Group remained well capitalised in both our anchor geographies, with Investec Limited reporting a CET1 ratio of 14.8% measured on the Advanced Internal Ratings-Based approach and the Investec plc CET1 at 12.6% measured on a standardised approach. The strong capital generation from our client franchises 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 regulatory and board-approved minimums.

- 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 an interim dividend of 16.5p per share (1H2024: 15.5p), translating to a 41.7% payout ratio and within the Group's current 35% to 50% payout policy.

FY2025 Outlook

Revenue momentum is expected to be underpinned by average book growth, stronger client activity levels given expected improvement in GDP growth and continued success in our client acquisition strategies, partly offset by the effects of reducing global interest rates.

The Group currently expects:

- Group ROE to be c.14.0% and ROTE to be c.16.0%. Southern Africa is expected to report ROE of c.19.0%, and UK & Other is expected to report ROTE of c.13.5% in line with 1H2025
- 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 between 51.0% and 53.0%
- 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 be between 50bps and 60bps.

The Group has maintained strong capital and liquidity levels and is well positioned to continue supporting our clients and build to scale our identified growth opportunities, in an improving economic environment.

FINANCIAL INFORMATION

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 appreciated by 0.3% against the comparative 30 September 2023, and the closing rate has depreciated by 9.2% since 31 March 2024. The following tables provide an analysis of the impact of the Rand on our reported numbers.

	Results in Pounds Sterling					Results in Rands		
	Six months to 30 Sept 2024	Six months to 30 Sept 2023	% change	Neutral currency^ Six months to 30 Sept 2024	Neutral currency % change	Six months to 30 Sept 2024	Six months to 30 Sept 2023	% change
Total Group								
Adjusted operating profit before taxation (million)	£475	£453	4.7%	£473	4.4%	R11 105	R10 640	4.4%
Earnings attributable to shareholders (million)	£351	£615	(42.9%)	£351	(42.9%)	R8 222	R14 435	(43.0%)
Adjusted earnings attributable to shareholders (million)	£338	£330	2.5%	£337	2.1%	R7 904	R7 737	2.2%
Adjusted earnings per share	39.5p	38.7p	2.1%	39.4p	1.8%	924c	908c	1.8%
Basic earnings per share	36.6p	69.6p	(47.4%)	36.5p	(47.6%)	856c	1635c	(47.6%)
Diluted basic earnings per share	35.3p	33.2p	6.3%	31.7p	83.2%	532c	333c	
Headline earnings per share	36.6p	36.9p	(0.8%)	36.5p	(1.1%)	855c	859c	(0.5%)

	Results in Pounds Sterling					Results in Rands		
	At 30 Sept 2024	At 31 March 2024*	% change	Neutral currency^^ At 30 Sept 2024	Neutral currency % change	At 30 Sept 2024	At 31 March 2024*	% change
Net asset value per share	575.7p	563.9p	2.1%	573.2p	1.6%	13 302c	13 511c	(1.5%)
Tangible net asset value per share	491.6p	477.5p	3.0%	489.1p	2.4%	11 358c	11 441c	(0.7%)
Total equity (million)	£5 668	£5 474	3.5%	£5 594	2.2%	R130 960	R131 159	(0.2%)
Total assets (million)*	£58 114	£56 569	2.7%	£57 114	1.0%	R1 342 730	R1 355 414	(0.9%)
Core loans (million)	£31 731	£30 901	2.7%	£31 196	1.0%	R733 147	R740 401	(1.0%)
Cash and near cash balances (million)	£17 164	£16 359	4.9%	£16 900	3.3%	R396 574	R391 978	1.2%
Customer accounts (deposits) (million)	£40 438	£39 508	2.4%	£39 766	0.7%	R934 324	R946 626	(1.3%)

^ For income statement items we have used the average Rand: Pound Sterling exchange rate that was applied in the prior period, i.e. 23.48.

^^ For balance sheet items we have assumed that the Rand: Pound Sterling closing exchange rate has remained neutral since 31 March 2024.

* Restated.

FINANCIAL INFORMATION CONTINUED

Funding and liquidity

Customer deposits increased 4.8% annualised to £40.4 billion (March 2024: £39.5 billion) on a reported basis and 1.3% annualised in neutral currency. Customer deposits increased by 8.1% annualised to £21.6 billion for Investec plc since 31 March 2024. Investec Limited continued its strategy to increase the more efficient retail deposits and reduce short to medium term wholesale deposits; and consequently lengthened the wholesale deposit tenure. As a result, total Investec Limited customer deposits decreased by 6.2% annualised in neutral currency to R434.7 billion since 31 March 2024.

Cash and near cash of £17.2 billion (£9.8 billion in Investec plc and R170.9 billion in Investec Limited) at 30 September 2024 represent approximately 42.4% of customer deposits (45.2% for Investec plc and 39.3% for Investec Limited). Loans and advances to customers as a percentage of customer deposits was 78.0% (1H2024: 72.1%, FY2024: 75.2%) for Investec Limited and 77.4% (1H2024: 81.7%, FY2024: 79.7%) 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 a LCR of 176.3% and an NSFR of 122.3% at 30 September 2024
- Investec plc reported a LCR of 433% and a NSFR of 149% at 30 September 2024.

Capital adequacy and leverage ratios

Capital and leverage ratios remain sound, ahead of regulatory requirements. The CET1 and leverage ratio were 14.8% and 6.3% for Investec Limited (Advanced Internal Ratings Based scope) and 12.6% and 9.9% for Investec plc (Standardised approach) respectively.

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**
	30 September 2024				31 March 2024			
Common Equity Tier 1 ratio**	12.6%	13.9%	14.8%	17.2%	12.4%	13.7%	13.6%	16.5%
Common Equity Tier 1 ratio (fully loaded)***	12.6%	13.8%	14.8%	17.2%	12.3%	13.6%	13.6%	16.5%
Tier 1 ratio**	15.0%	16.3%	16.2%	18.7%	14.9%	16.2%	15.0%	17.8%
Total capital ratio**	18.8%	20.2%	18.8%	21.5%	18.7%	20.2%	17.5%	20.5%
Risk weighted assets (million)**	18 819	18 357	279 813	261 455	18 509	18 054	292 179	273 185
Leverage exposure measure (million)	28 541	28 277	719 254	686 196	27 015	26 746	705 807	684 313
Leverage ratio	9.9%	10.6%	6.3%	7.1%	10.2%	11.0%	6.2%	7.1%
Leverage ratio (fully loaded)***	9.9%	10.6%	6.3%	7.1%	10.1%	10.9%	6.2%	7.1%

* 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 £55 million (31 March 2024: £56 million) for Investec plc and £65 million (31 March 2024: £62 million) for IBP would lower the CET1 ratio by 29bps (31 March 2024: 30bps) and 35bps (31 March 2024: 34bps) respectively. The leverage ratio would be 19bps (31 March 2024: 21bps) and 23bps (31 March 2024: 23bps) 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 165bps (31 March 2024: 111bps) and 156bps (31 March 2024: 118bps) lower respectively. The leverage would be 66bps (31 March 2024: 48bps) and 59bps (31 March 2024: 47bps) lower respectively.

^^ Investec Limited uses the Internal Ratings Based (IRB) Approach to quantify credit RWA. As at 30 September 2024, 59% (31 March 2024: 54%) of the portfolio applies the AIRB approach, 25% (31 March 2024: 26%) applies the FIRB approach and the remaining 16% (31 March 2024: 20%) of the portfolio is subject to the standardised approach. Investec Bank Limited uses the Internal Ratings Based (IRB) Approach to quantify credit RWAs. As at 30 September 2024, 56% (31 March 2024: 52%) of the portfolio applies the AIRB approach, 24% (31 March 2024: 25%) applies the FIRB approach, with the remaining balance of 20% (31 March 2024: 23%) remaining on the standardised approach.

FINANCIAL INFORMATION CONTINUED

Deposit guarantees

Investec does not guarantee client deposits, however, deposit guarantee schemes do exist in some of the geographies in which the Group operates:

UK and Other

- In terms of the Financial Services Compensation Scheme, the UK government guarantees a maximum deposit of £85 000 per individual per institution.
- Investec Bank (Channel Islands) Limited is a participant in both the Guernsey and Jersey Banking Deposit Compensation schemes. These schemes offer protection for 'qualifying deposits/eligible deposits' up to £50 000, subject to certain limitations. The maximum total amount of compensation is capped at £100 million in any five-year period. Further details are available on request or alternatively on the Guernsey Scheme's website: www.dcs.gg, or on the Jersey States website which will also highlight the banking groups covered.

South Africa

The Corporation for Deposit Insurance became fully operational from 1 April 2024.

Asset quality and exposures

- The bulk of Investec's credit and counterparty risk arises through its private client and corporate client activities. The Group lends to high net worth and high income individuals, mid- to large-sized corporates, public sector bodies and institutions
- We have a preference for primary exposure in the Group's two main operating geographies, South Africa and the UK, and specific countries where we have subsidiaries or branches
- The majority of our credit and counterparty exposures reside within our two core geographies, namely the UK and South Africa
- Credit and counterparty risk is always assessed with reference to the aggregate exposure to a single counterparty or group of related parties to avoid or minimise over exposure and concentration risk
- Our assessment of our clients includes consideration of their character and integrity, core competencies, track record and financial strength. A strong emphasis is placed on historical and ongoing stability of income and cash flow streams generated by the clients. Our primary assessment method is therefore the ability of the client to meet their payment obligations. Furthermore we have little appetite for unsecured debt and require that good quality collateral is provided in support of obligations.
- We are client-centric in our approach and originate loans with the intent of holding these assets to maturity, thereby developing a 'hands-on' and long-standing relationship with our clients. In certain instances we may elect to sell certain assets down and/or securitise them
- Total ECL impairment charges increased to £66.9 million (1H2024: £46.3 million) and the Group's annualised credit loss ratio remained at 42bps (31 March 2024: 28bps). Asset quality remains within Group appetite limits, with exposures to a carefully defined target market well covered by collateral. The increase in the ECL impairment charges was primarily driven by higher specific impairments on certain Stage 3 exposures.
- In South Africa, Stage 3 exposures decreased to 2.7% of gross core loans subject to ECL at 30 September 2024 (31 March 2024: 3.5%) mainly due to settlements from a few large single name exposures. Stage 2 remained flat at 2.4% of gross core loans subject to ECL at 30 September 2024 (31 March 2024: 2.4%), mainly driven by a few large single name exposures migrating from Stage 1 and Stage 3 offset by some exposures normalising, a few settlements and a reduction arising from the residential mortgage model due to updated macro-economic scenarios.
- In the UK, Stage 2 exposures have decreased to £1 135 million, or 6.9% of gross core loans subject to ECL at 30 September 2024 (31 March 2024: £1 391 million or 8.6%) as underlying portfolios continue to perform. Stage 3 exposures have also reduced as a proportion of the loan book to 3.2% of gross core loans subject to ECL or £528 million (31 March 2024: 3.3% or £531 million).

Property-related exposure

- Investec does have property-related lending exposures.
- For the most part Investec's exposure to the property markets arises from collateral that we have taken through our various activities in the structured property finance and growth and acquisition finance areas
- Investec has a strong client-centric focus with a credit assessment process that focuses not only on the value of the underlying property but also the client's ability to repay and the sustainability of income through the cycle.

FINANCIAL INFORMATION

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Investec's 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. Both companies have the same boards of directors and management
- Shareholders have common economic and voting interests as if Investec Limited and Investec plc were a single company:
 - equivalent dividends on a per share basis
 - joint electorate and class right voting
- Creditors are, however, ring-fenced to either Investec Limited or Investec plc as there are no cross-guarantees between the companies.

Rating agency	Investec Limited	IBL A subsidiary of Investec Limited	Investec plc	IBP A subsidiary of Investec plc
Fitch				
Long-term ratings				
Foreign currency	BB-	BB-		A-
National	AA+(zaf)	AA+(zaf)		
Short-term ratings				
Foreign currency	B	B		F2
National	F1+(zaf)	F1+(zaf)		
Outlook				
	Stable	Stable		Stable
Moody's				
Long-term ratings				
Foreign currency		Baa3	Baa1	A1
National		Aaa.za		
Short-term ratings				
Foreign currency		P-3	P-2	P-1
National		P-1.za		
Outlook				
		Stable	Positive	Stable
S&P				
Long-term ratings				
Foreign currency		BB-		
National		za.AA+		
Short-term ratings				
Foreign currency		B		
National		za.A-1+		
Outlook				
		Positive		
Global Credit Ratings				
Long-term ratings				
International scale, local currency		BB		
National scale		AA+(za)		
Short-term ratings				
International scale, local currency		B		
National scale		A1+(za)		
Outlook (International scale)				
		Stable		
Outlook (National scale)				
		Stable		

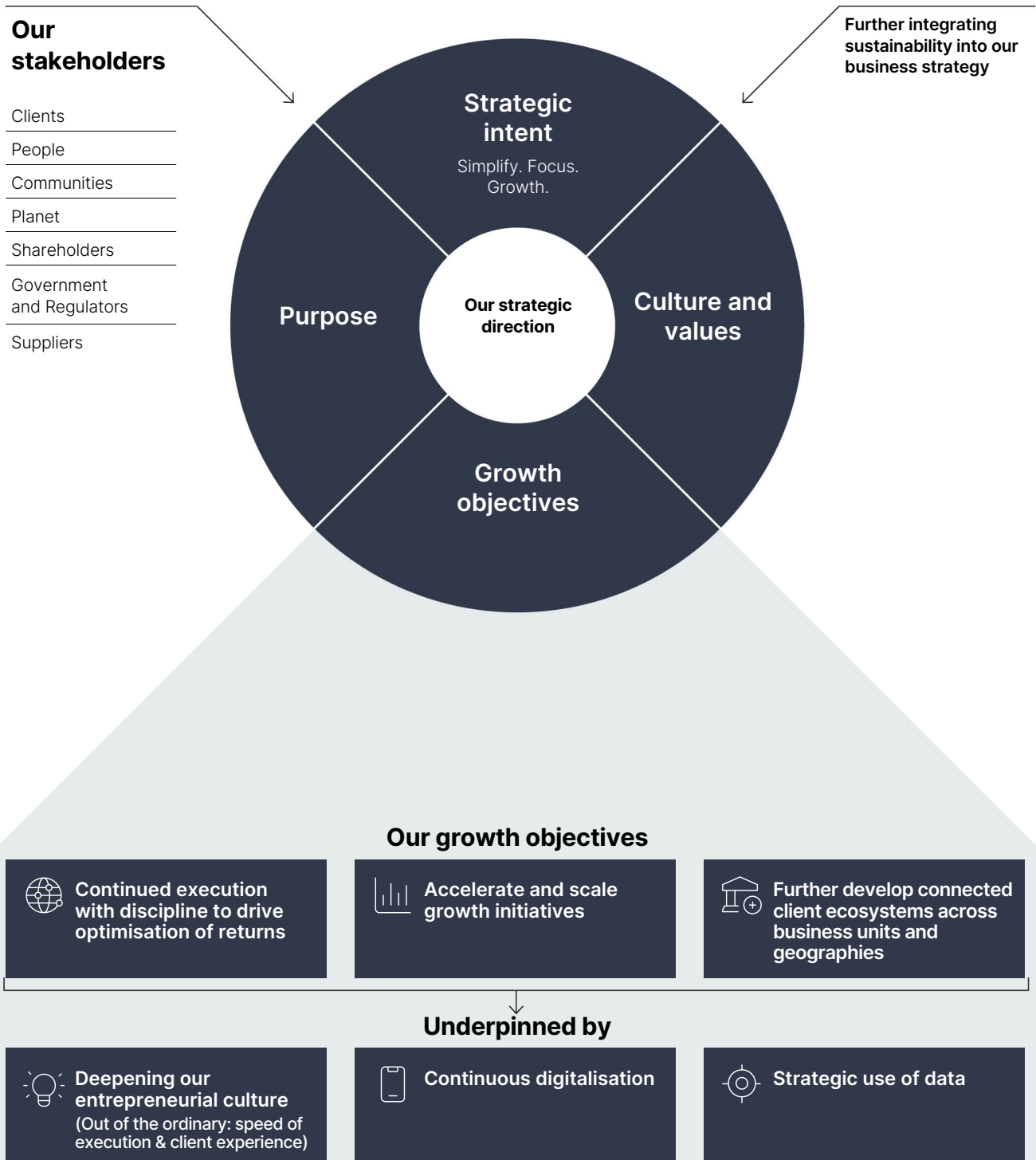


Further information on Investec's credit ratings may be found on our website.

STRATEGIC DIRECTION

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.



SUSTAINABILITY

Operate responsibly, finance and invest for a sustainable future and maintain our competitive sustainability position

Our impact SDGs

Net-zero commitments



- Committed to zero thermal coal exposure in our loan book by 31 March 2030
- Coal as a % of loans and advances is 0.06% (Mar-24: 0.08%)
- Fossil fuels as a % of loans and advances is 1.37% (Mar-24: 1.90%^).

Equality commitments



- 50% women and 30% ethnic diversity on our Group Board
- Awarded best FTSE 250 strategy award at the INSEAD Alumni Balance in Business Initiative Awards 2024 recognising our commitment to achieving greater gender balance.

Sustainable finance

Specialist Banking

- Following our recently enhanced Sustainable and Transition Finance Classification Framework, a primary area of focus has been developing and rigorously testing sustainable and transition finance targets, to drive existing and future sustainable and transition finance activity
- Participated in Pick n Pay's R4.5 billion sustainability-linked loan, incorporating KPIs to reduce food waste (SDG 12) and greenhouse gas emissions (SDG 13) through the use of natural refrigerants
- Provided c.£100 million financing for a renewable energy developer to acquire a biomass renewable plant.

Wealth & Investment

- Raised \$64mn (since inception) through our Global Sustainable Equity Fund at 30 September 2024
- Launched an ESG and Responsible Investing Guidebook for trustees and investors
- Developed a Responsible Investment Engagement Playbook to advance our ESG integration and stewardship capabilities.

Consistently well-positioned in international ESG rankings and ratings

S&P Global



Top 4%
in the global diversified financial services sector (inclusion since 2006)

Top 8%
of diversified banks and included in the Global Sustainability Leader Index

Top 2%
in the financial services sector in the MSCI Global Sustainability Index

Score A-
against an industry average of B



Top 20%
of the ISS ESG global universe

Rated Prime – best in class

Top 100
Global Sustainable Companies – Corporate Knights

Included
in the FTSE4Good Index

Top 30
in the FTSE/JSE Responsible Investment Index

^ Restated

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