

# *Out of the Ordinary* since 1974

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Results presentation  
for the six months ended  
30 September 2024



# Agenda

# 01

## Overview

Fani Titi  
*Group Chief  
Executive*



# 02

## Financial review

Nishlan Samujh  
*Group Finance  
Director*



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## Geographic review

### UK & Other

Ruth Leas  
*Investec Bank plc CEO*



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## Geographic review

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Cumesh Moodliar  
*Investec Bank Ltd CEO*



# 05

## Closing and Q&A

Fani Titi  
*Group Chief  
Executive*



Agenda

# Overview

Fani Titi

*Group Chief Executive*



01

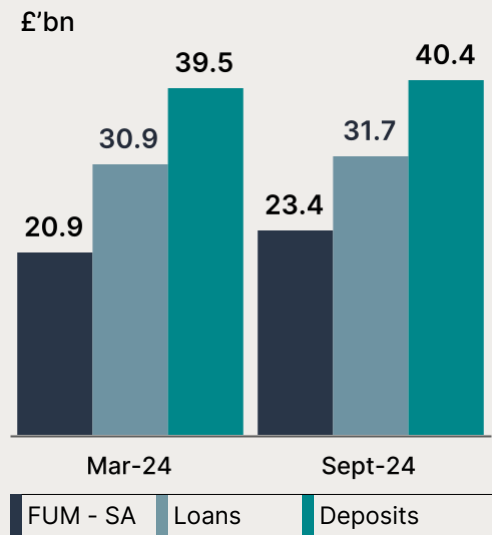
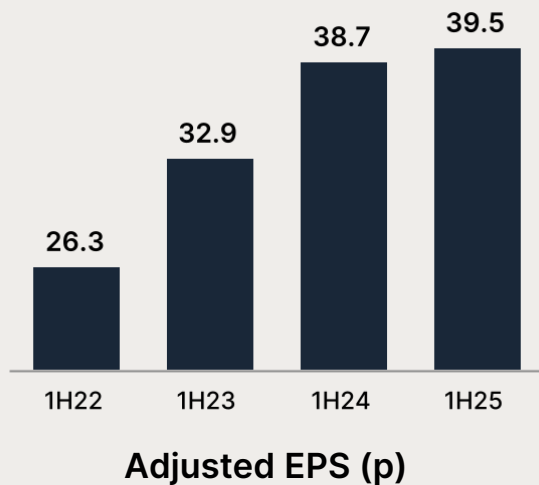
# Key takeaways

Earnings continue to show resilience

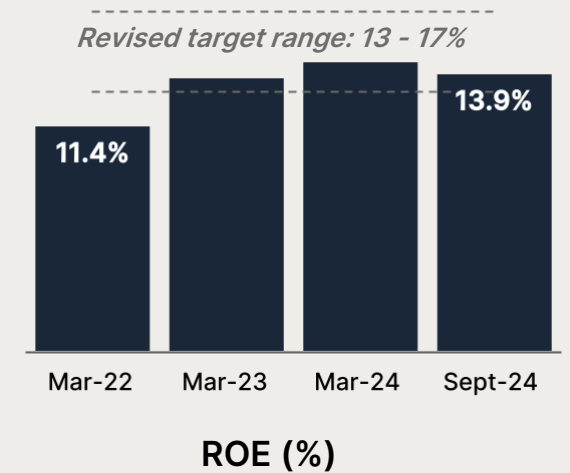
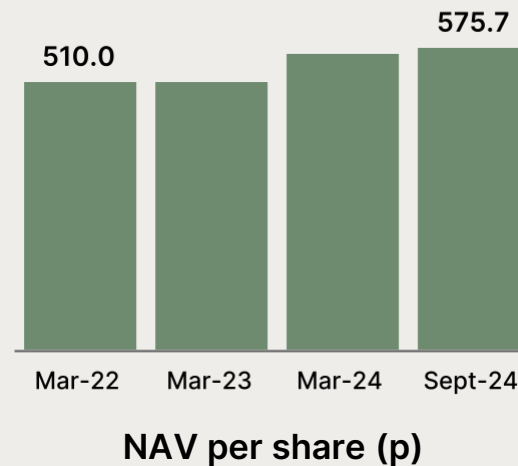
Deep client franchises, diversified earnings

Strong capital generation

Returns to shareholders within target



Rathbones Group FUMA: £108.8bn  
41.25% held associate



# Results highlights

Pre-provision  
adjusted operating profit

**£541.6mn**

(Sept-23: £487.7mn)  
11.1% ahead of prior year  
Up 10.7% in Rands

Cost to income

**50.8%**

(Sept-23: 53.3%)

Credit loss ratio

**42bps**

(Sept-23: 32bps)

Adjusted operating profit

**£474.7mn**

(Sept-23: £441.4mn)  
7.6% ahead of prior year  
Up 4.4% in Rands

Return on equity

**13.9%**

(Sept-23: 14.6%)

Net asset value per share

**575.7p**

(Sept-23: 554.0p)  
3.9% ahead of prior year  
Up 4.4% in Rands

INTERIM DIVIDEND OF **16.5P**, RESULTING IN A PAYOUT RATIO OF **41.7%**

# Geographic highlights

	UK & Other		SA	
<b>Loan book</b>	£16.7bn	▲ 2.3% annualised	£15.0bn	▲ 8.9% annualised (▲ 1.5% annualised in Rands)
<b>Deposits</b>	£21.6bn	▲ 8.1% annualised	£18.8bn	▲ 1.0% annualised (▼ 6.2% in Rands)
<b>FUM</b>	£108.8bn	Rathbones Group plc FUMA*	£23.4bn	▲ 11.9% (▲ 7.9% in Rands)
<b>Adjusted operating profit</b>	£222.7mn	▼ 5.4%	£252.0mn	▲ 22.4% (▲ 21.9% in Rands)
<b>Cost to income ratio</b>	▼ to 52.2% (1H2024: 53.9%)		▼ to 49.3% (1H2024: 52.5%)	
<b>Credit loss ratio</b>	67bps (1H2024: 55bps)		16bps (1H2024: 8bps)	
<b>ROE and ROTE</b>	ROE of 10.3% (1H2024: 13.6%)	ROTE of 13.5% (1H2024: 16.7%)	ROE of 19.9% (1H2024: 16.2%)	ROTE of 19.9% (1H2024: 16.3%)

\* FUMA: Funds under management and administration. The Investec Group holds a 41.25% economic interest in the combined Rathbones Group.



# Investec's commitment to sustainability: our pathway to net zero

## Three channels of impact

- 1 Meet our fossil fuel exposure commitments
- 2 Driving sustainable and transition finance activities
- 3 Influencing and advocating for our clients and suppliers to effectively pursue decarbonisation

## Milestones:



Agenda

# Financial review

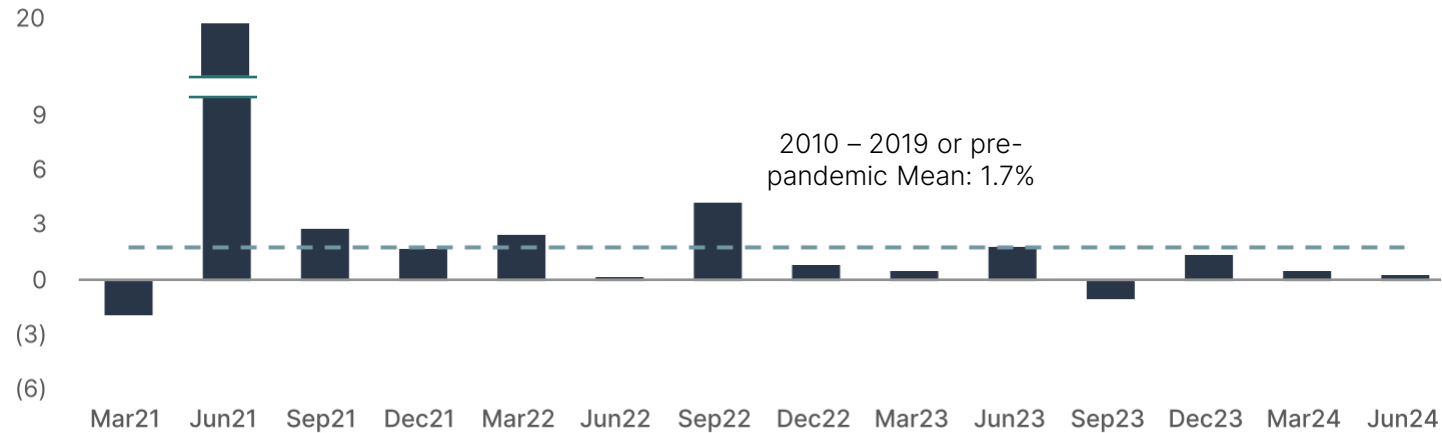
Nishlan Samujh  
*Group Finance Director*





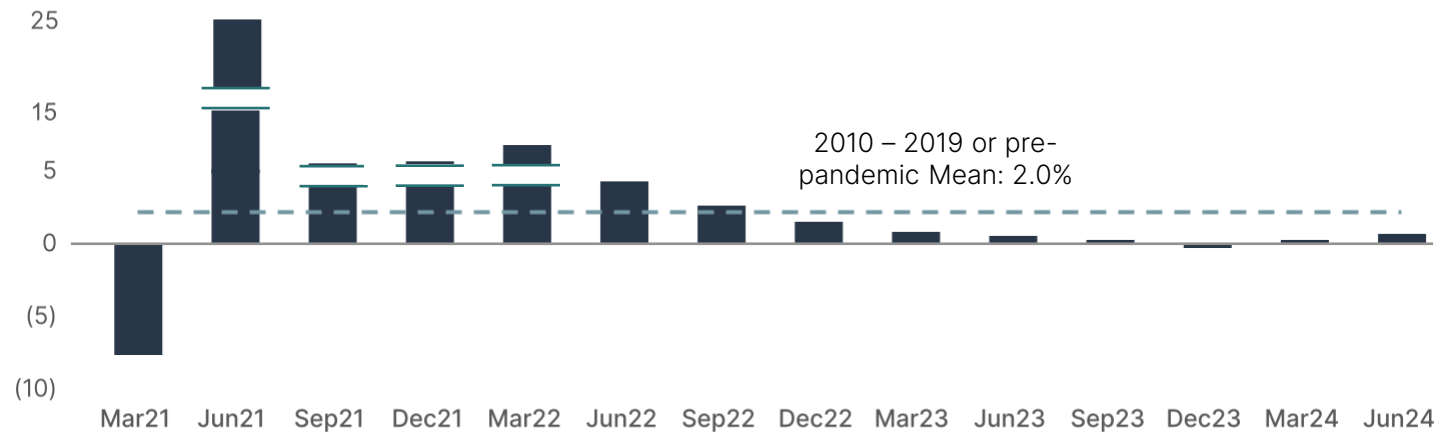
# Subdued growth environment...

## South Africa GDP growth



Yoy (%)	(1.9)	18.7	2.8	1.7	2.5	0.2	4.3	0.8	0.5	1.8	(1.0)	1.4	0.5	0.3
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## UK GDP growth



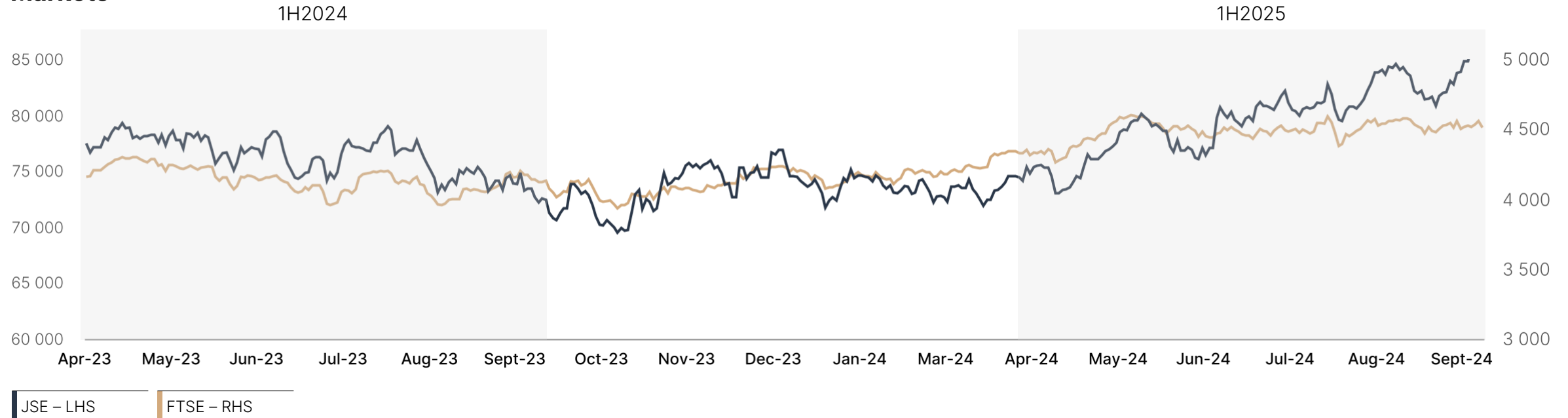
Yoy (%)	(7.7)	25.7	9.4	9.5	11.5	4.3	2.7	1.5	0.9	0.5	0.3	(0.3)	0.3	0.7
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- SA economy expected to expand 1.0% y/y in calendar year 2024 vs 0.7% in 2023
- Freight and logistics crisis, together with electricity outages in Q1 2024 and over 2023, have been headwinds to growth
- GDP growth for 2025 calendar year is forecast at 1.7% y/y

- UK GDP growth was 1.2% in H1 2024, following a technical recession in H2 2023
- Strong real income backdrop given fall in inflation and robust labour market
- Easing monetary policy expected in 2025
- Calendar year growth in 2024 and 2025 is forecast at 1.0% and 1.8% respectively

# ...upward trending market...

## Markets



Market indices	Closing rates				Average rates		
	Sept-24	Sept-23	% change	Mar-24	Sept-24	Sept-23	% change
JSE All Share	<b>86 548</b>	72 383	19.6%	74 536	<b>79 581</b>	76 294	4.3%
FTSE All Share	<b>4 511</b>	4 127	9.3%	4 338	<b>4 481</b>	4 140	8.2%
Dow Jones	<b>42 330</b>	33 508	26.3%	39 807	<b>39 711</b>	34 155	16.3%

# ...and a strengthening GBP / ZAR exchange rate

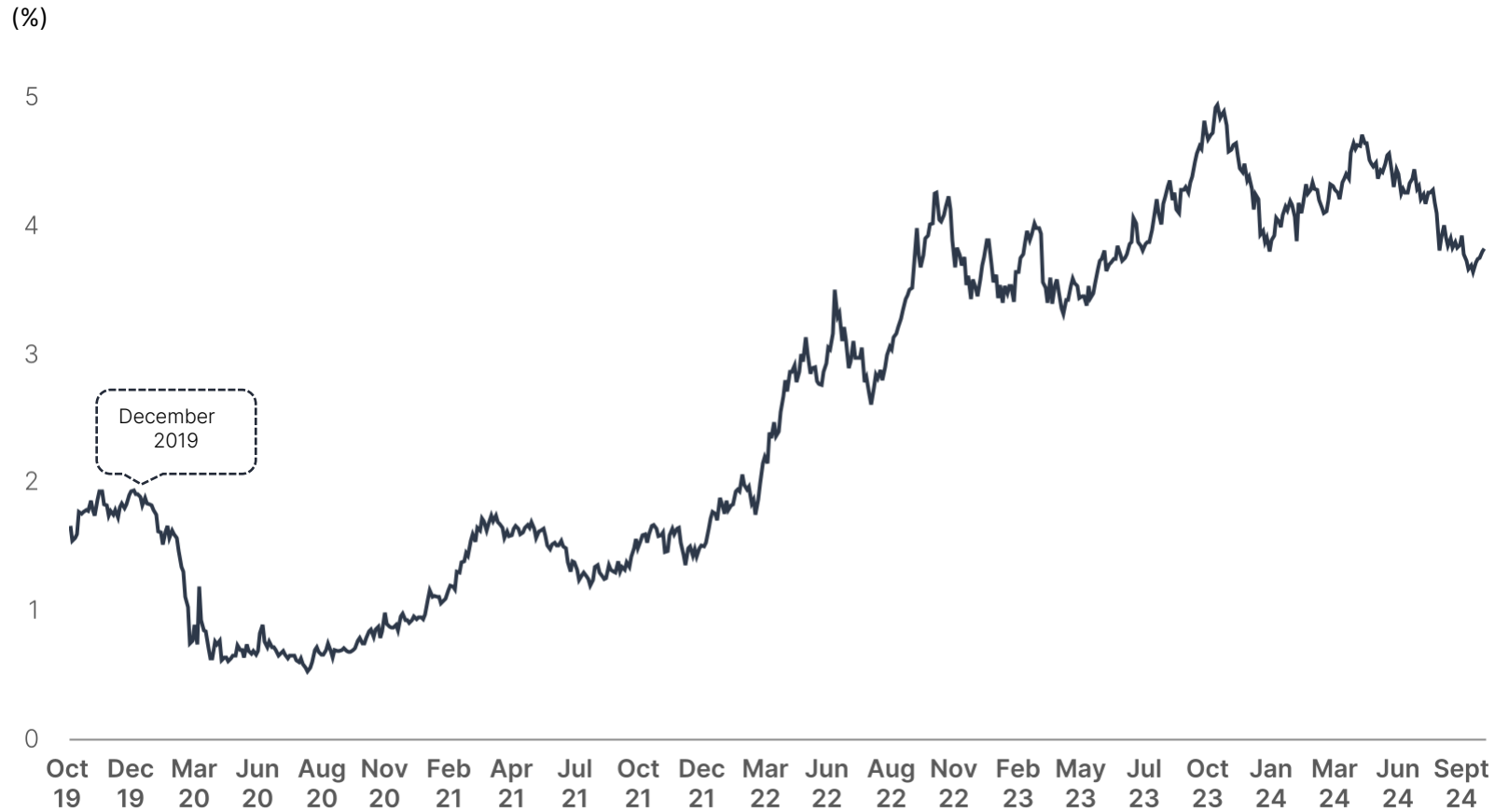
## Exchange rate



Currency £1.00	Closing rates			Average rates			
	Sept-24	Sept-23	% change	Mar-24	Sept-24	Sept-23	% change
South African Rand	<b>23.11</b>	22.99	0.5%	23.96	<b>23.40</b>	23.48	(0.3%)

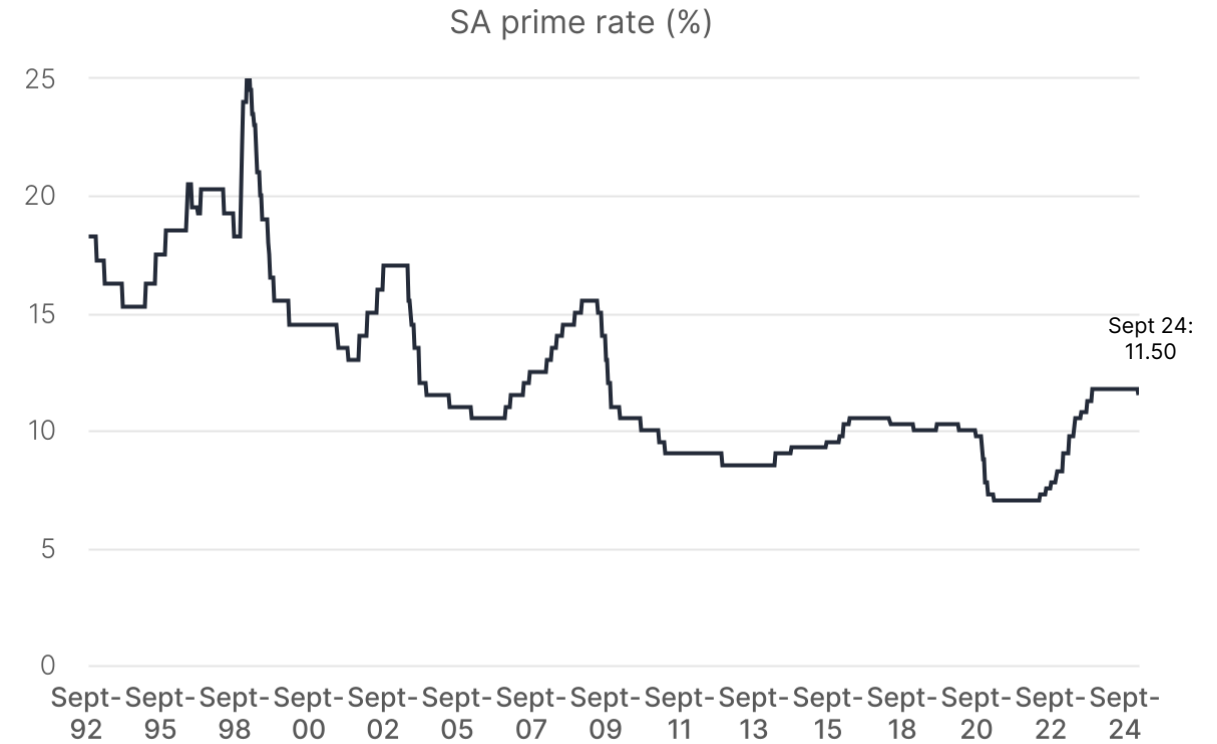
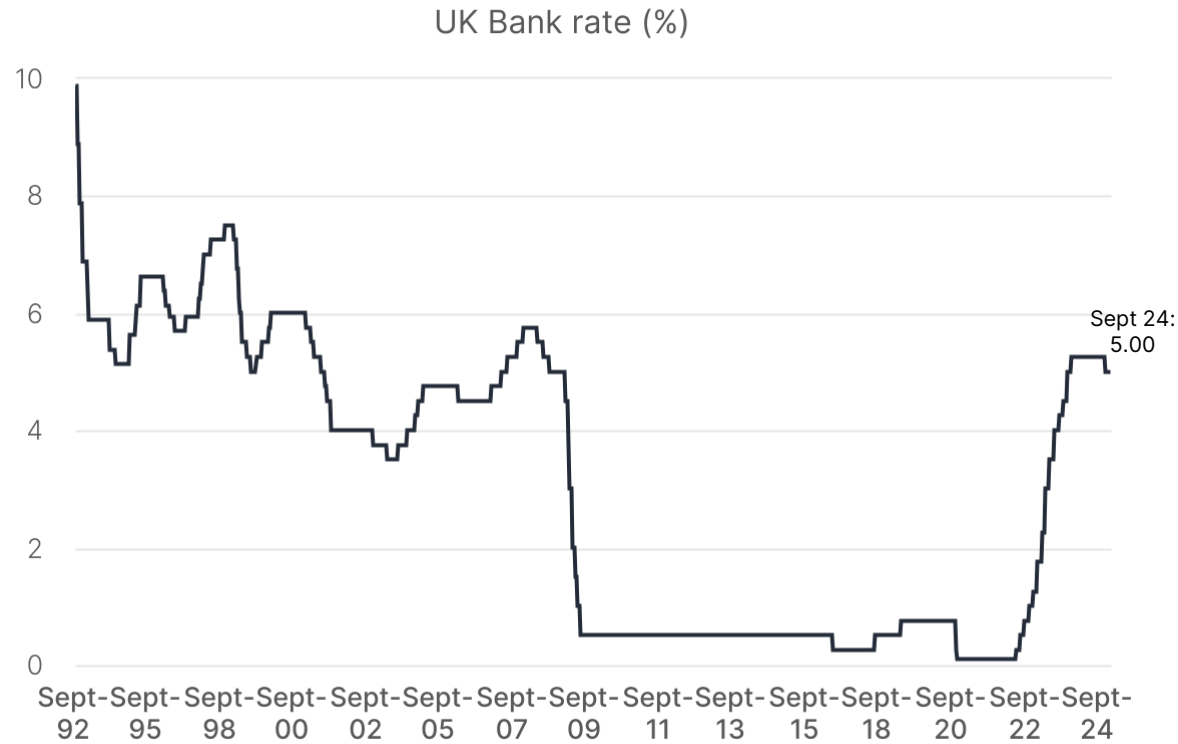
# Global interest rates

## USA 10-year treasury bonds



- Majority of central banks have begun a rate easing policy
- Inflation is trending towards target in many jurisdictions
- Interest rates expected to fall to close to neutral levels by end 2025.

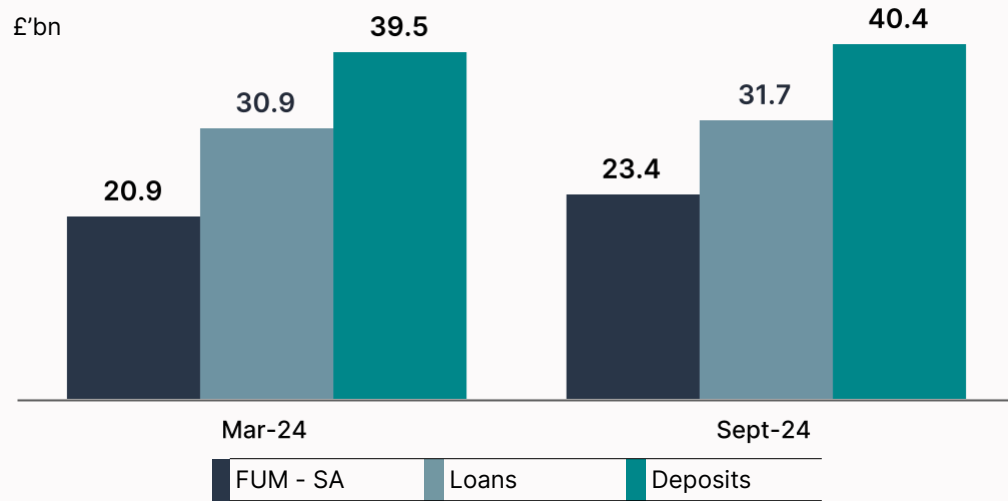
# UK and SA interest rate history



Interest rates	Closing rates		Average rates	
	Sept-24	Sept-23	Sept-24	Sept-23
SA prime overdraft rate	<b>11.50%</b>	11.75%	<b>11.74%</b>	11.60%
UK Base rate	<b>5.00%</b>	5.25%	<b>5.17%</b>	4.80%



# Earnings drivers



FUM for IW&I SA

↑ **11.9%**

**8.4% in neutral currency**

Net core loans

↑ **2.7%**

**1.0% in neutral currency**

Rathbones Group FUMA

**£108.8bn**

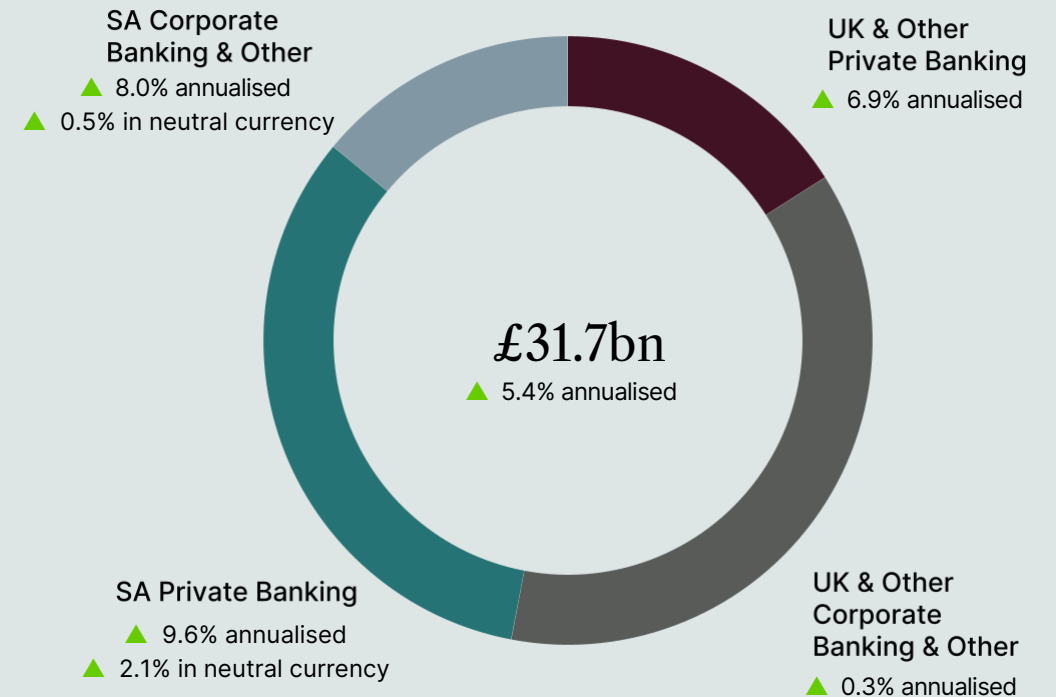
Investec holds a 41.25% economic interest in Rathbones

Deposits

↑ **2.4%**

**0.7% in neutral currency**

## Diversified core loan book



# Unpacking Group performance

£'mn	Sept-24	Sept-23	% change
Net interest income (NII)	684	671	2.0%
Non-interest revenue (NIR)	418	373	12.2%
<b>Total revenue</b>	<b>1 103</b>	<b>1 044</b>	<b>5.6%</b>
<b>ECL impairment charges</b>	<b>67</b>	<b>46</b>	<b>44.5%</b>
Credit loss ratio (CLR)	42 bps	32 bps	
<b>Operating costs</b>	<b>560</b>	<b>556</b>	<b>0.8%</b>
Cost to income ratio	50.8%	53.3%	
<b>Adjusted operating profit*</b>	<b>475</b>	<b>441</b>	<b>7.6%</b>

**NII** benefitted from growth in average lending books and higher average rates

**NIR** growth reflects increased fee income from our banking businesses, strong growth in fees from our SA Wealth & Investment business, as well as investment income benefitting from improving global markets. Partially offset by lower trading income

**ECL impairment charges** increased driven by:

- higher specific impairments on certain Stage 3 exposures

Offset by:

- In-model releases due to updated macro scenarios
- Asset quality remains within Group appetite limits

**CLR** remains within the Group's through-the-cycle range of 25bps to 45bps

**Operating costs** increase primarily driven by:

- Inflationary pressures and continued investment in technology to support growth
- Variable remuneration increased in line with improved business performance in each geography.

\* Operating profit before goodwill, acquired intangibles and strategic actions, less profit attributable to other non-controlling interests. Total revenue does not cast due to rounding

# Technology investment update 1H2025

## STRATEGIC PRIORITIES



Deliver out of the ordinary experiences for clients and colleagues



Modernising our technology and strengthening our engineering capability



Protect Investec and our clients



Unlock the power of data and AI

## WHAT WE ARE DELIVERING



- ☑ Continue to **personalise** client digital experiences across our web and mobile channels
- ☑ We're modernising our core platforms for **scale** and **growth**
- ☑ Enhancing our **Digital Workplace** for all Investec Colleagues



- ☑ Cloud modernisation journey is progressing well, with **48%** of our estate now complete
- ☑ We're significantly **enhancing our engineering capability**, reducing time to market for new products and services



- ☑ We're scaling up our investment to protect Investec and our clients from growing cyber threats
- ☑ **Dedicated** team is focused on tackling emerging digital threats including Deepfake AI, and Quantum decryption



- ☑ We're **accelerating** our AI strategy through partnerships

# Key takeaways

## Progress on technology strategic priorities



**Technology spend** for Investec Group for 1H2025 is **£109.2mn**



**Technology spend** is **c.20%** of overall Investec Group operating expenses



**Capitalised software** on the balance sheet is **£9.9mn**



**Cloud modernisation** journey is progressing well, with **48%** of our estate now complete

Agenda

# Divisional review







## Adjusted operating profit

UK & Other adjusted operating profit

**£222.7mn**

Sept 2023: £235.4mn

£'mn	Sept-24	Sept-23	% change
Wealth & Investment*	<b>32.3</b>	35.9	(10.0)%
Specialist Banking	<b>202.3</b>	207.4	(2.4)%
Group Investments	<b>6.0</b>	6.2	(3.1)%
Group costs	<b>(17.9)</b>	(14.1)	27.2 %
<b>Total</b>	<b>222.7</b>	235.4	(5.4)%

Note: The above numbers do not cast due to rounding.

\*Wealth & Investment share of post tax profit of Rathbones for Sep-24 and Investec Wealth & Investment UK for Sep-23

# Unpacking the credit loss ratio - UK & Other

<b>ECL impairment charge</b>	1H2024	2H2024	<b>1H2025</b>
ECL impairment charge (£'mn)	39.3	46.7	<b>52.8</b>
Credit loss ratio (bps)	55	60	<b>67</b>

<b>Gross core loans and coverage</b>		Stage 1	Stage 2	Stage 3	Total
31 March 2024	Gross core loans* (£'mn)	14 181	1 391	531	16 103
	Coverage	0.30%	2.4%	20.9%	1.2%
30 Sept 2024	Gross core loans* (£'mn)	14 687	1 135	528	<b>16 350</b>
	Coverage	0.26%	2.6%	19.3%	<b>1.0%</b>

CLR increased to

**67bps** (Sept-23: 55bps)

in line with September 2024 pre-close guidance

ECL charges increased to

**£52.8mn**

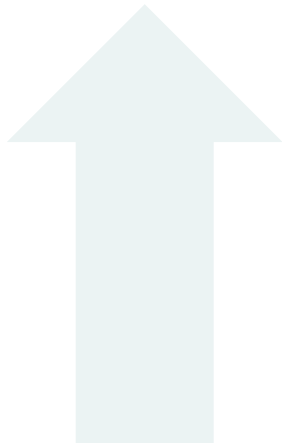
(Sept-23: £39.3mn)

mainly driven by:

- Idiosyncratic specific impairments, with no trend deterioration
- Rate of migration into Stage 3 has slowed, reflecting stable credit performance of the overall portfolio.



## Adjusted operating profit



up 21.9%

SA adjusted operating profit

**R5 892mn**

1H2024: R4 832mn

R'mn	Sept-2024	Sept-2023	% change
Wealth & Investment	519	411	26.3%
Specialist Banking	5 251	4 616	13.8%
Group Investments	309	(31)	>100.0%
Group costs	(187)	(164)	14.0%
<b>Total</b>	<b>5 892</b>	<b>4 832</b>	<b>21.9%</b>

# Unpacking the credit loss ratio - Southern Africa

<b>ECL impairment charge</b>	1H2024	2H2024	<b>1H2025</b>
ECL impairment charge (R'mn)	167.0	(330.0)	<b>328.0</b>
Credit loss ratio (bps)	8	(15)	<b>16</b>

<b>Gross core loans and coverage</b>		Stage 1	Stage 2	Stage 3	<b>Total</b>
31 March 2024	Gross core loans* (R'mn)	324 489	8 220	12 203	<b>344 912</b>
	Coverage	0.20%	3.0%	15.4%	<b>0.8%</b>
30 Sept 2024	Gross core loans* (R'mn)	329 379	8 404	9 458	<b>347 241</b>
	Coverage	0.16%	2.6%	19.3%	<b>0.7%</b>

ECL impairment charges on loans subject to ECL increased resulting in a credit loss ratio of

**16bps** (Sept-23: 8bps)

driven by:

- Stage 3 ECL charges and lower recoveries

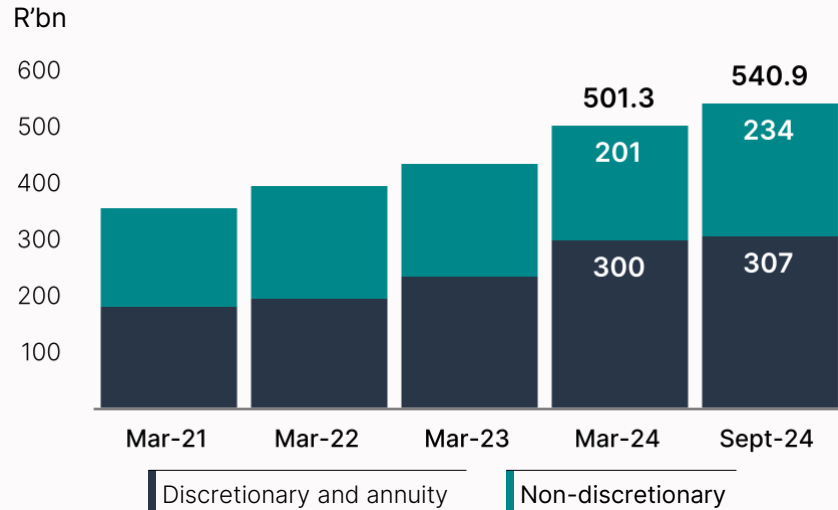
Partially offset by

- Model driven releases following updated macro-economic scenarios

# Wealth & Investment

Strong financial performance in a challenging operating environment

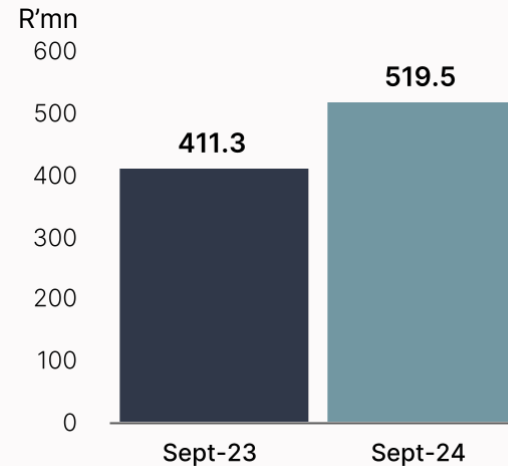
## Funds under management



FUM increased by 7.9% to  
**R540.9bn**  
since Mar-24

- Net discretionary inflows of R10.0bn offset by R1.9bn non-discretionary outflows.

## Adjusted operating profit

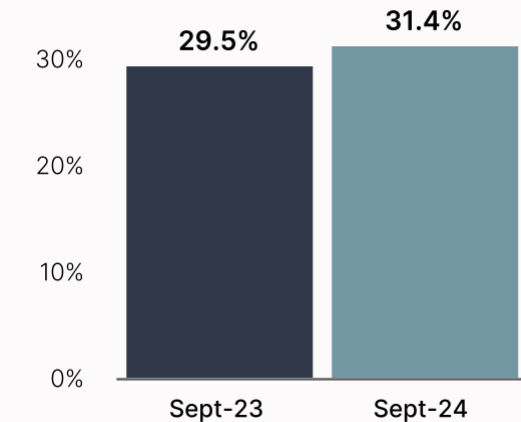


Adjusted operating profit up 26% to  
**R519.5mn**

Adjusted operating profit of SA business up 28.2%

- Sustained discretionary inflows into local and offshore investment products
- Strong growth in fee income generated from structured products
- Strong client retention and acquisitions in a challenging market.

## Operating margin



Operating margin at  
**31.4%** (Sept-23: 29.5%)

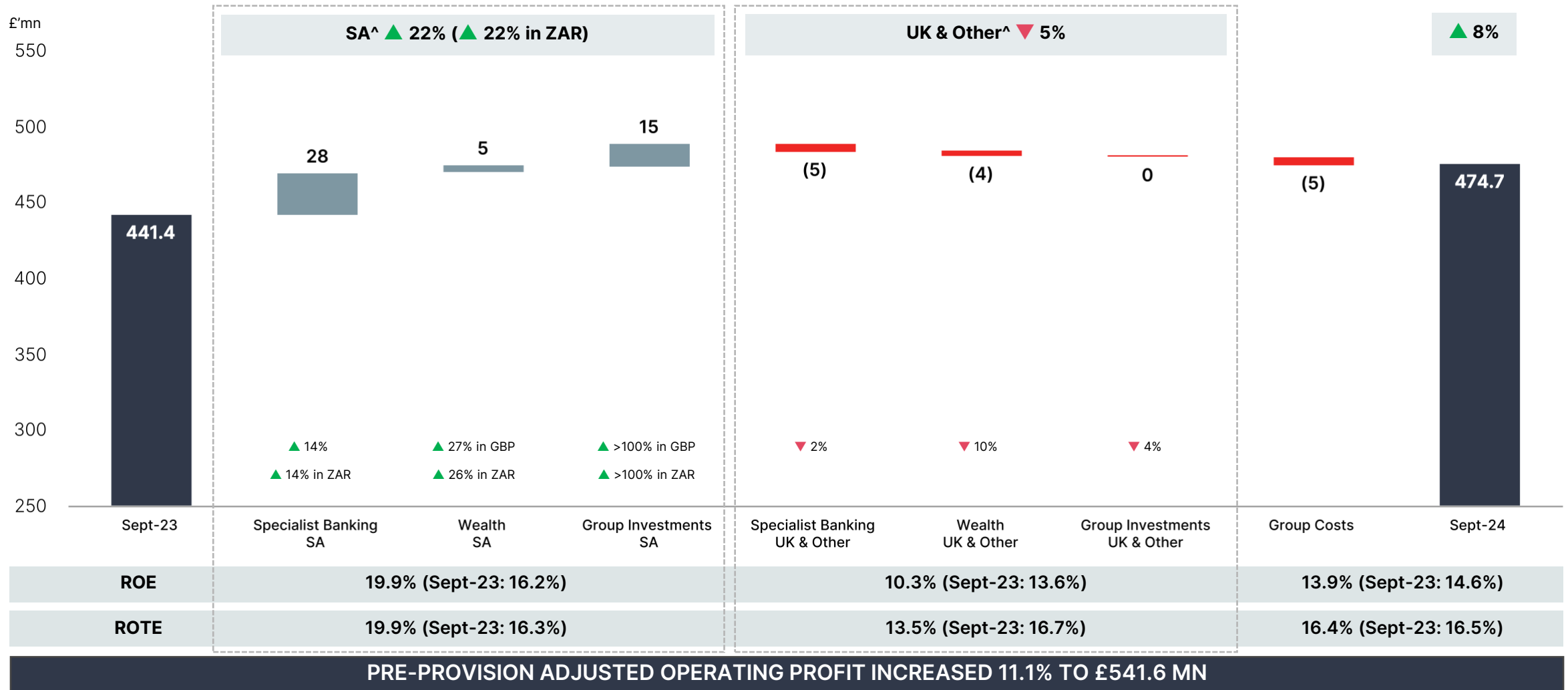
Operating margin of SA business at 33.0% (Sept-23: 31.1%)

- Operating income up 18.9%
- Operating costs up 15.8%
  - Investment in growth, including IT spend and and higher variable remuneration in line with performance



# Solid underlying performance

Adjusted operating profit\* largely driven by strong performance from our client franchises



\* Operating profit before goodwill, acquired intangibles and strategic actions, less profit attributable to other non-controlling interests.

^ Geographical metrics shown for SA and UK & Other are inclusive of Group costs. Note: Waterfall does not cast due to rounding

# ROE and ROTE

	UK & Other	SA	Group
Return on Equity	10.3%	19.9%	13.9%
Return on Tangible Equity	13.5%	19.9%	16.4%
Average allocated Equity	£3 022mn	£1 833mn	£4 854mn
Average Allocated Tangible Equity	£2 302mn	£1 826mn	£4 128mn

Return on equity (ROE)

**13.9%**

(Sept-23: 14.6%)

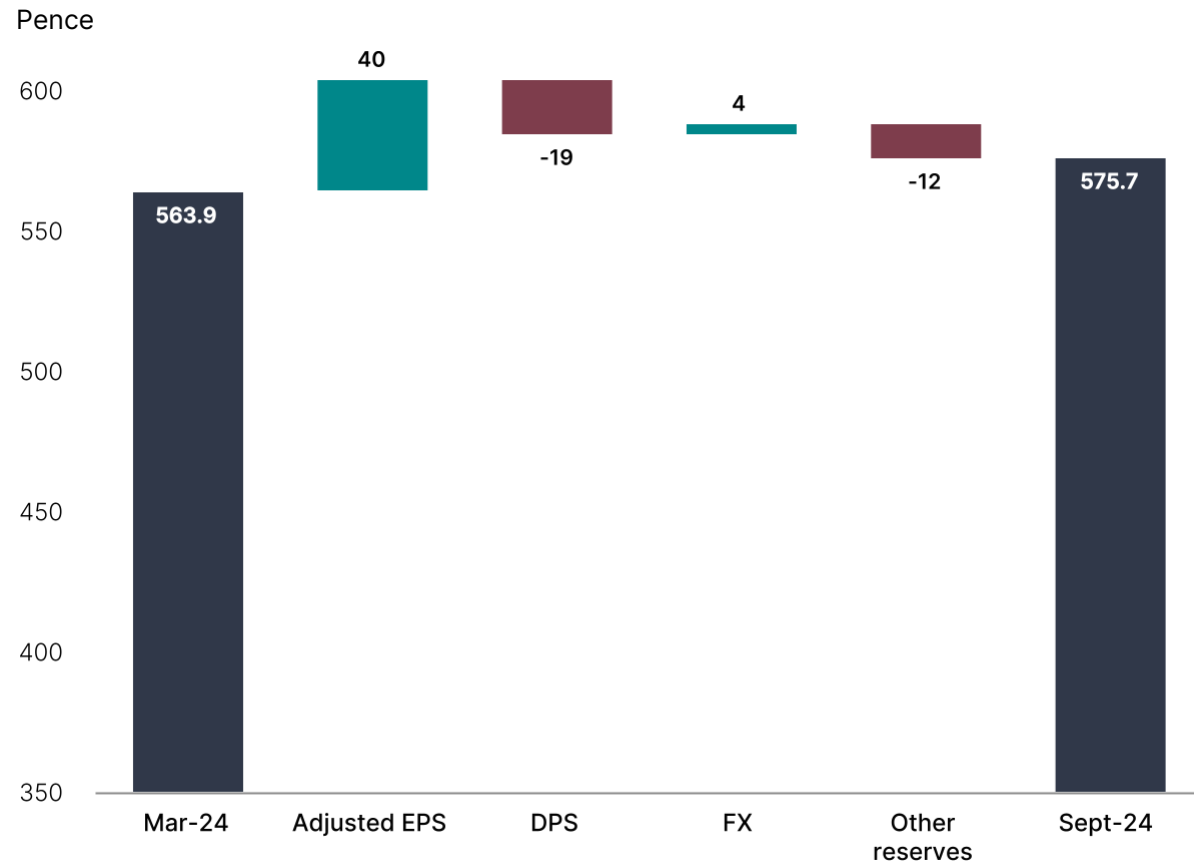
within the Group's upgraded  
medium-term 13% to 17%  
target range



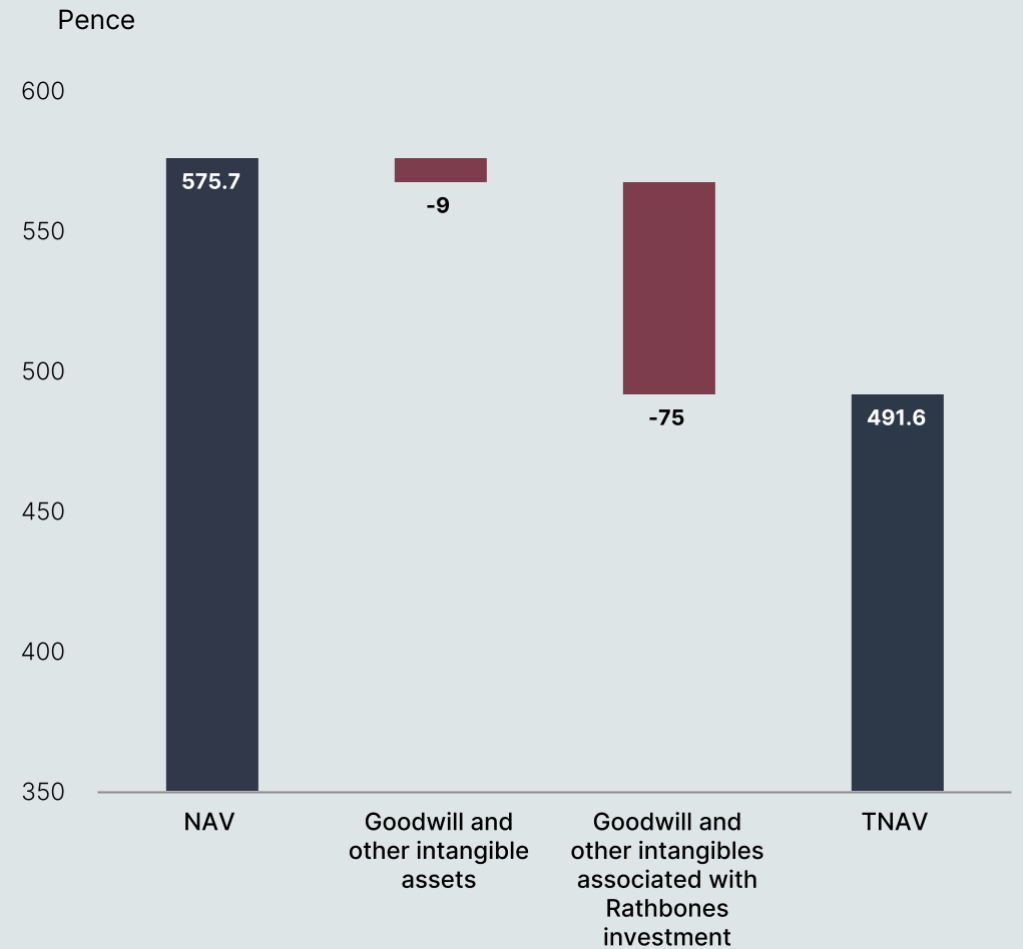
# Net Asset Value

Underpinned by strong earnings growth and gains from strategic actions

### Net asset value per share

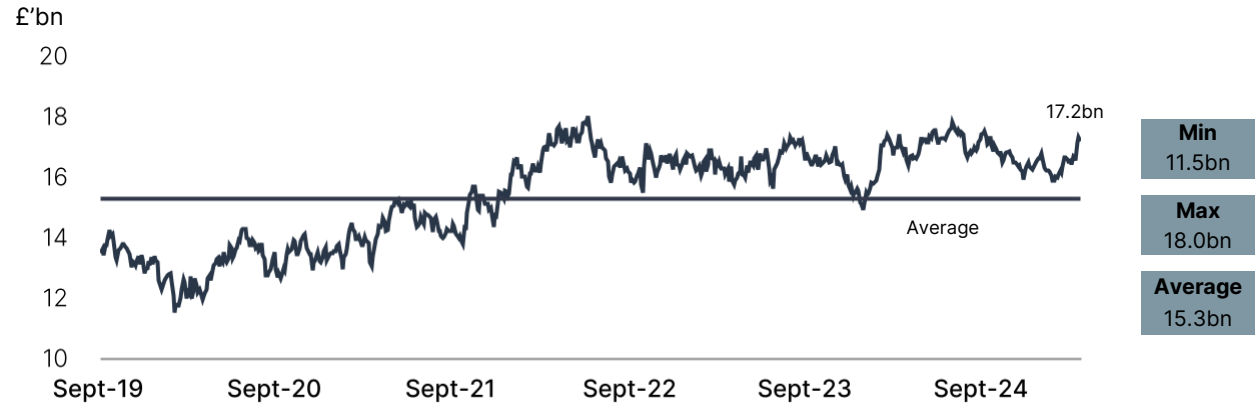


### Tangible net asset value per share



# Capital and liquidity

## Group cash and near cash



### Group liquidity summary

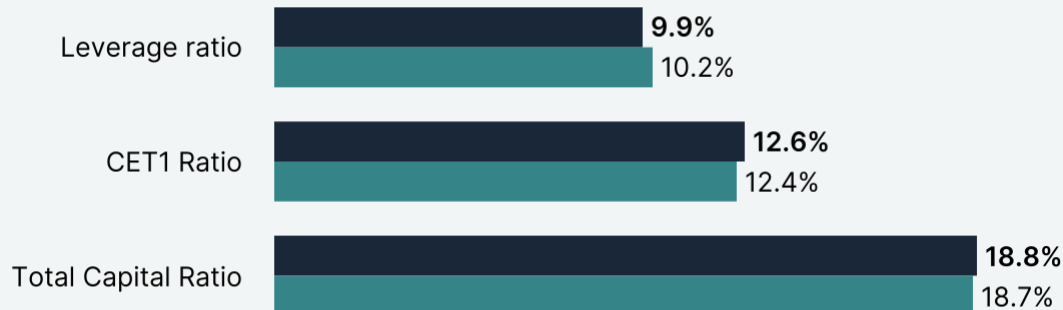
- Strong liquidity positions to support growth
- Loans to customers as % of customer deposits of 77.7% (Mar-24: 77.6%)

### Capital summary

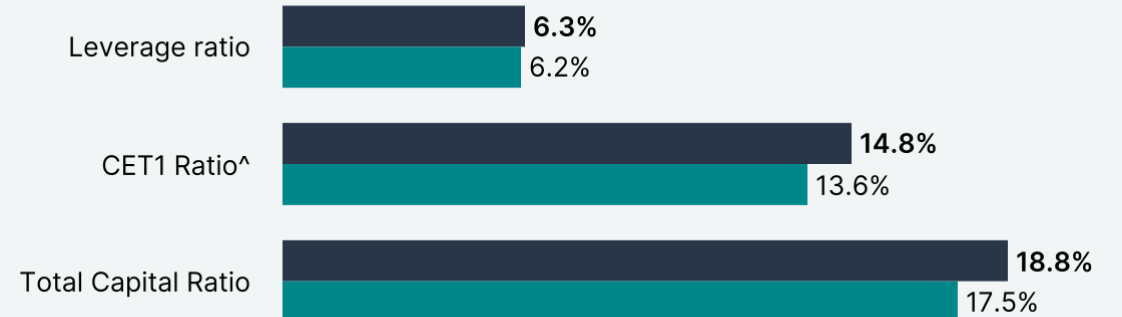
- CET1 ratio well in excess of >10% target for Investec plc, Investec Ltd above 11.5% to 12.5% range
- Capital and leverage ratios remain sound, ahead of regulatory requirements

## Investec plc capital ratios\*^

Sept-24      Mar-24



## Investec Ltd capital ratios#



\* The capital adequacy and leverage disclosures follow Investec's normal basis of presentation to show a consistent basis of calculation across the Group. For Investec plc this does not include the deduction of foreseeable charges and dividends as required by the Capital Requirements Regulation. This deduction would lower the CET1 ratio by 29bps (Mar-2024: 30bps) and the leverage ratio by 19bps (Mar-2024: 21bps).

^ Investec plc uses the Standardised Approach to quantify RWAs.

# Investec Limited uses the Internal Ratings Based (IRB) Approach to quantify credit RWAs. As at 30 Sept 24, 59% (Mar-24: 54%) of the portfolio applies the AIRB approach, 25% (Mar-24: 26%) applies the FIRB approach and the remaining 16% (Mar-24: 20%) of the portfolio is subject to the standardised approach.

# Agenda Geographic review – UK & Other

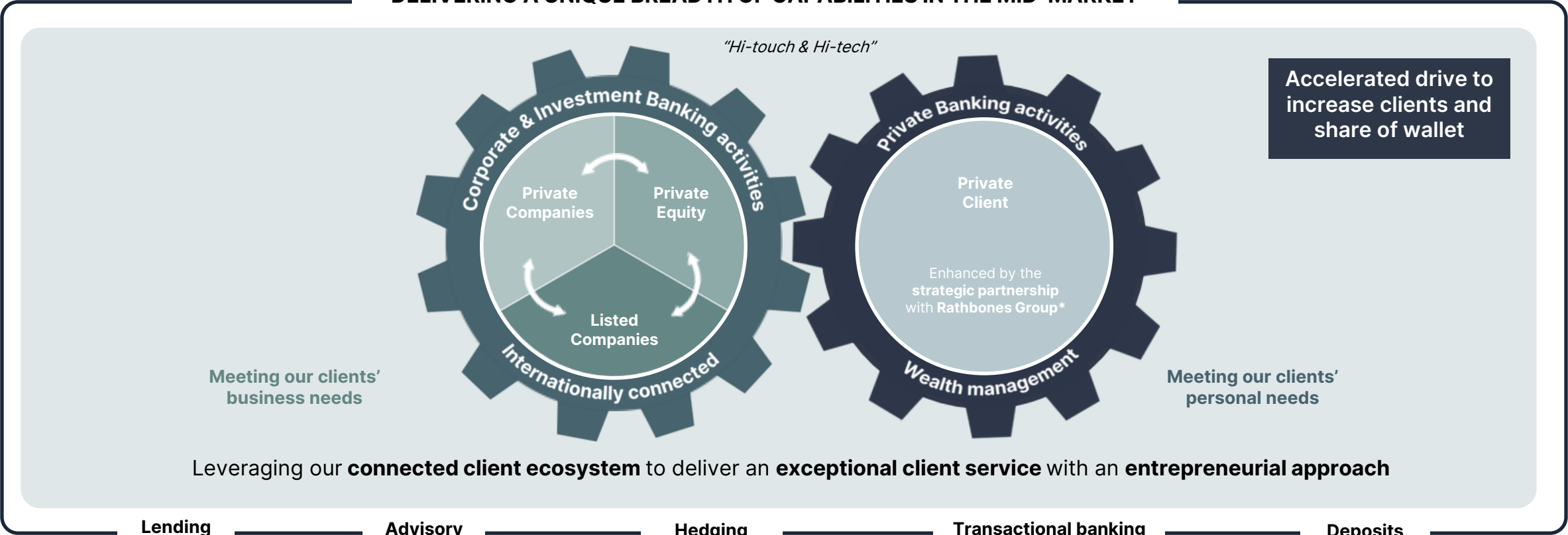
Ruth Leas  
*Investec Bank plc CEO*



# Strategic positioning

Building scale & relevance - by bringing the best of Investec to every client relationship and interaction

## DELIVERING A UNIQUE BREADTH OF CAPABILITIES IN THE MID-MARKET



**£222.7 million**  
Adjusted operating profit for the 6 months to Sept 24

**£16.7 billion**  
Net core loans

**£21.6 billion**  
Customer deposits

**13.5%**  
ROTE

\* Rathbones reported £108.8bn FUMA at 30 September 2024. Investec holds a 41.25% economic interest in the Rathbones Group

# Operating environment



## Macro-economic and geopolitical influences

- **Further reductions** in Bank rate are expected to follow this year's two cuts given inflation's progress to target
- A fairly robust economic performance in the year-to-date following 2023's stagnation. A **strong household real income** backdrop and lower interest rates are to support growth going forward
- Baseline envisages medium-term growth of **c.1.7% per annum**, but uncertainties stemming from geopolitics and protectionism represent downside risks
- Autumn Budget delivered **material tax increases** relative to previous government plans, but strengthening investment and driving UK growth are key priorities for the government.



# Specialist Bank Strategy

## Areas of focus

## Strategic Progress



Accelerate our current strategy to grow and **deepen our diversified franchises**, continue to increase **scale and market share**

**Investing for long-term growth**, strengthening our unique positioning across our regions. Continued to successfully **execute our client acquisition strategies**. Drive to leverage the **connected client ecosystem**, leading to strong increase in **momentum of referrals**



Increase the runway to grow on the front-foot in **Continental Europe**

Continued to follow our clients and grow our lending and treasury risk solutions in selected countries in Europe where we have historical track record. **Focused on growing capital light earnings** primarily through Capitalmind Investec which has provided an immediate footprint in selected countries in Europe



Advance our Alternative **Investment Management Strategy**

Focus on delivering capital light earnings by bringing in external capital in the form of funds and other innovative distribution solutions



Realise the scale benefits of IW&I UK's combination with **Rathbones**

As part of our **long-term strategic partnership**, continued collaboration with Rathbones to provide our clients with an enhanced and holistic proposition  
Run-rate **synergy realisation grew to £25.5 million** as at 30 Sept 24, ahead of timeline for delivery

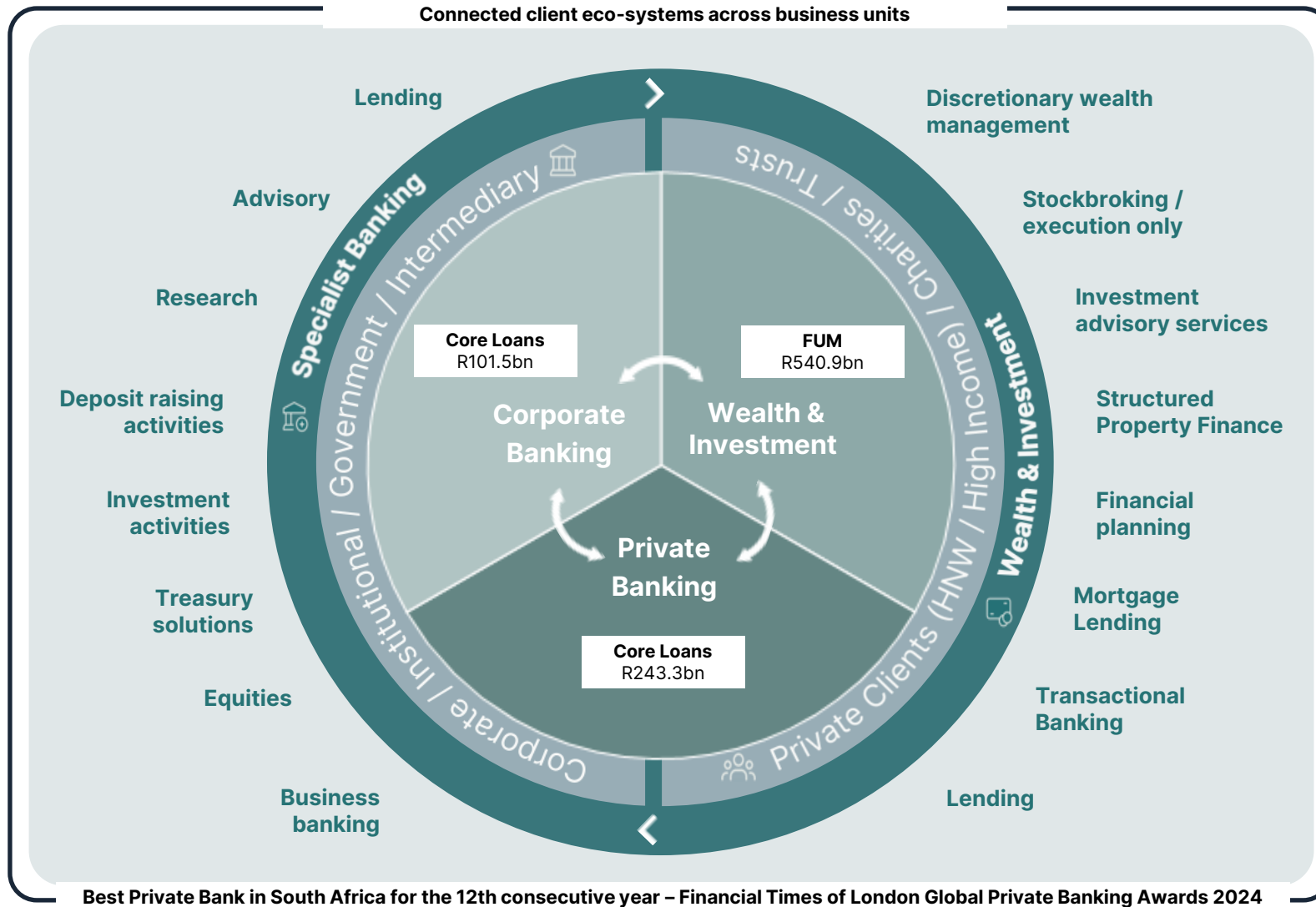
Agenda  
Geographic  
review –  
Southern Africa

Cumesh Moodliar  
*Investec Bank Limited CEO*



# Strategic positioning

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



## Differentiated client franchises

Provide a high level of client service enabled by leading digital platforms

People business backed by our out of the ordinary culture, entrepreneurial spirit and freedom to operate

**R5.8 billion**

Adjusted operating profit for the 6 months to 30 Sept 24

**R346.2 billion**

Net core loans

**R434.7 billion**

Customer deposits

**19.9%**

ROE

# Operating environment



## Macro-economic

- **Inflation moderating** to below midpoint of target range
- Increasing expectations for further **rate cuts**
- **Freight and logistics constraints** still persist, further work to be done on rail and port infrastructure
- **GDP growth for 2025** calendar year expected to be near 1.7% y/y
- While SA is currently experiencing tailwinds, there is still material risk emanating from external factors such as tariffs, a potential slowdown in China and consequent decline in commodity prices



## Other factors

- **Post-election government formation:** South Africa's unity government saw markedly increased expectations for an improvement in future business conditions
- More than six months with no **electricity power cuts** adding to business confidence
- Remain cautiously optimistic as government continues to implement structural reforms and build momentum

# Specialist Bank Strategy

## Areas of focus

## Strategic Progress



Increase our Private Banking **client acquisition**

**Private Bank Core Clients**  
**111 984**  
↑ **6.7%** from Mar-24

**Investec Life Core Clients**  
**11 307**  
↑ **19.3%** from Mar-24



Continue to evolve our **international offering** across Bank and Wealth

**SA clients with UK accounts**  
circa **12K**

**Swiss FUM**  
**£2.7bn**  
↑ **11.9%** (from prior period)



Deepen and grow our **business banking** proposition

Deepen and grow our **mid-market corporate proposition** including business transactional banking



Increase our efforts in sustainable finance, through investing in **renewable energy and infrastructure**

Leading Energy & infrastructure team with **deep experience** and established relationships in the sector



Explore growth opportunities on the **rest of the continent**

Broadening our **global market** franchise to the **rest of the continent**



Agenda

# Closing and Q&A

Fani Titi  
*Group Chief Executive*



# Financial outlook

FY25 guidance based on current economic forecast and expected business activity levels

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

Group **ROE** is expected to be **c.14%** / **ROTE c.16%**, both well within the revised target ranges

- SA business ROE of **c.19%**
- UK & Other business ROTE of **c.13.5%**

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**Cost to income ratio** is expected to be between **51% and 53%**

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**Credit loss ratio** to be within the TTC range of 25bps to 45bps

**We are well-positioned to support our clients and pursue disciplined growth in an improving economic environment**



## In closing

We are a **focused business** with deep client franchises

Our client franchises **have scale and relevance** in our chosen markets

**Strong capital generation** to support growth and returns to shareholders

Clear set of scalable **opportunities to deliver sustainable growth**

We are dedicated to our purpose of **creating enduring worth**



Thank you





# Appendix



# Proviso

- Please note that matters discussed in today's presentation 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 at 30 September 2024
  - changes in the structure of the markets, client demand or the competitive environment
- A number of these factors are beyond the Investec Group's control
- These factors may cause the Group's actual future results, performance or achievements in markets in which it operates to differ from those expressed or implied
- Any forward looking statements made are based on knowledge of the Group at 20 November 2024
- These forward looking statements represent a profit forecast under the Listing Rules
- The financial information on which the 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
- Unless otherwise stated, all information in this presentation has been prepared on a pro-forma basis
- Adjusted operating profit refers to operating profit before goodwill, acquired intangibles and strategic actions and after adjusting for earnings attributable to non-controlling interests

# Taking stock

Consistent execution of our strategy underpinned the achievement of all our medium-term targets

£'mn	FY21	FY22	FY23	FY24	1H25	
<b>Adjusted EPS - pence per share</b>	<b>28.9</b>	<b>55.1</b>	<b>68.9</b>	<b>78.1</b>	<b>39.5</b>	Sustained earnings growth
Total operating income	1807	1990	1986	2 085.00	1 103	
Total costs	1 186	1234	1086	1120	560	
Cost to income (%)	68.2	63.3	54.7	53.8	50.8	Costs have been well managed over time
ECL impairment charge	133	29	81	79	66.9	
<b>WANOS - millions</b>	<b>929.1</b>	<b>917.5</b>	<b>891.9</b>	<b>848.8</b>	<b>855.0</b>	Impairments reflecting higher ECL charges on certain Stage 3 exposures
Ordinary shareholders' equity	4235	4614	4 323	4 761	4 948	
Required equity in Group Investments	518	561	561	238	260	WANOS actively managed as part of capital management
<b>ROE - %</b>	<b>6.6</b>	<b>11.4</b>	<b>13.7</b>	<b>14.6</b>	<b>13.9</b>	
<b>ROTE - %</b>	<b>7.2</b>	<b>12.3</b>	<b>14.7</b>	<b>16.5</b>	<b>16.4</b>	
<b>CET 1 - %</b>						
Investec Limited* – FIRB / Increased scope AIRB	12.8	14.0	14.7	13.6	14.8	Capital optimisation with a higher equity base from the Rathbones transaction
Investec plc - Standardised	11.2	11.7	12.0	12.4	12.6	

Note: Investec Limited's FY2022 is presented on a pro-forma IRB scope basis. FY2021 is presented on a pro-forma increased scope AIRB basis.

# Macro-economic scenarios – 30 September 2024

## UK & Other

	Base case					At 30 September 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 global stress	
<b>UK</b>										
GDP growth	1.6	1.8	1.8	1.8	2.0	2.2	1.8	0.0	0.4	
Unemployment rate	4.8	4.8	4.5	4.3	4.3	4.4	4.5	5.5	6.5	
CPI inflation	2.0	1.8	2.0	2.0	2.0	1.9	2.0	3.6	2.4	
House price growth	2.0	2.4	2.4	2.4	2.4	3.0	2.3	(0.6)	(1.5)	
BoE – bank rate (end year)	4.5	3.5	3.0	3.0	3.0	3.3	3.4	5.4	2.5	
<b>Euro area</b>										
GDP growth	1.1	1.6	1.6	1.6	1.6	1.9	1.5	0.4	0.4	
<b>US</b>										
GDP growth	2.2	1.7	1.9	2.1	2.3	2.5	2.0	0.8	0.9	
<b>Scenario weightings</b>			<b>65</b>			<b>10</b>	<b>65</b>	<b>10</b>	<b>15</b>	

## South Africa

	Base case					At 30 September 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
<b>South Africa</b>										
GDP growth	1.3	1.6	2.2	2.2	2.6	4.6	3.1	2.0	0.6	(0.5)
Repo rate	7.9	7.1	6.8	6.8	6.8	5.6	6.0	7.1	9.2	10.2
Bond yield	11.6	11.2	11.0	10.8	10.7	9.4	10.2	11.1	12.0	12.6
CPI inflation	4.6	4.4	4.7	4.6	4.7	3.4	3.9	4.6	5.5	6.4
Residential property price growth	1.2	2.9	4.4	4.9	5.5	6.1	4.9	3.8	2.5	1.2
Commercial property price growth	(0.6)	1.2	1.5	2.3	2.6	4.2	2.6	1.4	(0.7)	(2.4)
Exchange rate (South African Rand:US Dollar)	18.0	17.3	17.1	16.7	16.5	14.8	16.3	17.1	19.7	21.8
<b>Scenario weightings</b>			<b>50</b>			<b>2</b>	<b>12</b>	<b>50</b>	<b>35</b>	<b>1</b>

# Investec

## **Our purpose is to create enduring worth**

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- ✔ Partner for the long term, guided by our purpose
- ✔ Invested in transformational growth for our people, clients, shareholders, communities and planet

## **Investec is a distinctive bank and wealth manager, operating in two core geographies**

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- ✔ Rich heritage in Private Banking, Corporate and Institutional Banking and Wealth & Investment
- ✔ We have relevance and scale in the markets we operate in and ability to generate profit to advance our purpose
- ✔ We serve select niches where we can compete effectively through market-leading specialist client franchises

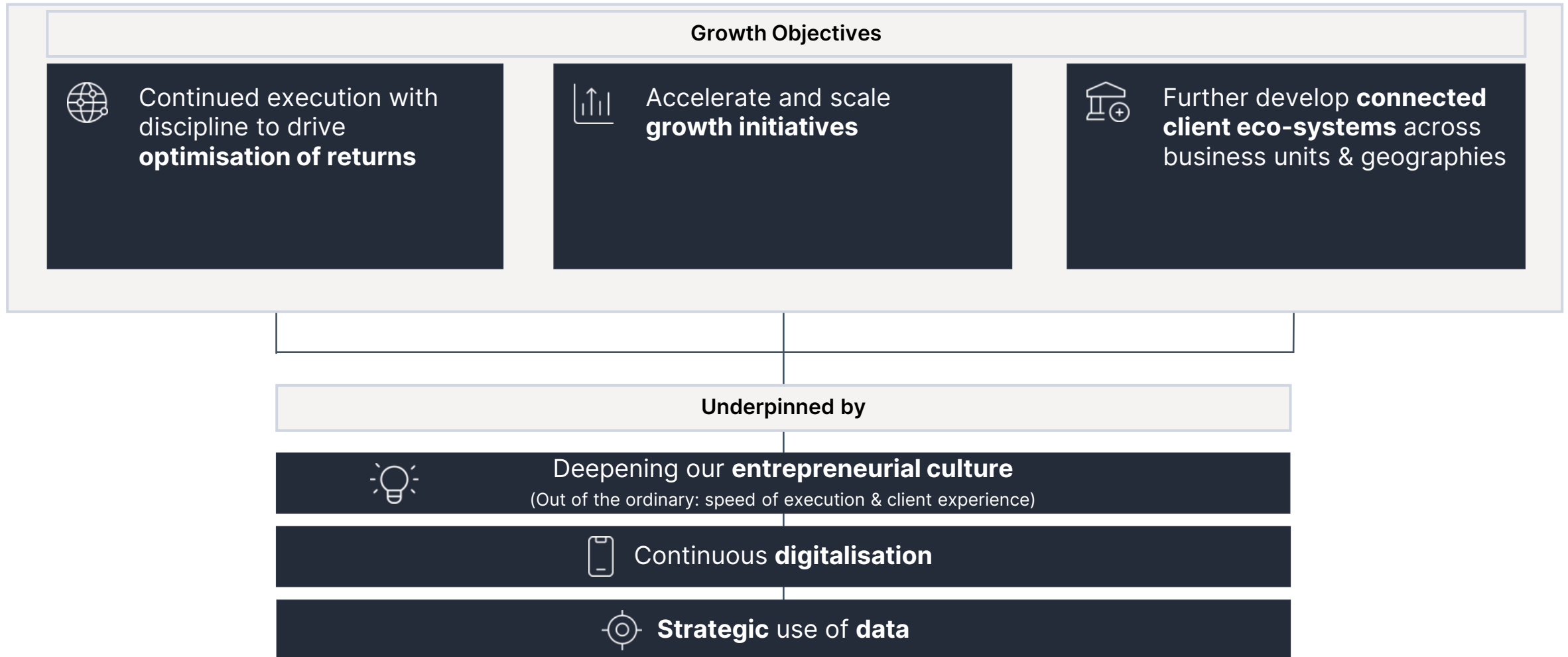
## **We are a people backed business, our distinction is embodied in our entrepreneurial culture**

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- ✔ Supported by a highly differentiated and client-centric “Out of the Ordinary” service
- ✔ And our ability to be nimble, flexible and innovative



# Our strategic objectives



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

Principal geographies  
**2**

Total Employees  
**c.7 700+**

Core loans  
**£31.7bn**

Customer deposits  
**£40.4bn**

Funds under management  
IW&I SA    Rathbones Group plc  
**£23.4bn    FUMA\*: £108.8bn**

## Key client groups and our offering

 **Corporate / Institutional / Government / Intermediary**

 **Private Clients (HNW / High Income) / Charities / Trusts**

 **Specialist Banking**

 **Wealth & Investment**

Lending

Transactional banking

Treasury solutions

Advisory

Investment activities

Deposit raising activities

Discretionary wealth management

Investment advisory services

Financial planning

Stockbroking / execution only

**We have market-leading client franchises**

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

We are a people business backed by our out of the ordinary culture, entrepreneurial spirit and freedom to operate

**Our stakeholders**



**Our clients**



**Our people**



**Our communities**



**Our planet**



**Our shareholders**

\* FUMA: Funds under management and administration. Investec holds a 41.25% economic interest in Rathbones Group

# Divisional highlights

## UK & Other

### Specialist Bank

Loan book  
grew by 2.3% annualised to  
**£16.7bn**

Deposits  
grew by 8.1% annualised to  
**£21.6bn**

Continued client acquisition and  
diversified lending

Adjusted operating profit  
2.4% behind of prior period at  
**£202.3mn**

### Wealth & Investment

Fully committed to the  
attractive wealth  
management sector in the  
UK with a 41.25%  
shareholding  
in Rathbones Group

Adjusted operating profit of  
**£32mn**

10.3%

13.5%

## Southern Africa

### Specialist Bank

Loan book  
up 1.5% annualised to  
**R346.2bn**

Deposits  
down 6.2% annualised to  
**R434.7bn**

Strong growth in residential  
mortgages, Energy and  
Infrastructure Finance, Aviation  
Finance as well as trade and  
asset finance

Adjusted operating profit  
up 21.9% ahead of prior period at  
**R5 892mn**

### Wealth & Investment

Expanded global  
investment offerings  
providing access to a  
range of investment  
opportunities

Discretionary  
and annuity net  
inflows of  
**R10.0bn**

Adjusted operating profit  
up 26% to  
**R519.5mn**  
amid a challenging operating  
environment for the industry

ROE %

ROTE %

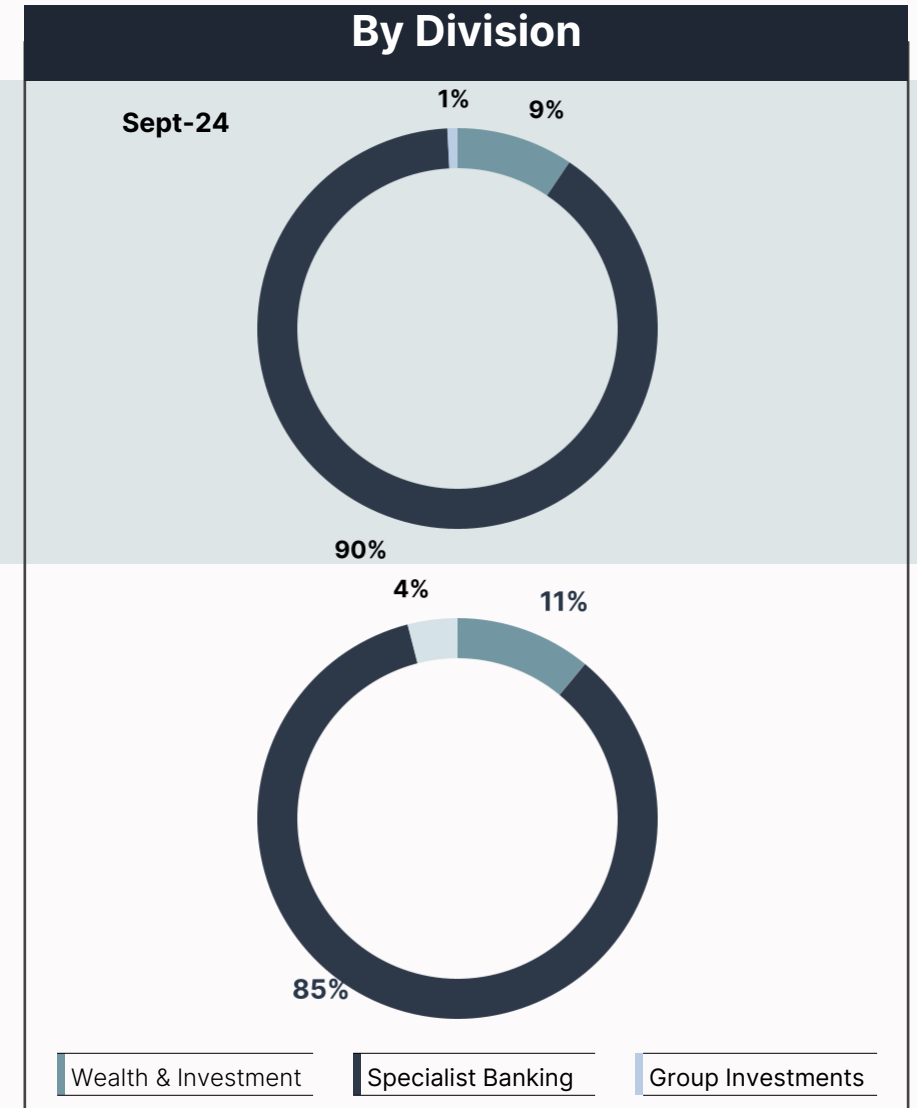
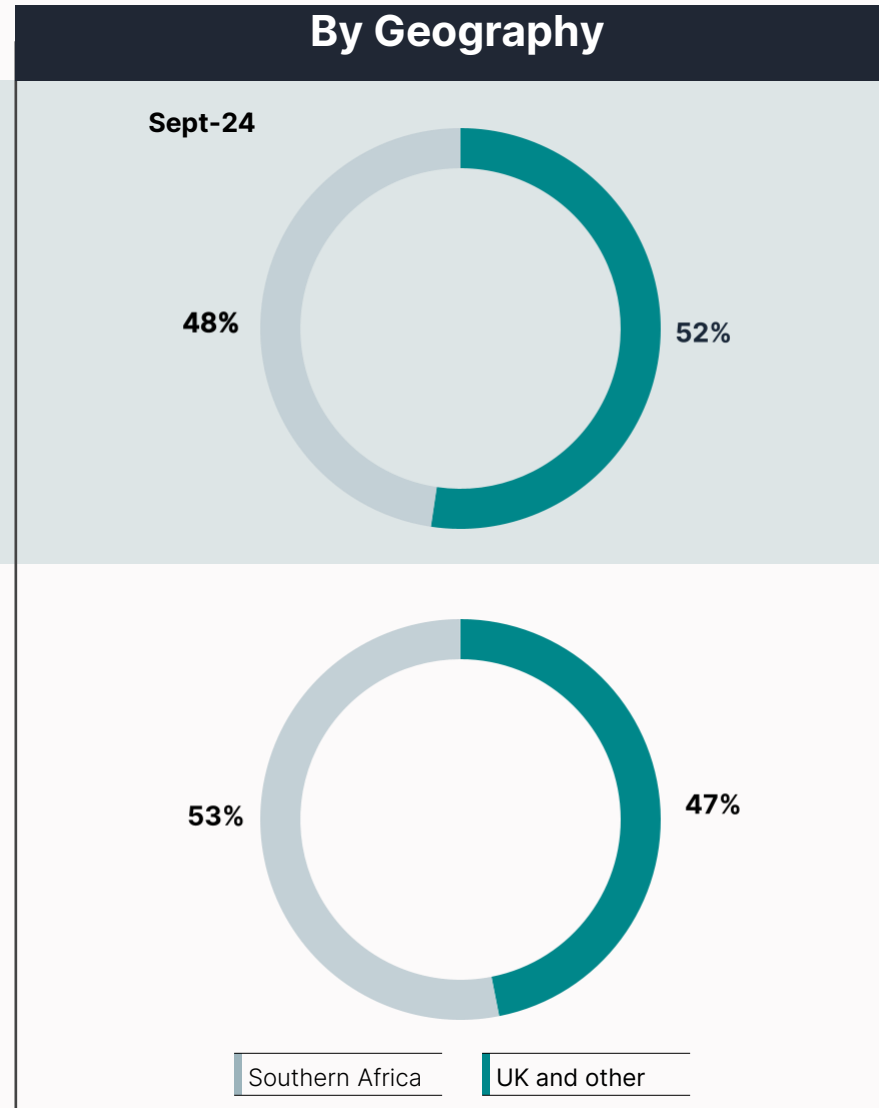
19.9%

19.9%

# Diversified, quality revenue mix across geographies and businesses

Operating income<sup>^</sup>  
up 5.6% to  
**£1 102.6mn**

Adjusted operating profit\*  
up 7.6% to  
**£474.7mn**

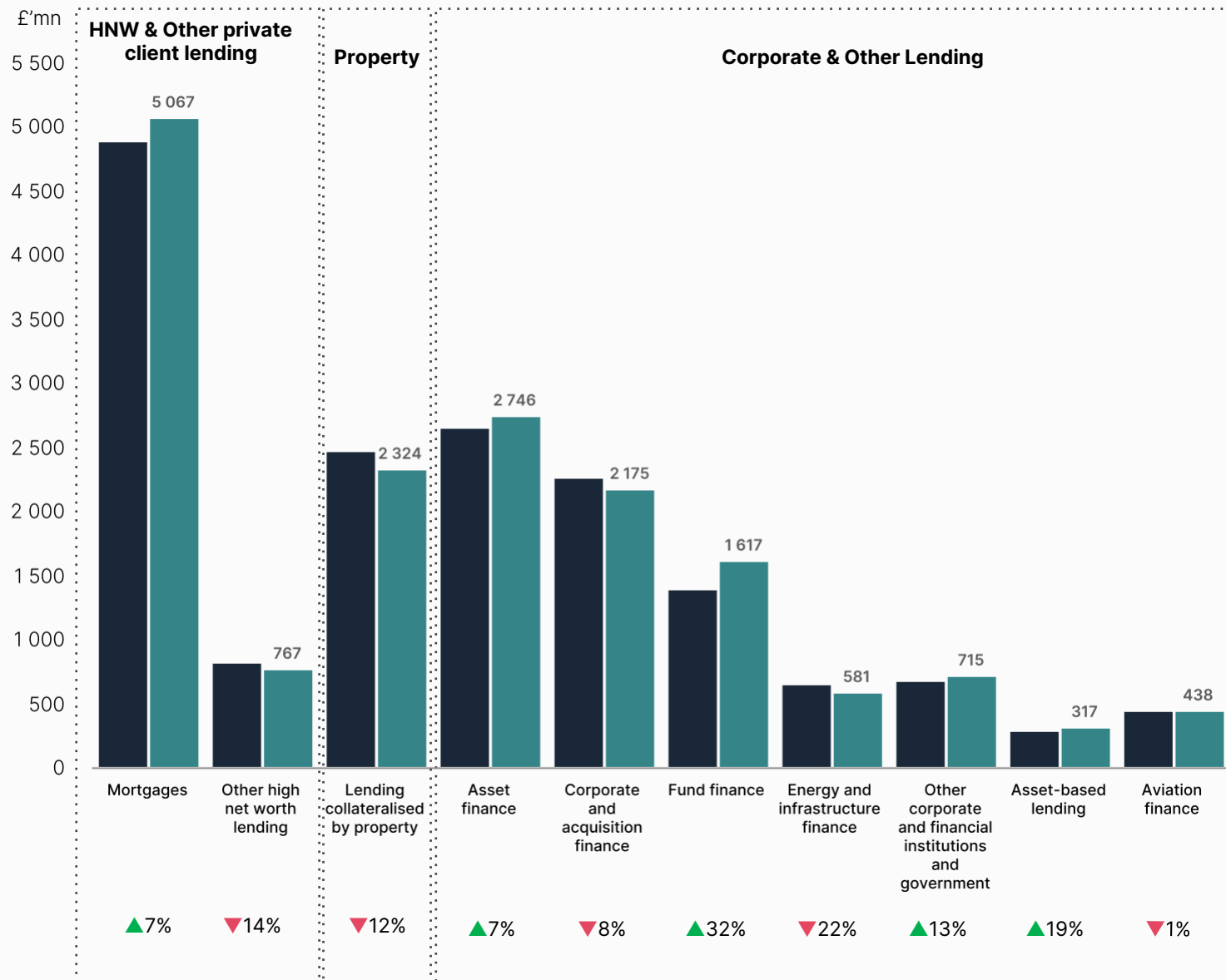


<sup>^</sup> Total operating income before expected credit loss impairment charges

\* Adjusted operating profit by division is adjusted operating profit before group costs

Mar-24

Sept-24

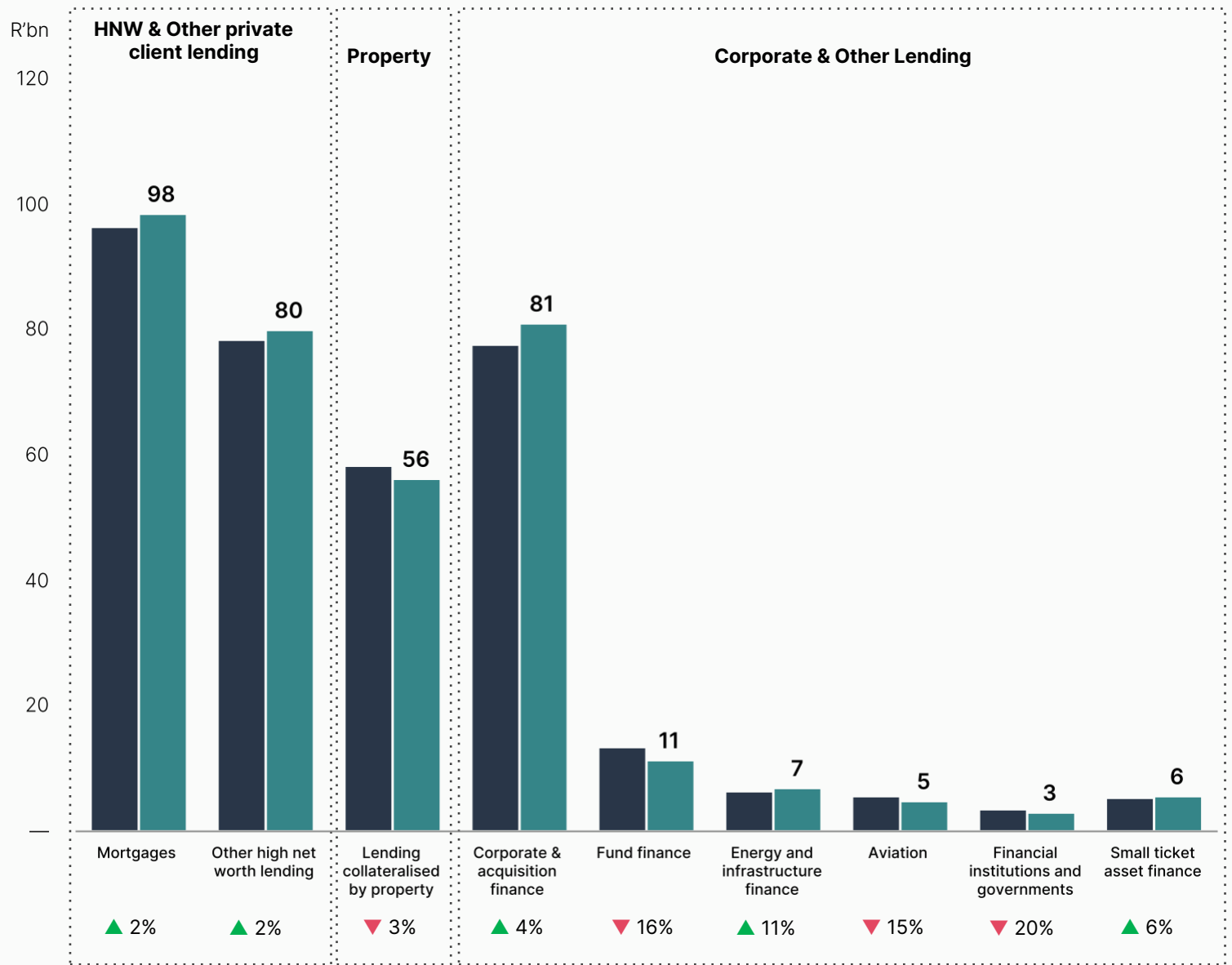


## UK & Other net core loans up 2.3% to £16.7bn

- Strong growth in our Fund Solutions loan book as well as moderate growth across the corporate loan book
- The UK residential mortgage as well as corporate portfolio reported positive growth since March 2024
- This positive performance was against a backdrop of high interest rate and uncertain macro-economic environment and higher redemptions which lead to decline in our real estate portfolio.

Mar-24

Sept-24



# Investec Limited net core loans up 1.5% annualised to R346.2bn

- Private Client loan book up 5.3% annualised with strong growth in residential mortgages
- Growth in certain corporate credit portfolios was partly offset by higher redemptions versus the prior period and the negative impact of FX translation on dollar denominated loans

# Sustainability highlights

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

## OUR IMPACT SDGs



### Net-zero commitments

- **Fossil fuel commitments:** Investec Group committed to zero thermal coal in our loan book by 31 March 2030
- **Scope 3 financed emissions:** Made significant progress on improving the data quality and processes. This involved implementing rigorous data collection processes to ensure that the data we use is accurate, reliable, and up-to-date.



### Equality commitments

- Investec Group Board: **30% ethnic diversity** and **50% women**
- 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

- Raised \$64mn (since inception) through our Global Sustainable Equity Fund at 30 September 2024
- 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.

## TRANSITIONING OUR ENERGY EXPOSURE

- **0.06% coal exposure** as a % of gross core loans at 30 September 2024 (Mar-24: 0.08%)
- **66.09% renewables** as a % of our energy lending portfolio at 30 September 2024 (Mar-24: 57.70%^)
- **1.49% coal** as a % of our energy lending portfolio at 30 September 2024 (Mar-24: 1.69%).

^ Restated

Incorporating sustainability in the way we do business and creating innovative, impactful solutions



# Net-zero climate impact roadmap

We acknowledge that climate change is material and poses significant risks, and opportunities, including its ability to generate value for stakeholders over time. We recognise and support the aims of the Paris Agreement goals. We are committed to achieve net-zero emissions by 2050, taking into account complexities of the business in relation to climate change. In addition, we acknowledge the clear link between climate change and ecosystem loss, and our impact through our activities on healthy and resilient ecosystems.

## Three channels of impact

Investec's ambition to achieve net zero by 2050, in line with our commitment to the Net-Zero Banking Alliance, is following a strategic approach through three channels of impact

**1** Reducing our fossil fuel exposure

- **Investec plc:** committed to zero coal exposure by 31 March 2027
- **Investec Limited and Investec Group:** committed to zero thermal coal in the loan book by 31 March 2030
- **Investec Group:** committed to cease finance of new oil and gas exploration, extraction or production projects directly, regardless of jurisdiction, from 1 January 2035.

**2** Driving sustainable and transition finance activities

- Enhanced our Sustainable and Transition Finance Classification Framework and developing sustainable and transition finance targets
- 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
- Partnered with Woolworths Holdings Ltd to conclude a R1 billion sustainability-linked working capital facility
- Arranged a €65 million financing package for a Dutch electric vehicle charging business.

**3** Influencing our clients and suppliers to effectively pursue decarbonisation

- Active engagement with client ecosystem, promoting increased data quality for Scope 3 financed emission calculations and sustainability agendas
- Substantial progress made in improving the quality of our Scope 3 financed emissions
- Remained committed to various industry initiatives.



# Group Investments

Group Investments pillar consists of equity investments held outside the Group's banking activities

£'mn	Carrying value	Income yield	% Holding
Ninety One	162	7.4%	10.0%
Burstone Group (formerly IPF)	81	58.5%	24.3%
The Bud Group Holdings (formerly IEP)	109	0.9%	36.4%
Equity investments	22	(34.2)%	
<b>Total - Balance Sheet carrying value</b>	<b>374</b>	<b>11.7%</b>	
<b>Average required capital</b>	<b>249</b>		
<b>Return on equity</b>	<b>12.8%</b>		
<b>Current Market Value* at 20th November 2024</b>	<b>362</b>		

\* Market value based on listed prices for Ninety One, Burstone Group and carrying value for unlisted investments



Adjusted operating profit of  
**£19.3mn**

(Sep-23: £4.9mn) reflects:

- Adjusted operating profit from Group Investments increased to £19.3 million (1H2024: £4.9 million) driven by higher investment income on the fair value measurement of our shareholding and higher dividend income from our investment in Burstone Group

# Strategic execution

Significant strategic actions taken over the past two years

## Completion of combination between Investec Wealth & Investment UK ('IW&I UK') and Rathbones Group plc\*

Creating the UK's largest discretionary wealth manager

**RATHBONES** £108.8bn FUMA#  
as at 30 September 2024

Investec holds a 41.25% economic interest in Rathbones

## Disposal of property management companies to Burstone Group Limited (formerly Investec Property Fund (IPF)) and consequent deconsolidation of IPF^



**Distribution of 15% shareholding in Ninety One in the prior year**

Investec retains a c.10.0% shareholding in Ninety One

**An approximately R6.8 billion or c.£300 million share buy-back and repurchase programme**

**Restructure of Bud Group Holdings (formerly Investec Equity Partners (IEP)) in the prior year**

\* Rathbones is equity accounted for as an associate  
^ Burstone is accounted for at fair value through profit and loss  
# FUMA: Funds under management and administration