Investec

OUT OF THE ORDINARY

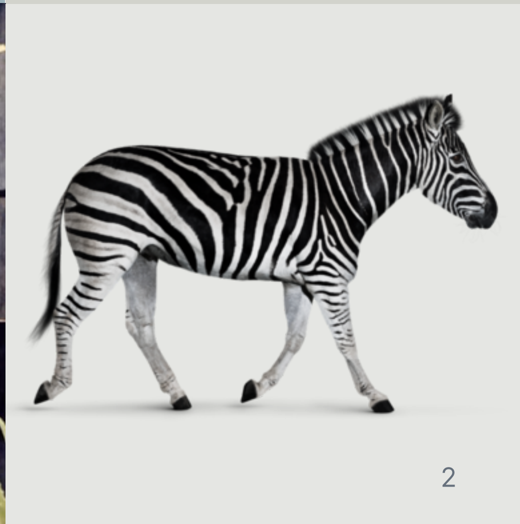
Investec Bank plc

Investor generic presentation

June 2024

The information in this presentation relates to the year ended 31 March 2024 and has been prepared on a pro-forma basis, unless otherwise indicated.

Contents



Overview of Investec Group

01

Investec Dual Listed Company structure

Non-Southern African operations

Investec plc

LSE primary listing
JSE secondary listing
A2X secondary listing

Sharing Agreement

Southern African operations

Investec Ltd

JSE primary listing
NSX secondary listing
BSE secondary listing
A2X secondary listing

Investec Bank plc

41.25% economic interest

Rathbones Group Plc^

Investec Bank Ltd

Investec Wealth & Investment SA Group

- 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.

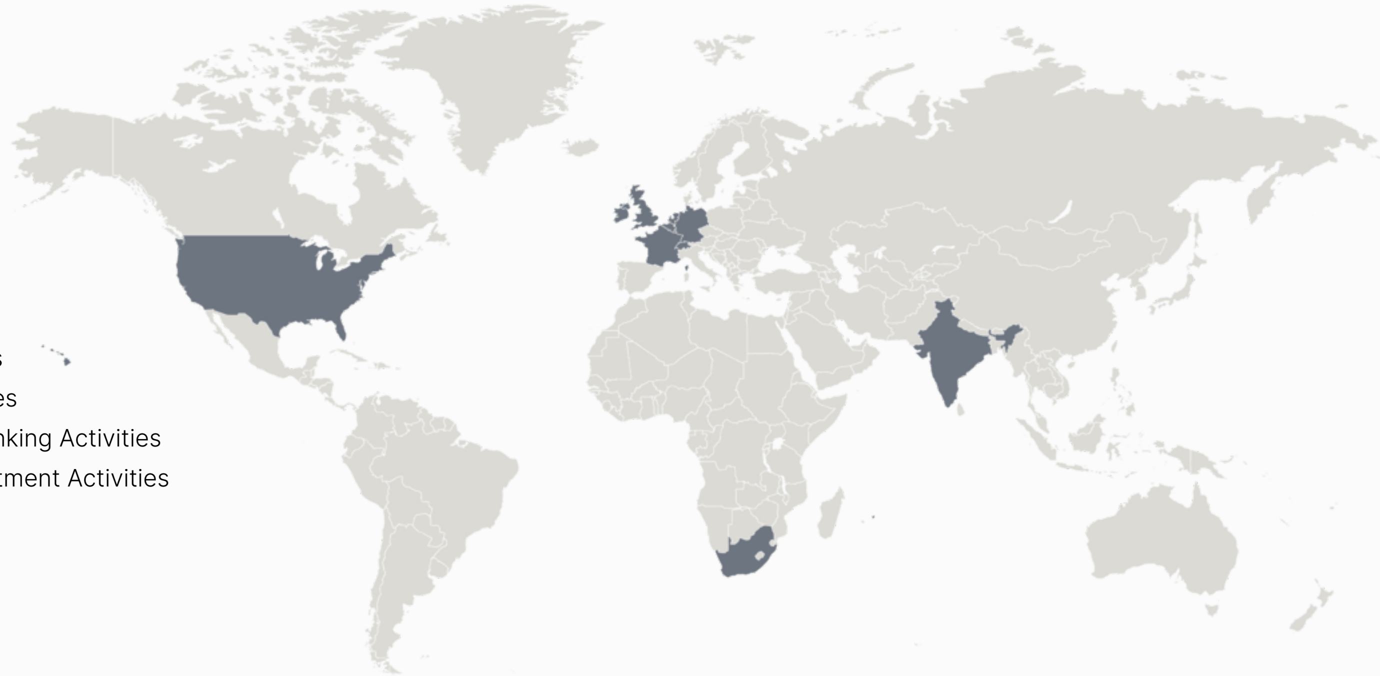
^ See slide 13 for further information on the combination.
All shareholdings in the ordinary share capital of the subsidiaries and associates shown are 100% unless otherwise stated.
Only main operating subsidiaries and associates are shown.

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

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 and corporate lending

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

One Investec

Our purpose is to create enduring worth.

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 can 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

50 years of heritage.

Two core geographies.

One Investec.

Whether you are an individual, a business, or an intermediary acting for clients, our aim is to create and manage your wealth and fuel your business growth.

Investment proposition

Well positioned to pursue long-term growth

1. Well capitalised and highly liquid balance sheet
2. Improved capital allocation - including ongoing strategies to optimise the capital base
3. Diversified mix of earnings by geography and business, with significant annuity income underpin from leading wealth business
4. Clear growth opportunities through reinforcement of existing linkages across geography and business and new profit pool strategies which are underway
5. Resilient clients through difficult macro environments
6. Cost discipline remains a priority whilst investing for future growth

Fuelling a robust growth agenda

Growth Objectives

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

Underpinned by

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

Sustainability highlights

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

OUR IMPACT SDGs

13 CLIMATE ACTION

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.

10 REDUCED INEQUALITIES

Equality commitments

- Investec Group Board: **42% ethnic diversity** and 58% **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 **$56.5mn** through our Global Sustainable Equity Fund at 31 March 2024 (since launch in Mar-21)
- 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 ranked **52nd among top 100 companies** globally in the Corporate Knights most sustainable companies.

TRANSITIONING OUR ENERGY EXPOSURE

- 0.08% coal exposure as a % of gross core loans at 31 March 2024 (Mar-23: 0.11%)
- 55.99% renewables as a % of our energy lending portfolio at 31 March 2024 (Mar-23: 50.90%)
- 1.69% coal as a % of our energy lending portfolio at 31 March 2024 (Mar-23: 3.02%).

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

Overview of Investec Bank plc

02

Investec Bank plc

A Specialist Bank with access to a diversified wealth management offering to deliver an extensive range of products and services.

Total assets	Net core loans	Customer deposits	FUMA Rathbones Group Plc*	Employees
£29.9bn	£16.6bn	£20.8bn	**£107.6bn** at 31 March 2024	2 200+

Key highlights

Diversified banking and non- banking profits

- Balanced and defensive business model comprising **Specialist Bank** and access to a **wealth management offering** through our partnership with Rathbones
- Continued focus on growing our capital light income
- Geographic and operational diversity with a high level of **net interest income and stable non-banking income from the wealth business** amounting to 76% of total operating income
- **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. IBP holds 41.25% economic interest in Rathbones Group.
- Given the nature of the IW&I UK all-share combination with Rathbones, IBP essentially retains similar economic interest to this investment before and after the transaction. In order to provide information that will be **more comparable to the future presentation of returns from this investment, proforma information has been prepared** as if the transaction had been in effect from the beginning of the year, i.e. IW&I UK has been presented as an equity accounted investment. Information in this presentation is presented on a proforma basis unless otherwise stated.

Sound balance sheet

- Never required shareholder or government support
- **Consistently robust capital base**: 13.3% CET1[1] ratio, strong leverage ratio of 10.7%[2] and total capital ratio of 19.8%
- **Strong liquidity ratios** with high level of readily available liquid assets, representing 46.3% of customer deposits (cash and near cash: £9.7bn)
- **Diversified funding base** with **strong retail deposit franchise** and low reliance on both wholesale funding and deposits from HNW individuals, customer deposits grew 8.3% since 31 March 2023
- We target a **diversified, secured loan portfolio**, lending to clients we know and understand whilst enduring concentration risk is prudently managed, mitigated and controlled
- We **inherently hold more capital per unit of risk,** with a conservative **risk-weighted assets density of 60.4%**[3].

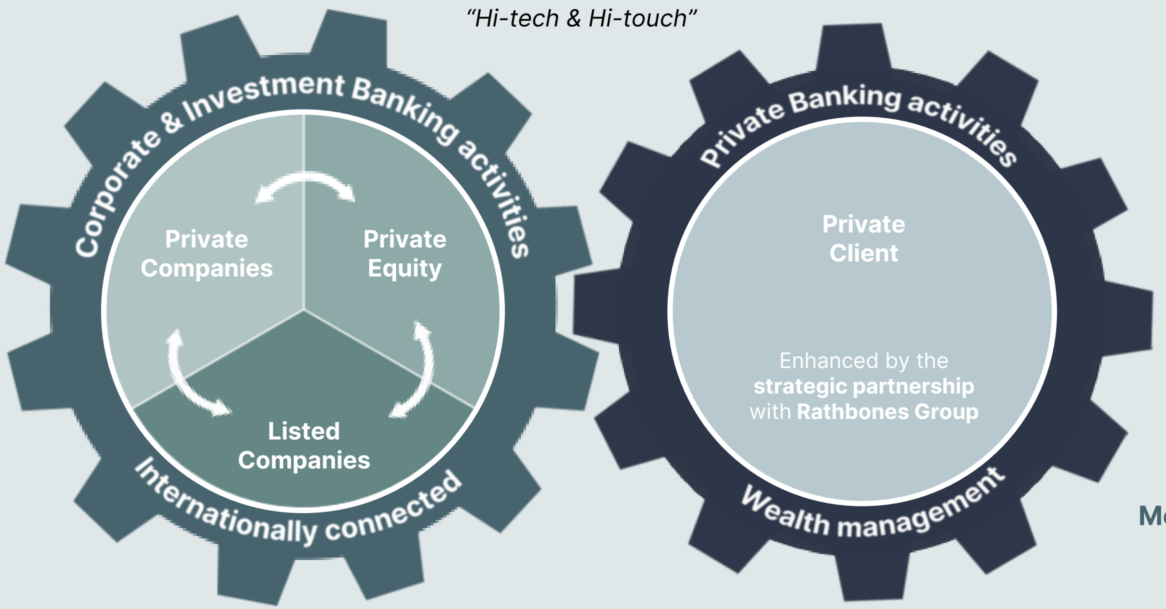
*IBP holds 41.25% economic interest in Rathbones Group.

1The capital adequacy disclosures for IBP include the deduction of foreseeable charges and dividends when calculating Common Equity Tier (CET)1 capital. These disclosures differ from the capital adequacy disclosures included in the Investec Group's 2024 integrated and strategic annual report, which follow our normal basis of presentation and do not include this deduction when calculating CET1 capital. IBP's CET1 ratio would be 34bps higher on this basis. 2 The leverage ratio is calculated on an end-quarter basis. 3 Risk-weighted assets as a percentage of total assets.

Strategic positioning

Building scale & relevance with the client at the centre – creating enduring worth

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



Meeting our clients' business needs

Meeting our clients' personal needs

Leveraging our **connected client ecosystem** to deliver an **exceptional client service** with an **entrepreneurial approach**

Lending — **Advisory** — **Hedging** — **Transactional banking** — **Deposits**

What makes us distinct

Provision of high touch personalised service	Ability to leverage international, cross-boarder platforms	Well positioned to capture opportunities between the developed and the emerging world	Balanced business model with good business depth and breadth	Strong ability to originate, structure and distribute	Provision of high-quality solutions to corporate and private clients with leading positions in select areas

Wealth & Investment UK

Combination with Rathbones successfully completed end of 1H2024

Adjusted UK operating profit*

£66.9 million

- 1H2024 / pre combination : IW&I UK reported adjusted operating profit (post-tax) of £35.9mn (10.8% above 1H2023)
- 2H2024 / post combination: £31.0 million post-taxation profit from associates was recognised from our 41.25% holding in the combined Rathbones Group.

1

Created the UK's leading **discretionary wealth manager** delivering the scale that will power future growth

Rathbones FUMA at 31 March 2024

£107.6 billion

2

The **strategic partnership** will enhance the client proposition across both groups

3

Delivers **significant value creation**, with at least £60 million of pre-tax cost and revenue synergies

To 31 March 2024 Rathbones have reported run-rate synergies of

£10.6 million

4

Fully committed to the attractive wealth management sector in the UK with a

41.25% shareholding

in Rathbones Group

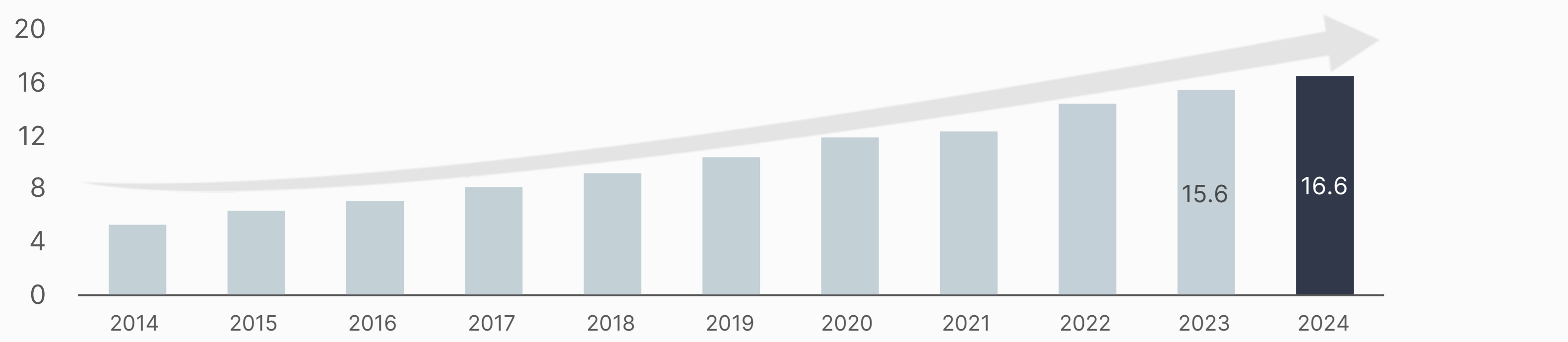
* Adjusted operating profit of £66.9 million is post taxation as it represents our share of post taxation equity accounted earnings.

Specialist Banking

Winning in under-serviced parts of the market through dynamic, full service offering

Private clients	Private companies	Private equity and sponsor-backed companies	Publicly listed companies	Specialist sectors
For **high net worth clients** that need a banking partner to provide intellectual and financial capital to achieve their vision of success	For **UK mid-market founder and entrepreneur-led businesses** looking for a banking partner to support their needs, along every stage of their journey	For **UK mid-market Private Equity** clients looking for boutique service with 'bulge bracket' capability and award-winning franchises	For **UK mid-market listed companies** looking for top-ranked corporate broking and equity research and strategic advisory	**International specialist sector clients** looking for a corporate finance and banking partner with deep expertise and an innovative approach
Mortgages & Personal Lending, Cash Management & Foreign Exchange, Private Capital, integrated with Wealth Mgmt.	Investec Direct Lending, Working Capital & Asset Finance, Specialist Lending, M&A Advisory, Equity Capital Markets, Treasury & Risk Solutions			

£'bn **UK Specialist Banking loan growth over time**[1]



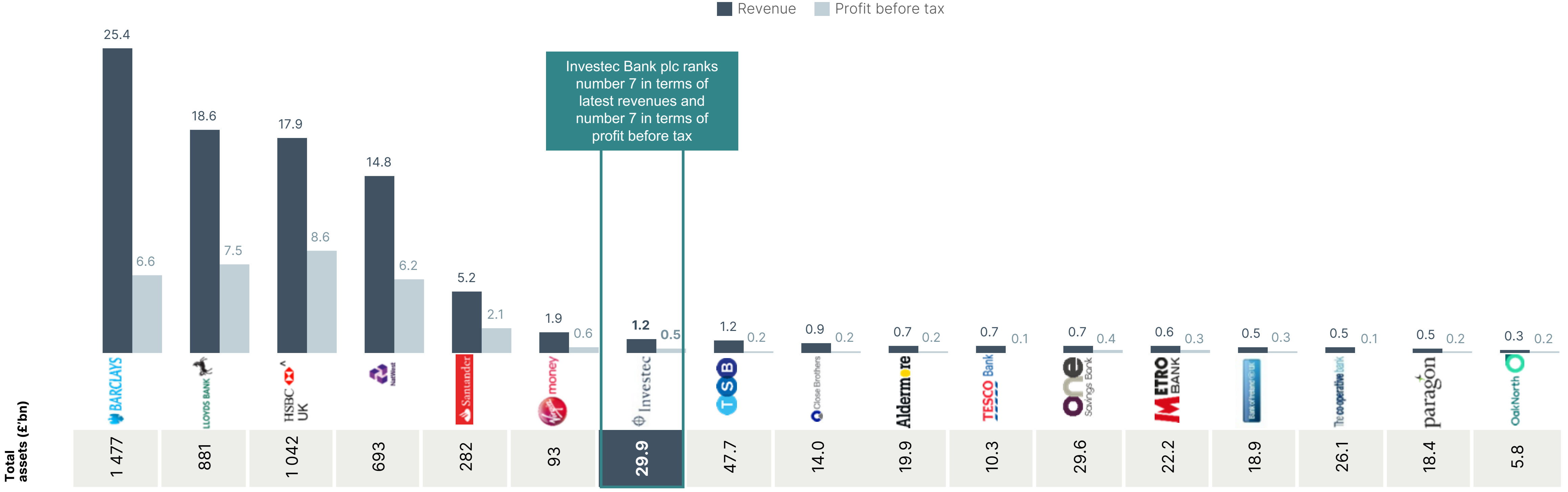
Permanent employees	**2,200+**
% Contribution to revenue[2] of Investec Group	**c.53%**
% Contribution to loan book of Investec Group	**c.54%**

[1] Information for financial years prior to 2019 reflects the results of the ongoing business (excluding UK Specialist Bank legacy assets and businesses sold). Information from FY19 onwards is presented on a statutory basis.
[2] IBP's Specialist Banking total operating income as a percentage of the Investec Group's (for the financial year ended 31 March 2024).

IBP ranks 7th for UK banks by revenue and 7th by profits

IBP is a substantial business generating strong and consistent revenues over many years. IBP revenue during the year to 31 March 2024 totalled £1 194mn on a pro-forma basis. The chart below shows the relative revenue generation compared to the rest of the UK banking market. We have a number of diversified banking income streams rather than a monoline business.

Selected UK Banking Ranking by Revenues (£'bn)



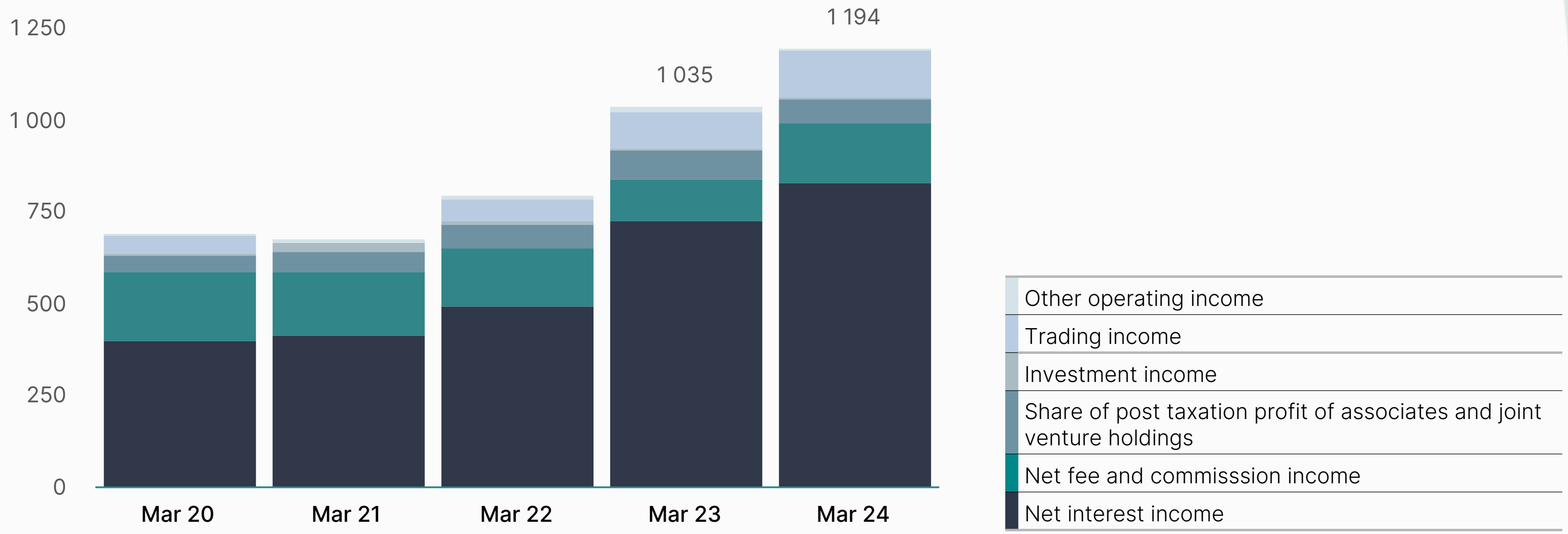
All figures are based on 31 December 2023 disclosures, with the exception of IBP and Virgin Money UK plc which are shown as at 31 March 2024, Close Brothers Group plc which is shown as at 31 January 2024, Paragon Banking Group plc which is shown as at 30 September 2023, Tesco Personal Finance Group plc which is shown as at 31 August 2023, Aldermore Group plc which is shown as at 30 June 2023, Bank of Ireland UK plc which is shown as at 31 December 2022. Figures have been annualised where necessary.
^Figures shown relate to HSBC UK Bank plc and HSBC Bank plc.

Investec Bank plc operating fundamentals

03

Profitability supported by diversified revenue streams

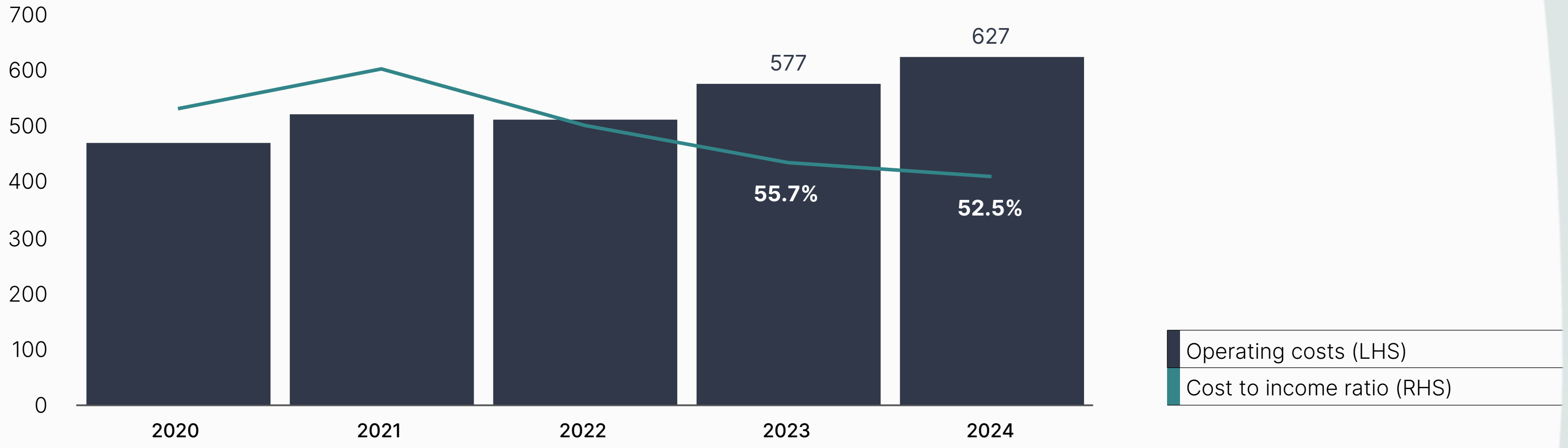
Revenue mix (£'mn)



- **Solid High level of net interest income and stable non-banking income from the wealth business accounts for 76% of total operating income**
- **Diversified, quality revenue mix:**
  - Lending franchises driving net interest income at 69% of revenue
  - Lending franchises generating sound level of fees
  - Investment income a low proportion of total revenue
  - We are focused on growing our capital light revenues.

Cost to income ratio decreasing overtime

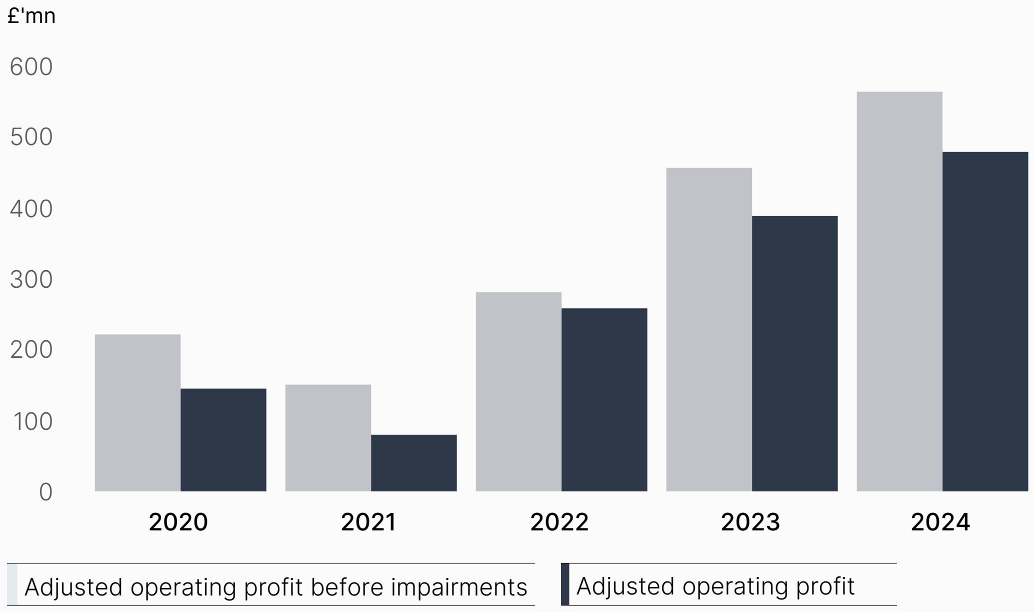
Costs and cost to income ratio (£'mn)



- **Focused on managing costs** while building for the future
  - Continue to leverage technology and existing capabilities to improve client experience and reduce costs.
- **Operating costs** increased by 8.6%:
  - Fixed costs include a £30million provision from the industry-wide FCA motor finance review
  - Excluding this provision and the first-time consolidation of Capitalmind fixed costs increased well below the average UK inflation rate.
  - Increase in variance remuneration in line with improved business performance.
- The 31 March 2024 **cost to income ratio** improved to to 52.5% (2023: 55.7%)

Profitability supported by diversified revenue streams

Adjusted operating profit[1] (£'mn)



- We have grown adjusted operating profit from £147mn in 2020 to £480mn at Mar 2024 (CAGR of c.35%)
- In the 2020 and 2021 financial years, results were impacted by elevated impairment charges related to the impact of the COVID-19 pandemic. Impairments decreased in the 2022 financial year, primarily due to lower specific impairments.

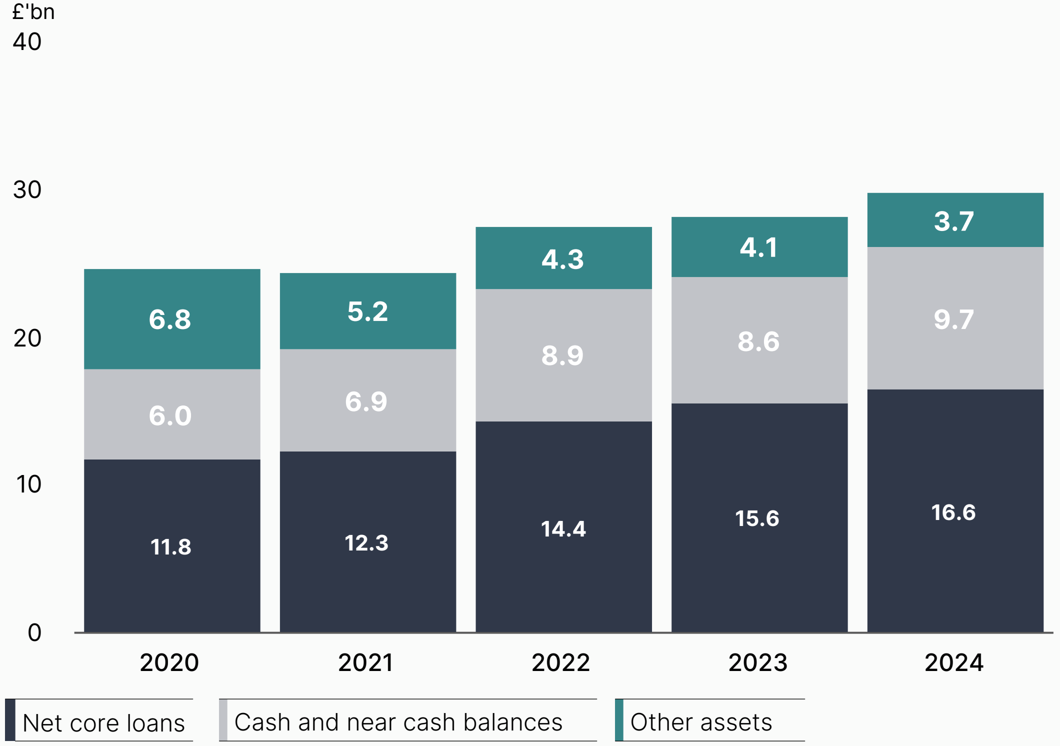
Business mix percentage contribution to adjusted operating profit[1]

- Profitability is supported by a diversified, quality adjusted operating profit mix from the Specialist Banking business and Wealth & Investment offering
- In FY24, the Specialist Bank business delivered a solid set of results, with adjusted operating profit 29% ahead of the prior period. These results are underpinned by positive momentum in our client franchises and strategic cross-collaboration within the One Investec client ecosystem.

1 Adjusted operating profit is Operating profit before acquired intangibles and strategic actions, less profit attributable to other non-controlling interests, and adjusted operating profit by business is Operating profit before Group costs and before goodwill, acquired intangibles and strategic actions, less profit attributable to other non-controlling interests.

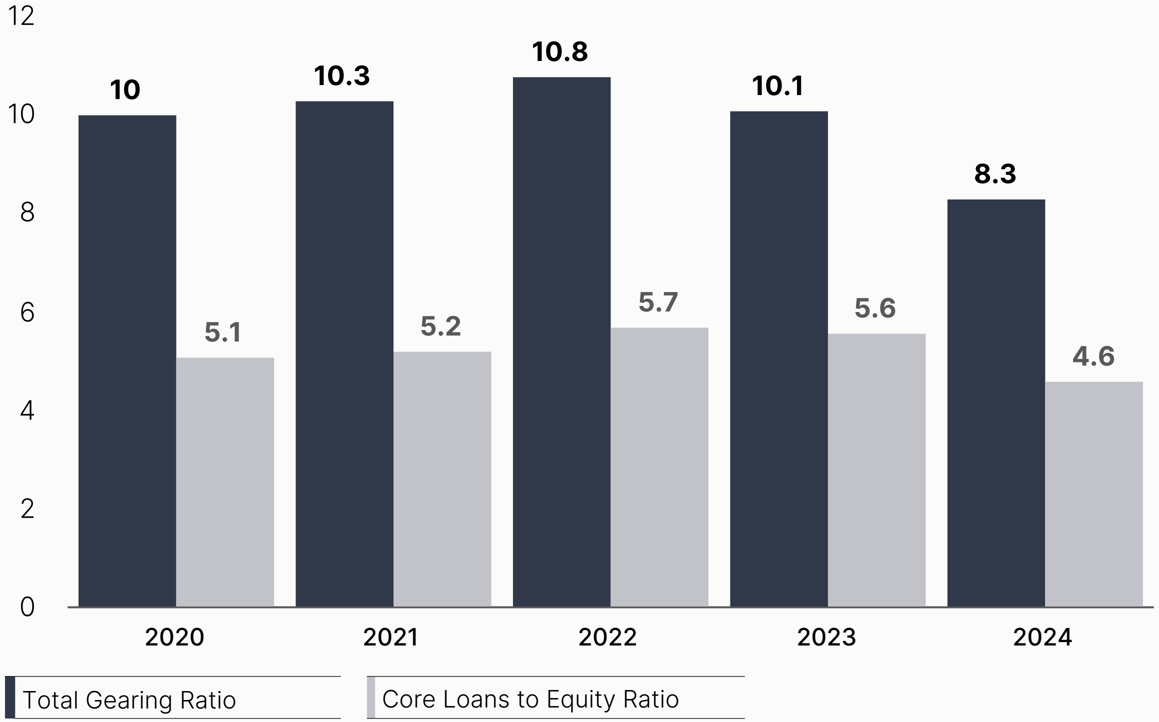
Consistent asset growth, gearing ratios remain low

Total assets composition



- Our net **core loans** have grown steadily (CAGR of 9% since 2020)
- Good growth in **cash and near cash balances** (CAGR of 12% since 2020).

Gearing[1] remains low



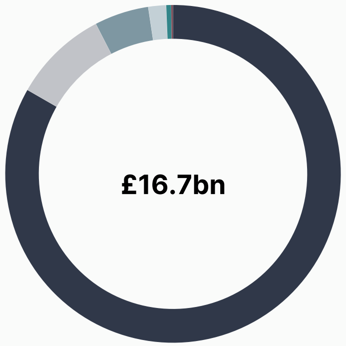
- We have **maintained low gearing ratios[1]** with total gearing at 8.3x and an average of 9.9x since 2020.

[1] Gearing ratio calculated as total assets divided by total equity.

Exposures in a select target market

- Credit and counterparty exposures are to a **select target market:**
  - High net worth clients
  - Mid to large sized corporates
  - Public sector bodies and institutions
- The majority of exposures reside **within the UK**
- Our portfolios have performed well to date with limited direct exposure to high street retail or discretionary consumer spending
- **Net core loan growth of 6.4%since 31 Mar 2023** has been driven by growth in corporate lending diversified across multiple asset classes. HNW mortgage lending reported growth of c.4%, interest rate rises adversely affected demand for mortgages and redemptions remain high.
- Focus remains on redeployment of capital into core business activities and ensuring that **concentration risk** to certain asset types, industries and geographies is **prudently managed, mitigated and controlled.**

Gross core loans by country of exposure



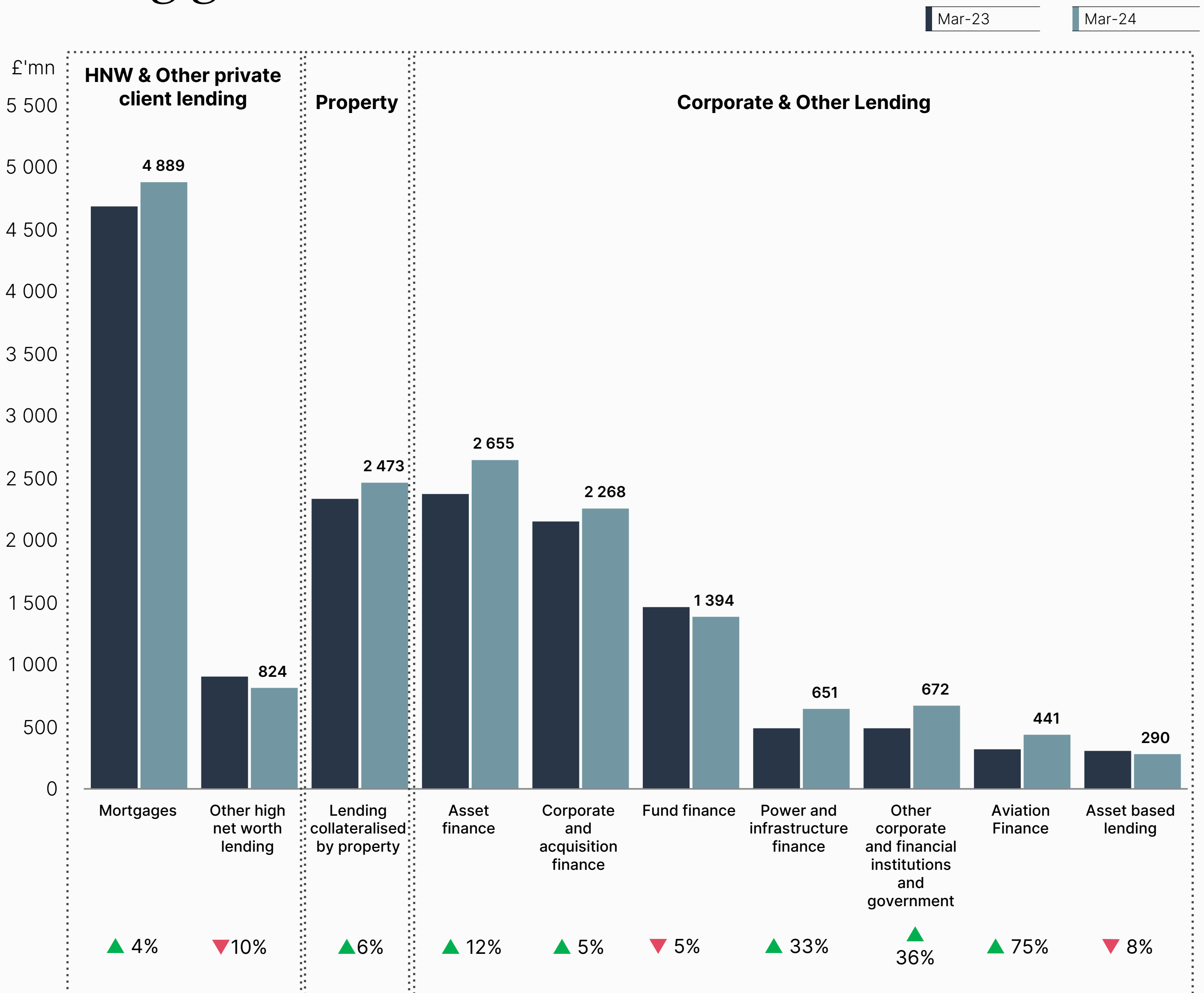
United Kingdom	83.3%
Europe (excluding UK)	9.1%
North America	5.2%
Asia	1.7%
Other	0.5%
Australia	0.2%

Gross core loans by risk category

Corporate and other lending	**51%**
Asset finance	16%
Corporate and acquisition finance	14%
Fund finance	8%
Energy and infrastructure finance	4%
Other corporate and financial institutions and governments	4%
Aviation finance	3%
Asset-based lending	2%

Lending collateralised by property	**15%**
Commercial real estate	10%
Residential real estate	5%
High net worth and other private client lending	**34%**
Mortgages	29%
Other high net worth lending	5%

Strong growth in UK loan book



Strong UK & Other loan growth

Net core loans up

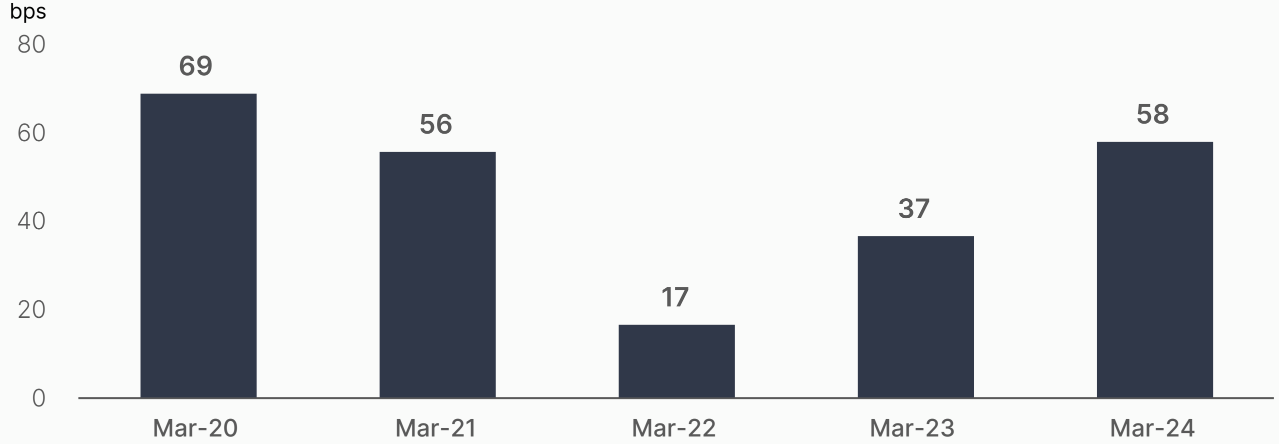
6.4%

to £16.6bn

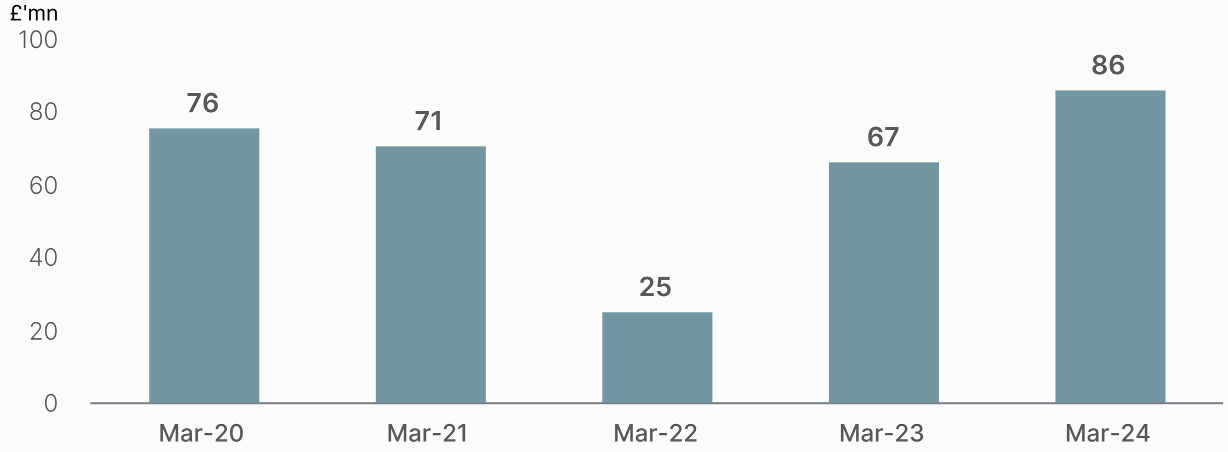
- Good activity in corporate client lending portfolio across diversified areas
- Residential mortgage lending reported moderate growth as elevated interest rates adversely affected demand for mortgages in the UK market in general

Unpacking the credit loss ratio

Credit loss ratio (core loans)



ECL impairment charges



CLR
increased to

58bps (Mar-23: 37bps)

in line with guidance provided in November 2023

ECL charges
increased to

£86.1mn

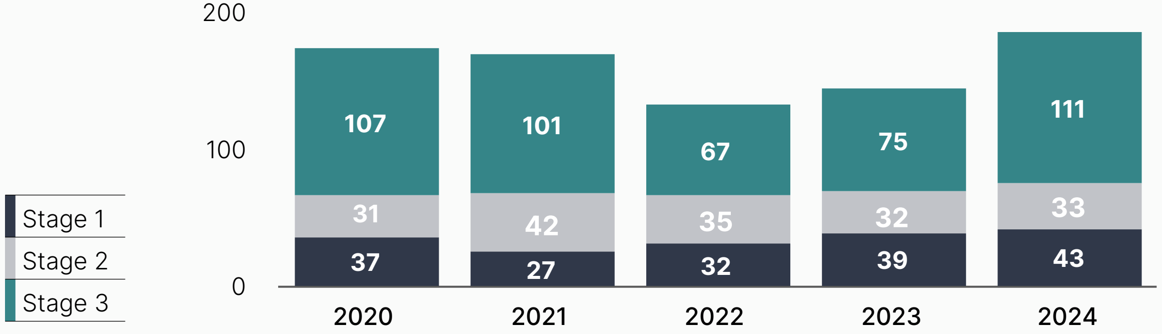
(Mar-23: £66.7mn) mainly driven by:

- Stage 3 ECL charges on certain exposures
- Idiosyncratic client stresses with no evidence of trend deterioration in the overall credit quality of our books.

Asset quality metrics

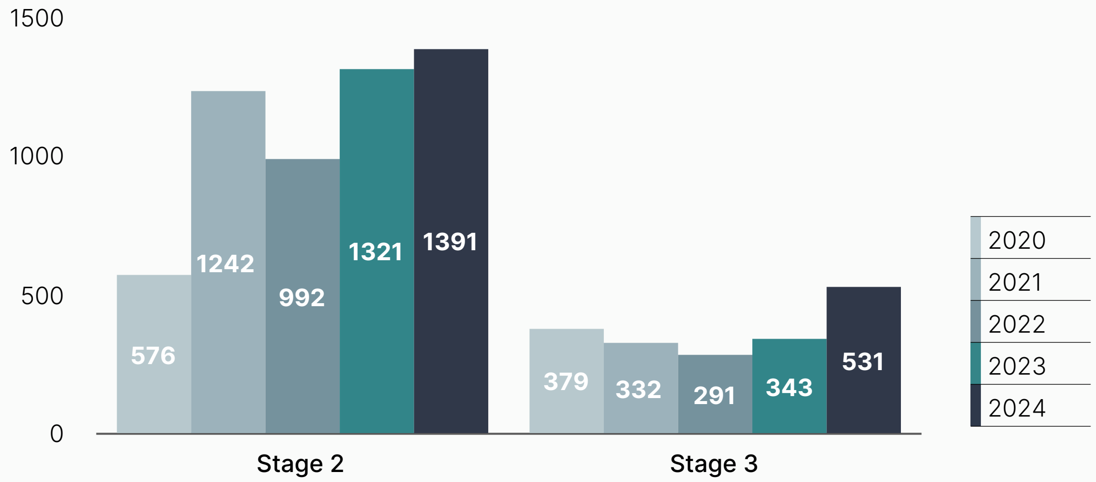
Asset quality metrics reflect the solid performance of core loans to date

Balance sheet ECL provisions (£'mn)



ECL coverage ratio	Mar 20	Mar 21	Mar 22	Mar 23	Mar 24
Stage 1	0.36%	0.26%	0.25%	0.29%	0.30%
Stage 2	5.4%	3.4%	3.5%	2.4%	2.4%
Stage 3	28.2%	30.4%	23.0%	21.9%	20.9%

Gross core loans by Stage (£'mn)



- 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
- The credit loss ratio is above the 'through-the-cycle' range at 0.58% at 31 March 2024 (31 March 2023: 0.37%) largely driven by increased 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 book.

- We remain confident that we have a well diversified portfolio across sectors
- 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.

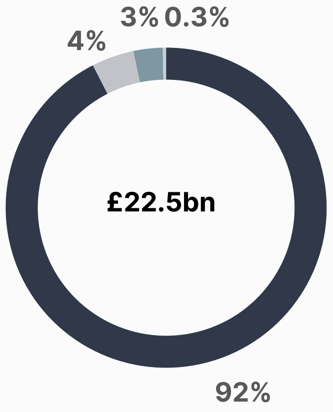
Diversified funding strategy

- Investec Bank plc's **funding consists primarily of customer deposits**
- The bank adopts a conservative and prudent funding strategy
- Investec Bank plc is not subject to the Banking Reform Act ring-fencing requirements which are applicable to all large UK deposit takers, as it falls below the £25bn of core deposits de minimis threshold.

Conservative and prudent funding strategy

1. Maintaining a high base of high-quality liquid assets
2. Diversifying funding sources
3. Limiting concentration risk
4. Low reliance on wholesale funding
5. Maintaining a stable retail deposit franchise

Select funding sources

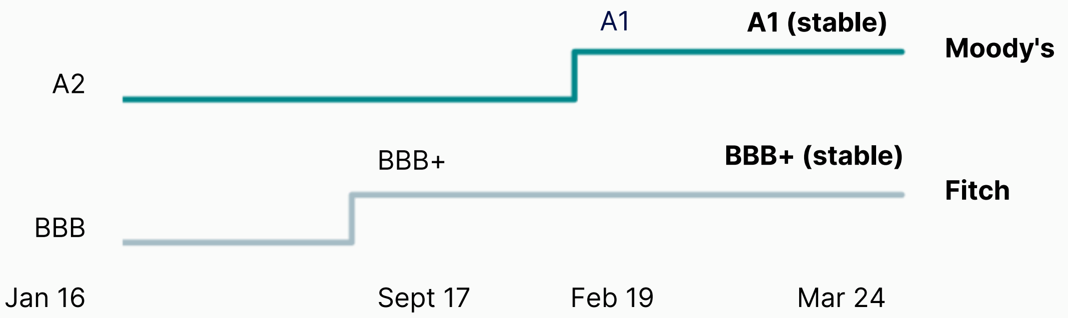


£'mn	31 March 2024
Customer deposits	20 851
Debt securities in issue	957
Subordinated Liabilities	669
Liabilities arising on securitisation of other assets	72
Total	22 549

Credit Ratings

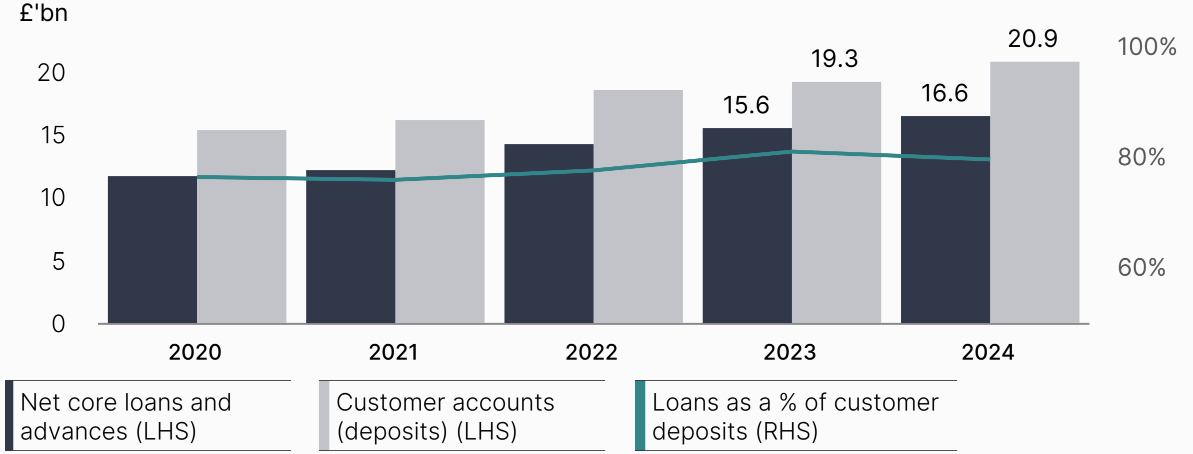
- On 17 August 2023, Moody's affirmed IBP's long-term deposit rating at A1 (stable outlook)
- On 20 February 2024, Fitch affirmed IBP's long-term Issuer Default Rating (IDR) at BBB+ (stable outlook).

Following the announcement regarding the combination of IW&I UK and Rathbones Group, Moody's published a report on 5 April 2023 stating that they view the transaction as credit positive on the basis it will enhance Investec plc's profitability and capital light earnings. Fitch also published a report on 5 April 2023 stating there is no immediate impact to IBP's rating from the transaction.

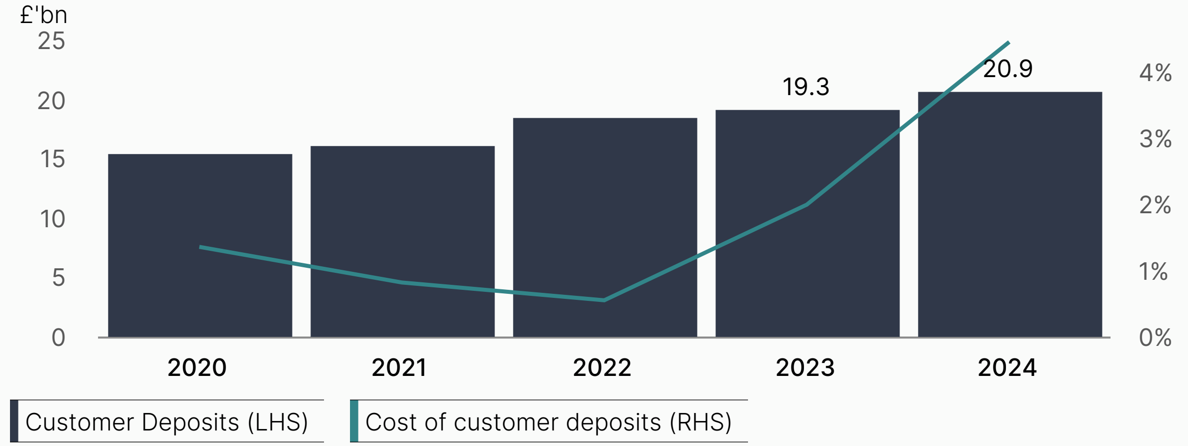


Primarily customer deposit funded with low loan to deposit ratio

Fully self funded: conservative loan to deposit ratio



Increase in customer deposits over time despite reduction in cost of funds up to March 22

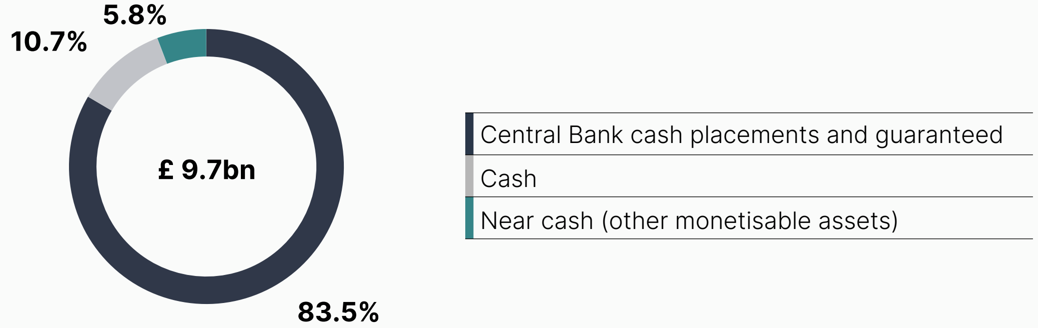


- Loans as a percentage of customer deposits remains conservative at 79.5%
- Customer deposits have grown by 35% (8% CAGR) since 2020 to £20.9bn at 31 March 2024
- Low usage of central bank funding schemes as a proportion of funding mix. As at 31 March 2024, IBP had £1.2 billion of drawings under the BoE Term Funding Scheme with additional incentives for Small and Medium Enterprises (TFSME) maturing in late 2025
- Increase in retail deposits and very little reliance on wholesale funding. Significant portion of UK customer deposits form part of the FSCS eligibility framework
- Fixed and notice deposits make up majority of customer deposits and our customers display a strong 'stickiness' and willingness to reinvest in our suite of term and notice products
- Investec Bank plc's customer deposits have consistently increased over many years and remain resilient amid rising cost of customer deposits since March 2022
- The cost of deposits increased by 247bps to 4.47% at 31 March 2024 (31 March 2023: 2.00%)
- Customer deposits are dynamically raised through diversified, well-established channels.

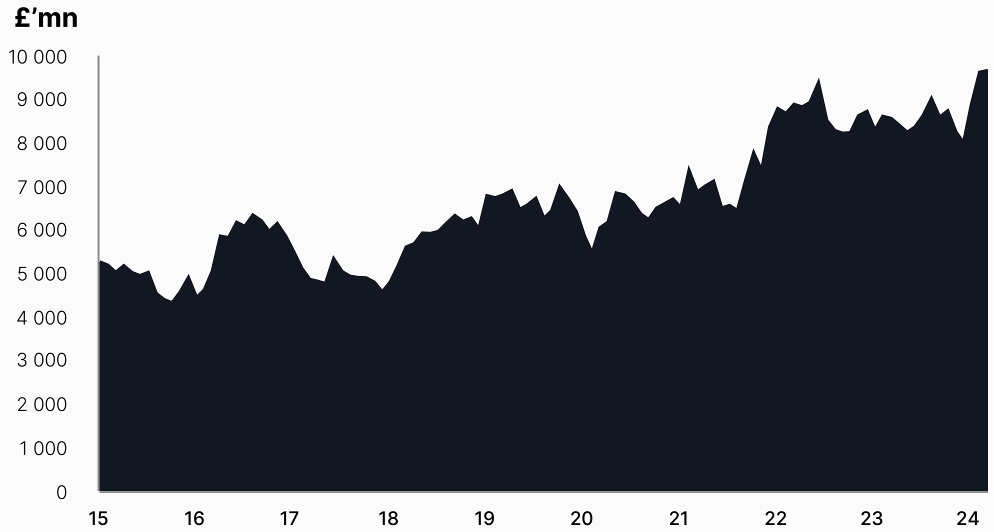
Maintaining robust surplus liquidity

- We maintain a **high level of readily available high quality liquid assets** – targeting a minimum cash to customer deposit ratio of 25%. These balances amounted to £9.7bn at31 March 2024 (representing 46.3% of customer deposits).
- At 31 March 2024 the **Liquidity Coverage Ratio** for IBP (solo basis) was **519%** and the **Net Stable Funding Ratio** was **144%** – both metrics well ahead of current minimum regulatory requirements.

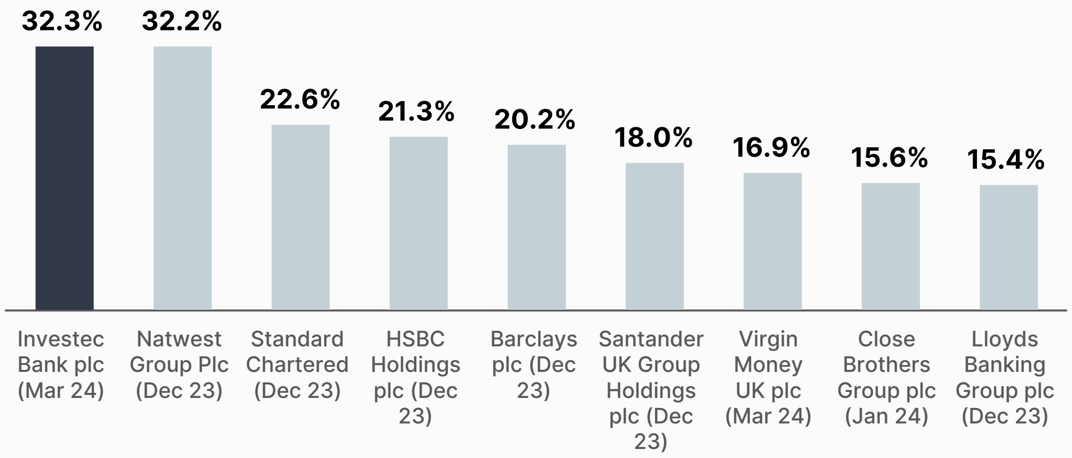
Cash and near cash composition



High level of cash and near cash balances



Liquidity buffer: Cash and near cash as a proportion of total assets



Sound capital ratios in excess of internal and regulatory minimums

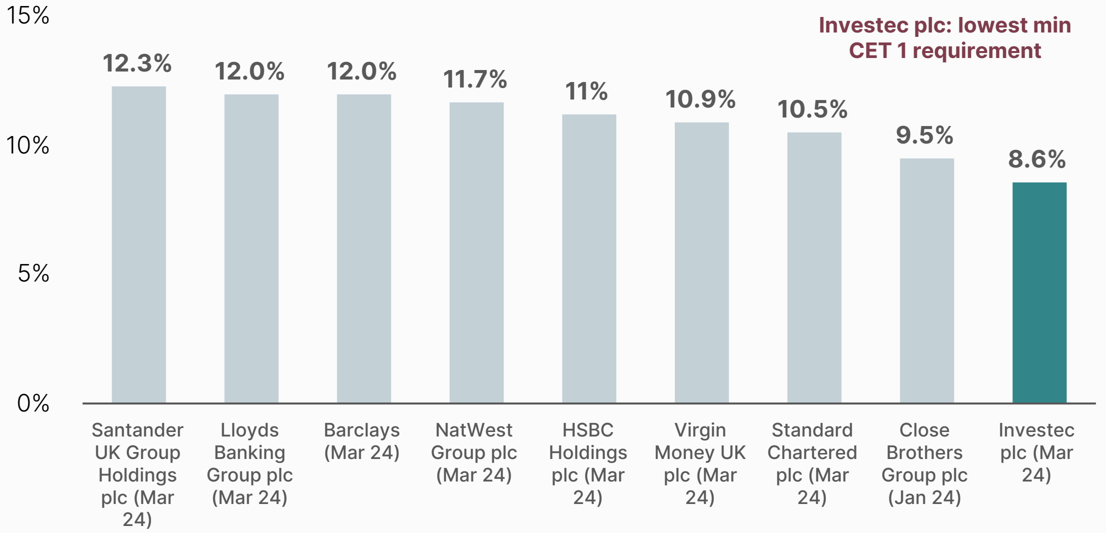
Robust headroom of 3.5% above the MDA threshold (Investec plc)

Capital ratios: Investec Bank plc

	31 Mar 2024*	31 Mar 2023*	Target
Common equity tier 1 (as reported)**	13.3%	12.7%	>10%
Common equity tier 1 ('fully loaded')***	13.2%	12.4%	
Tier 1 (as reported)**	15.9%	14.1%	>11%
Total capital ratio (as reported)**	19.8%	18.5%	14% to 17%
Leverage ratio^^	10.7%	9.8%	>6%
Leverage ratio – 'fully loaded'***	10.7%	9.6%	

- Investec holds capital in excess of regulatory requirements and internal capital targets and intends to perpetuate this philosophy and ensure that it remains well capitalised
- The bank has never required shareholder or government support and we have never missed a preference share or AT1 instrument coupon payment
- The Bank of England 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.

Minimum CET 1 requirement % ^



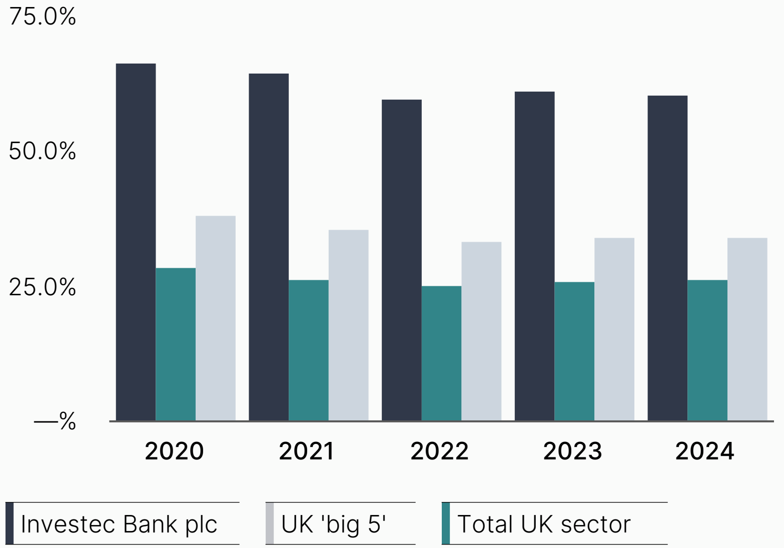
- Investec plc's minimum CET1 requirement at 31 March 2024 is 8.6% comprising a 4.5% Pillar 1 minimum requirement, a 2.5% Capital Conservation Buffer (CCB), a 0.31% Pillar 2A requirement and a 1.3% Countercyclical Capital Buffer (CCyB)
- Investec plc's reported CET1 ratio was 12.1% at 31 March 2024, providing a 3.5% surplus relative to the current regulatory minimum before buffers (which are also allowed to be used in times of stress)
- Investec plc continues to have the lowest PRA prescribed Pillar 2A capital requirement of all UK holding companies shown above.

* The capital adequacy disclosures for IBP include the deduction of foreseeable charges and dividends when calculating Common Equity Tier (CET)1 capital. These disclosures differ from the capital adequacy disclosures included in the Investec Group's interim report, which follow our normal basis of presentation and do not include this deduction when calculating CET1 capital. IBP's CET1 ratios would be 34bps (31 March 2023: 21bps)higher, on this basis.
** The CET1, Tier 1, total capital ratios and risk weighted assets (RWAs) are calculated applying the IFRS 9 transitional arrangements
*** The CET1 ratio (fully loaded) and the leverage ratio (fully loaded) assume full adoption of IFRS 9
^ Information sourced from latest financial reports at 27 June 2024.
^^ The leverage ratios are calculated on an end-quarter basis. In the UK, the 31 March 2024 leverage ratio is calculated applying the UK leverage ratio framework, which applies to all UK firms from 1 Jan 2022.

We inherently hold more capital per unit of risk

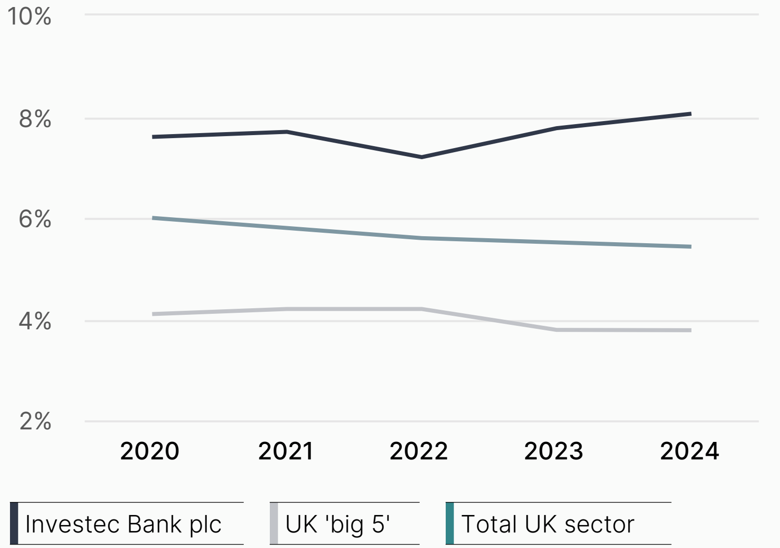
As we use the standardised approach for RWA calculations, our capital ratios are not directly comparable with peers

RWA density – Total RWA/Total Assets



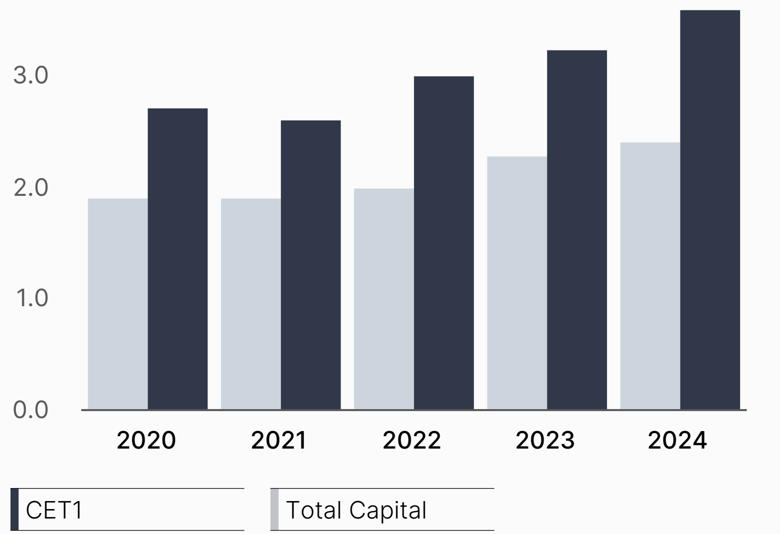
- We use the **Standardised Approach** for our RWA calculations – while peers are largely on the advanced approach. IBP is in the early stages of a process to migrate from the Standardised Approach to the Internal Ratings Based (IRB) approach
- The result is that our **RWA density at 60.4% is above** the sector average of 34.1%
- Our **RWA density is more than 2x higher** than the 'big 5' UK peers.

CET 1/Total Assets (%)



- We **hold more CET 1 to our total assets than our peer group** – primarily as a result of higher RWA density from using the standardised approach
- Investec Bank plc's **CET 1 / Total assets is 8.1%**- which is 270bps higher than the UK sector on a similar measure.

Total capital (£'bn)



- Investec has **strong organic capital generation** and has not required recourse to government or shareholders
- **CET 1 and total capital levels have both grown robustly** at c.4.9%and c.5.8% CAGR, respectively, since 2020.

Where the UK 'big 5' banks include HSBC, NatWest, Lloyds, Barclays and Standard Chartered and the Total UK sector is per the Bank of England. Peers are shown at December 2023.

Further information and peer analysis

04

Private Clients

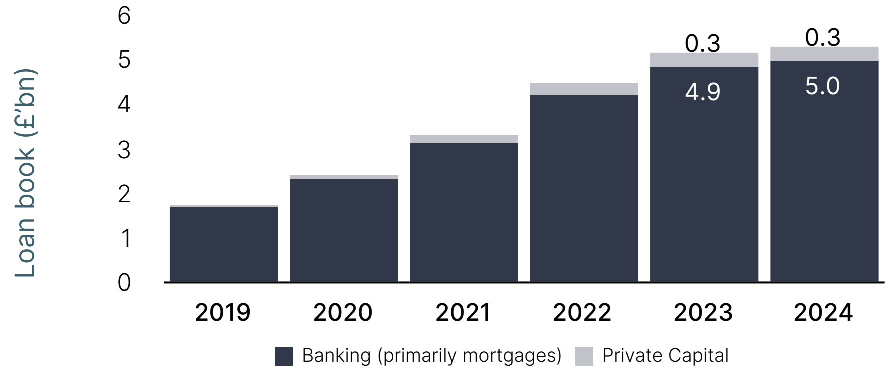
UK high net worth (HNW) banking: journey to scale

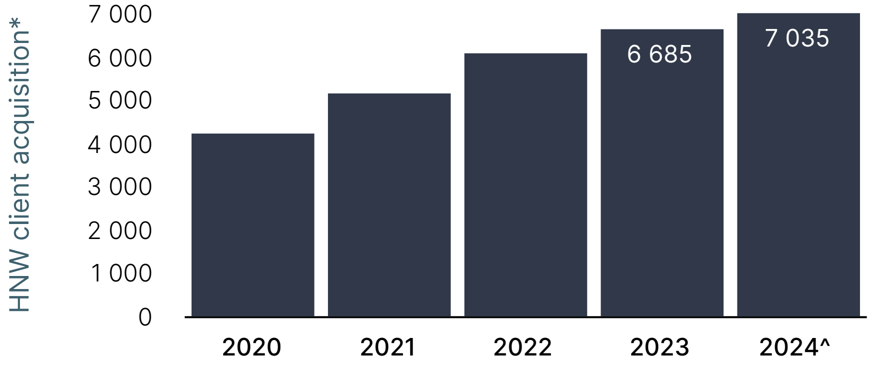
Journey to profitability

£'mn	Mar 24	Mar 23	Mar-22
Revenue	139.0	135.5	75.3
ECL impairments	(13.6)	(6.3)	(2.4)
Costs	(57.1)	(59.0)	(42.0)
Profit	**68.4**	**70.2**	**30.8**
Loan book growth	*2.4%*	*15.4%*	*35.1%*

- The increase in adjusted operating profit reflects ongoing strategic execution in growing the business to scale by leveraging existing infrastructure and continued client acquisition
- The muted growth for HNW banking loan book was driven by 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 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
- As part of the long-term strategic partnership and cooperation agreement between Investec and Rathbones, we will continue to collaborate with Rathbones to enhance the proposition across banking and wealth management services.

Growth





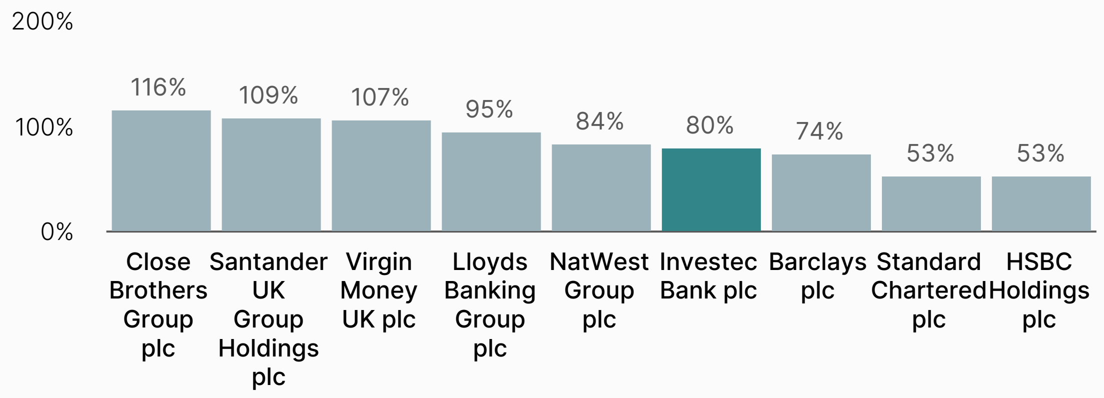
Note:

*Entrepreneurial minded, active wealth creators, who are time poor and have at least £300k per annum in income and £3mn in NAV.

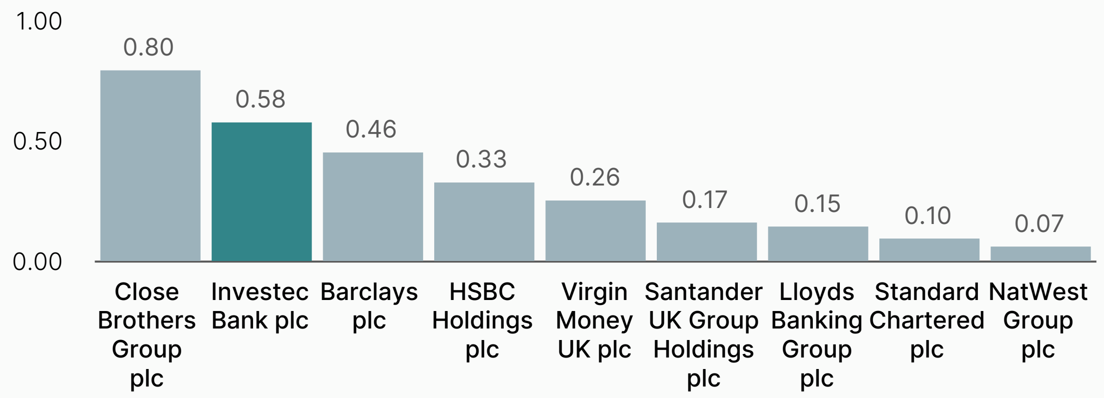
^ In addition to these client figures, our Channel Islands business has 1 092 HNW clients (31 March 2023: 1 062). This brings our total number of HNW clients to 8 127 (31 March 2023: 7 747).

Investec Bank plc: peer group comparisons

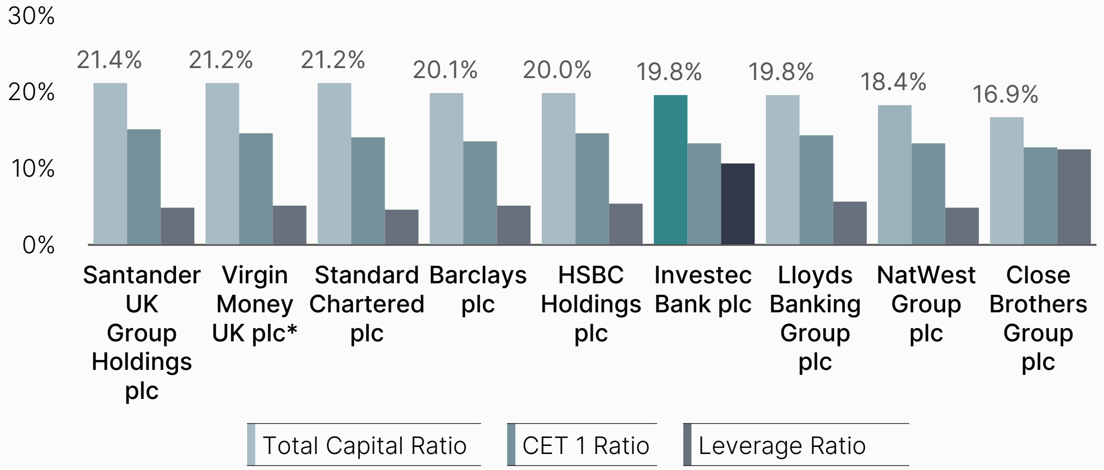
Funding: Loans and advances to customers as a % of customer deposits (smaller number is better)



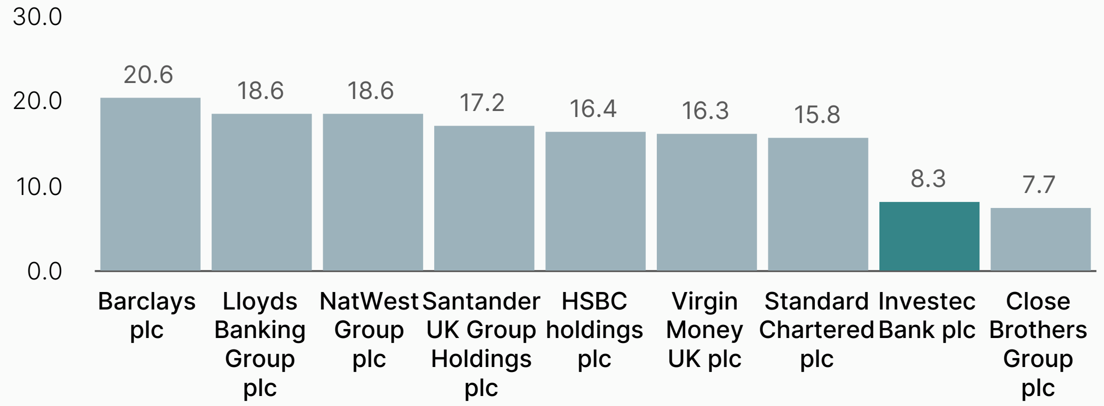
Credit loss ratio: ECL impairment charges as a % of average core loans and advances (smaller number is better)



Capital ratios[1] (larger number is better)



Gearing ratio: Assets/Equity (smaller number is better)



Note: All figures are based on 31 December 2023 disclosures, with the exception of IBP and Virgin Money UK plc which are shown as at 31 March 2024 and Close Brothers Group plc which is shown as at 31 January 2024. [1]IBP applies the Standardised Approach in the calculation of risk-weighted assets and as a result we inherently hold more capital than our peers who are on the Advanced Internal Ratings Model Approach. IBP is in the early stages of a process to migrate from the Standardised Approach to the Internal Ratings Based (IRB) approach. IBP's total RWAs/Total assets was 60.4% at 31 March 2024, which is substantially higher than some other UK banks which have an average RWA density of c.44.4%.

Appendix

05

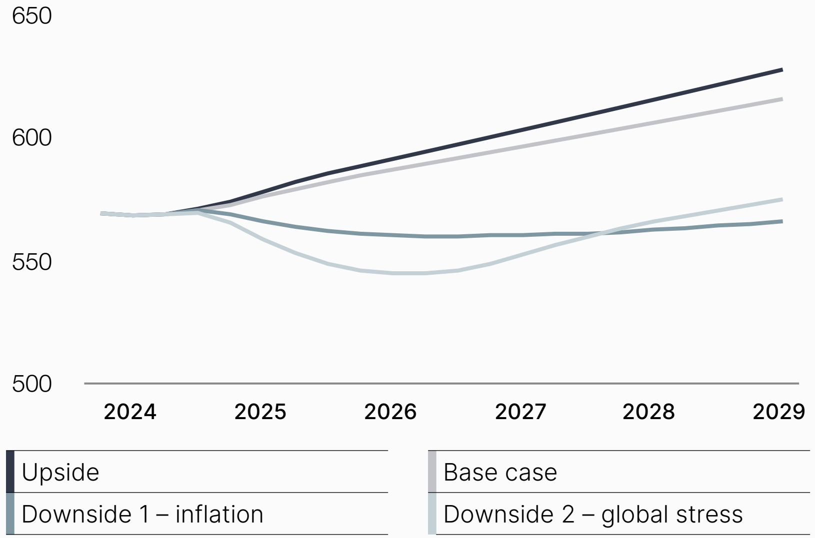
IFRS 9 macro-economic scenario forecasts

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.

UK GDP forecast £'bn



Macro-economic scenarios	Upside %	Base case %	Downside 1 Inflation %	Downside 2 Global stress %
UK				
GDP growth	1.9	1.6	(0.1)	0.2
Unemployment rate	3.5	4.4	5.5	6.5
CPI inflation	1.9	2.0	4.1	2.4
House price growth	3.0	2.5	(0.6)	(1.6)
BoE – bank rate (end year)	3.1	3.2	5.4	2.5
Euro area				
GDP growth	1.9	1.5	0.4	0.3
US				
GDP growth	2.5	1.9	0.7	0.8
Scenario weightings	10	60	15	15

IBP: salient financial features (statutory)

Key financial statistics	31 Mar 2024	31 Mar 2023	% Change
Operating income (£'000)	1 158 450	960 901	20.6%
Operating costs (£'000)	626 732	577 152	8.6%
Adjusted operating profit (£'000)	444 517	317 009	40.2%
Earnings attributable to ordinary shareholder (£'000)	719 609	313 609	129.5%
Cost to income ratio (%)	54.2%	60.1%	
Total capital resources (including subordinated liabilities) (£'000)	4 275 028	3 520 937	21.4%
Total equity (£'000)	3 606 218	2 789 454	29.3%
Total assets (£'000)	29 894 608	28 242 603	5.8%
Net core loans (£'000)	16 557 024	15 562 502	6.4%
Customer accounts (deposits) (£'000)	20 851 216	19 251 399	8.3%
Loans and advances to customers as a % of customer deposits	79.5%	80.9%	
Cash and near cash balances (£'million)	9 652	8 550	12.9%
Funds under management (£'million)*	2 130	42 422	(95.0%)
Total gearing ratio (i.e. total assets to equity)	8.3x	10.1x	
Total capital ratio	19.8%	18.5%	
Tier 1 ratio	15.9%	14.1%	
Common Equity Tier 1 ratio	13.3%	12.7%	
Leverage ratio	10.7%	9.8%	
Leverage ratio (fully loaded)	10.7%	9.6%	
Stage 3 exposure as a % of gross core loans subject to ECL	3.3%	2.3%	
Stage 3 exposure net of ECL as a % of net core loans subject to ECL	2.6%	1.8%	
Credit loss ratio	0.58%	0.37%	

^Restated to reflect continuing operations
*Funds under management (FUM) as at 31 March 2023 reflect the funds managed by Investec Wealth and Investment Limited (IW&I UK) and Investec Bank (Switzerland) AG (IBSAG). Following the combination between Rathbones and IW&I UK, FUM as at 31 March 2024 reflects the funds managed by IBSAG.

IBP: Statutory Income Statement

£'000	31 Mar 2024	31 Mar 2023^	% Change
Interest income	1 933 984	1 225 353	57.8 %
Interest expense	(1 105 027)	(499 096)	>100%
Net interest income	**828 957**	**726 257**	14.1 %
Fee and commission income	178 770	131 307	36.1 %
Fee and commission expense	(16 381)	(15 372)	6.6 %
Investment income	2 625	5 003	(47.5)%
Share of post taxation profit of associates and joint venture holdings	31 287	660	>100%
Trading income/(loss) arising from			
– customer flow	103 158	87 366	18.1 %
– balance sheet management and other trading activities	27 119	13 060	>100%
Other operating income	2 915	12 620	(76.9)%
Total operating income before expected credit loss impairment charges	**1 158 450**	**960 901**	20.6 %
Expected credit loss impairment charges	(85 997)	(66 740)	28.9 %
Operating income	**1 072 453**	**894 161**	19.9 %
Operating costs	(626 732)	(577 152)	8.6 %
Operating profit before acquired intangibles and strategic actions	**445 721**	**317 009**	(53.6)%
Impairment of goodwill	—	(805)	
Amortisation of acquired intangibles	(940)	—	(100)%
Amortisation of acquired intangibles of associate	(5 679)	—	>100%
Closure and rundown of the Hong Kong direct investments business	(784)	(480)	
Financial impact of group restructures	(16 576)	—	
Profit before taxation	**421 742**	**315 724**	33.6 %
Taxation on operating profit before acquired intangibles and strategic actions	(51 873)	(66 087)	(21.5)%
Taxation on goodwill, acquired intangibles and strategic actions	427	—	
Profit after taxation from continuing operations	**325 213**	**249 637**	30.3 %
Profit after taxation from discontinued operations	**395 600**	**63 972**	
Profit after taxation	**720 813**	**313 609**	>100%
Profit / Loss attributable to non-controlling interests	(1 204)	—	
Earnings attributable to shareholder	**719 609**	**313 609**	>100%

^ Restated to reflect continuing operations

IBP: Pro-forma Income Statement

Given the nature of the IW&I UK all-share combination with Rathbones, the Group essentially retains similar economic interest to this investment before and after the transaction. In order to provide information that will be more comparable to the future presentation of returns from this investment and given its new holding structure, proforma information has been prepared as if the transaction had been in effect from the beginning of the period, i.e. IW&I UK has been presented as an equity accounted investment. The measurement of the total contribution to profit remains based on the accounting prior to loss of control, and has not been adjusted for the change in holding structure.

£'000	**31 Mar 2024**	31 Mar 2023	Variance
Net interest income	828 957	726 257	14.1 %
Fee and commission income	178 770	131 307	36.1 %
Fee and commission expense	(16 381)	(15 372)	6.6 %
Investment income	2 625	5 003	(47.5) %
Share of post taxation profit of associates and joint venture holdings	67 142	75 227	(10.7) %
Trading income/(loss) arising from			
– customer flow	103 158	87 366	18.1 %
– balance sheet management and other trading activities	27 119	13 060	107.6 %
Other operating income	2 915	12 620	(76.9) %
Total operating income before expected credit loss impairment charges	**1 194 305**	**1 035 468**	**15.3 %**
Expected credit loss impairment charges	(85 997)	(66 740)	28.9 %
Operating income	**1 108 308**	**968 728**	**14.4 %**
Operating costs	(626 732)	(577 152)	8.6 %
Operating profit before acquired intangibles and strategic actions	**481 576**	**391 576**	**23.0 %**
Profit attributable to other non-controlling interests	(1 204)	—	
Adjusted operating profit	**480 372**	**391 576**	**22.7 %**
Cost to income ratio	**52.5%**	55.7%	

IBP: Balance Sheet

£'000	31 Mar 2024	31 Mar 2023
Assets		
Cash and balances at central banks	5 661 623	5 400 401
Loans and advances to banks	676 001	892 791
Reverse repurchase agreements and cash collateral on securities borrowed	1 140 115	1 338 699
Sovereign debt securities	1 928 134	1 221 744
Bank debt securities	297 255	204 691
Other debt securities	708 285	697 275
Derivative financial instruments	474 834	680 262
Securities arising from trading activities	157 332	127 537
Loans and advances to customers	16 570 313	15 567 809
Other loans and advances	145 545	172 087
Other securitised assets	66 702	78 231
Investment portfolio	244 140	311 618
Interests in associated undertakings and joint venture holdings	791 272	10 851
Current taxation assets	13 254	9 890
Deferred taxation assets	119 730	111 513
Other assets	764 473	993 385
Property and equipment	72 947	121 014
Goodwill	58 082	249 503
Software	4 571	9 415
Other acquired intangible assets	—	43 887
Total assets	**29 894 608**	**28 242 603**

IBP: Balance Sheet (continued)

£'000	31 Mar 2024	31 Mar 2023
Liabilities		
Deposits by banks	2 174 305	2 172 170
Derivative financial instruments	472 662	704 816
Other trading liabilities	18 449	28 184
Repurchase agreements and cash collateral on securities lent	85 091	139 529
Customer accounts (deposits)	20 851 216	19 251 399
Debt securities in issue	956 887	1 140 879
Liabilities arising on securitisation of other assets	71 751	81 609
Current taxation liabilities	8 624	4 813
Other liabilities	980 595	1 198 267
	25 619 580	**24 721 666**
Subordinated liabilities	668 810	731 483
	26 288 390	**25 453 149**
Equity		
Ordinary share capital	1 280 550	1 280 550
Share premium	199 538	199 538
Capital reserve	11 274	153 177
Other reserves	26 524	34 814
Retained income	1 627 373	870 424
Shareholder's equity excluding non-controlling interests	**3 145 259**	**2 538 503**
Additional Tier 1 securities in issue	458 108	250 000
Non-controlling interests in partially held subsidiaries	2 851	951
Total equity	**3 606 218**	**2 789 454**
Total liabilities and equity	**29 894 608**	**28 242 603**

IBP: Statutory segmental analysis of operating profit

		Specialist Banking		
For the financial year ended 31 March 2024 **£'000**	Wealth & Investment	Private Banking	Corporate, Investment Banking & Other	**Total Group**
Continuing operations				
Net interest income	8 340	132 302	688 315	828 957
Fee and commission income	9 170	874	168 726	178 770
Fee and commission expense	(993)	(41)	(15 347)	(16 381)
Investment income	2	1 138	1 485	2 625
Share of post taxation profit of associates and joint venture holdings	31 013	—	274	31 287
Trading income arising from				
- customer flow	2 099	4 869	96 190	103 158
- balance sheet management and other trading activities	(662)	(99)	27 880	27 119
Other operating income	—	—	2 915	2 915
Total operating income before expected credit loss impairment charges	**48 969**	**139 043**	**970 438**	**1 158 450**
Expected credit loss impairment releases/(charges)	4	(13 557)	(72 444)	(85 997)
Operating income	**48 973**	**125 486**	**897 994**	**1 072 453**
Operating costs	(14 178)	(57 090)	(555 464)	(626 732)
Operating profit before acquired intangibles and strategic actions	**34 795**	**68 396**	**342 530**	**445 721**
Profit attributable to non-controlling interests	—	—	(1 204)	(1 204)
Adjusted operating profit	**34 795**	**68 396**	**341 326**	**444 517**
Selected returns and key statistics				
Cost to income ratio	29.0%	41.1%	57.3%	54.2%
Total assets (£'mn)	1 028	5 327	23 540	29 895

IBP: Statutory segmental analysis of operating profit

For the financial year ended 31 March 2023^ £'000	Wealth & Investment	Specialist Banking Private Banking	 Corporate, Investment Banking & Other	**Total Group**
Net interest income	5 382	128 945	591 930	726 257
Fee and commission income	8 284	2 120	120 903	131 307
Fee and commission expense	(691)	(174)	(14 507)	(15 372)
Investment income	7	141	4 855	5 003
Share of post taxation profit of associates and joint venture holdings	—	—	660	660
Trading income arising from				
- customer flow	1 252	4 449	81 665	87 366
- balance sheet management and other trading activities	10	13	13 037	13 060
Other operating income	—	—	12 620	12 620
Total operating income before expected credit loss impairment charges	**14 244**	**135 494**	**811 163**	**960 901**
Expected credit loss impairment releases/(charges)	2	(6 344)	(60 398)	(66 740)
Operating income	**14 246**	**129 150**	**750 765**	**894 161**
Operating costs	(14 286)	(58 996)	(503 870)	(577 152)
Operating profit before acquired intangibles and strategic actions				
Profit attributable to non-controlling interests	**(40)**	**70 154**	**246 895**	**317 009**
Adjusted operating profit	—	—	—	—
	(40)	**70 154**	**246 895**	**317 009**
Selected returns and key statistics				
Cost to income ratio	100.3%	43.5%	62.1%	60.1%
Total assets (£'mn)	1 061	5 202	21 979	28 242

^ Restated to reflect continuing operations

IBP: asset quality under IFRS 9

£ mn	31 Mar 2024	31 Mar 2023
Gross core loans	**16 744**	**15 709**
Gross core loans at FVPL	641	551
Gross core loans subject to ECL1	**16 103**	**15 158**
Stage 1	14 181	13 494
Stage 2	1 391	1 321
of which past due greater than 30 days	*150*	35
Stage 3[#]	531	343
ECL	**(187)**	**(146)**
Stage 1	(43)	(39)
Stage 2	(33)	(32)
Stage 3	(111)	(75)
Coverage ratio		
Stage 1	0.30%	0.29%
Stage 2	2.4%	2.4%
Stage 3	20.9%	21.9%
Credit loss ratio	**0.58%**	**0.37%**
ECL impairment charges on core loans	(90)	(54)
Average gross core loans subject to ECL	**15 631**	**14 553**
An analysis of Stage 3 gross core loans subject to ECL		
Stage 3 net of ECL	420	268
Aggregate collateral and other credit enhancements on Stage 3	445	280
Stage 3 as a % of gross core loans subject to ECL	3.3%	2.3%
Stage 3 net of ECL as a % of net core loans subject to ECL	2.6%	1.8%

Note: Our exposure (net of ECL) to the 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%.

Stage 3 exposures disclosed above are net of suspended interest predominantly relating to Lending and collateralised by property.

IBP: capital adequacy

£'m	31 Mar 2024	31 Mar 2023
Tier 1 capital		
Shareholders' equity	3 070	2 486
Non-controlling interests	–	–
Regulatory adjustments to the accounting basis	**(3)**	**15**
Deductions	(658)	(306)
Common equity tier 1 capital	**2 409**	**2 195**
Additional Tier 1 instruments	458	250
Tier 1 capital[2]	**2 867**	**2 445**
Tier 2 capital	**712**	**764**
Total regulatory capital	**3 579**	**3 209**
Risk-weighted assets[2]	**18 054**	**17 308**
Capital ratios		
Common equity tier 1 ratio[2]	13.3%	12.7%
Tier 1 ratio[2]	15.9%	14.1%
Total capital ratio[2]	19.8%	18.5%

1 The capital adequacy disclosures for IBP include the deduction of foreseeable charges and dividends when calculating Common Equity Tier (CET)1 capital. These disclosures differ from the capital adequacy disclosures included in the Investec Group's 2024 integrated report, which follow our normal basis of presentation and do not include this deduction when calculating CET1 capital. IBP's CET1 ratios would be 34bps (31 March 2023: 21bps) higher, on this basis.

2 The CET1, Tier 1, total capital ratios and RWAs are calculated applying the IFRS 9 transitional arrangements (including the changes introduced by the 'quick fix' regulation adopted in Jun 2020).

Group sustainability highlights

Other highlights

- Investec Group included as one of **the top 100 most sustainable companies in the world** (Corporate Knights)
- Investec Bank Limited and Proparco have partnered to implement the Transforming Financial Systems for Climate (TFSC) programme in South Africa with a senior **credit facility of $80mn**
- Investec Group joined the **African Natural Capital Alliance**
- Investec Group joined the **Partnership for Biodiversity Accounting Financials (PBAF)**
- Group CEO, Fani Titi, has personally committed to joining the **UN Global Compact's Africa Business Leaders Coalition**
- Investec Group contributed to the **UN Principles of Responsible Banking Academy curriculum committee**
- Rolled out a **sustainability awareness programme** aimed at identifying sustainability business opportunities
- Continued inflows into the Investec Global Sustainable Equity Fund - **$54.4mn** (since launch in Mar-21).

Consistently strong ESG ratings and rankings

S&P Global	Sustainalytics Rated	MSCI ESG Ratings AAA	CDP
Top 4% in the global diversified financial services sector (inclusion since 2006)	Top 14% 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

ISS ESG Corporate ESG Performance Prime	Global 100	FTSE4Good	JSE FTSE Russell
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

UK sustainability highlights

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

PROGRESS MADE ON OUR IMPACT SDGs

Net-zero commitments

13 CLIMATE ACTION

Committed to **zero coal exposure** in our loan book by **31 March 2027**

Coal as a % of loans and advances is 0.05% (Mar 23: 0.10%)

Fossil fuels (as a % of loans and advances is 2.50% (Mar 23: 2.43%)

Equality commitments

10 REDUCED INEQUALITIES

45% women and **27% 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

Highlights

Ranked 52nd — In the top 100 **Sustainable Companies** in the Corporate Knights, 2024

Ranked 'Great' — In the UK's most green banks and building societies according to environmental organisation **Banking.Green**, 2024

(out of a pool of 103 banks)

- 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 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.

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