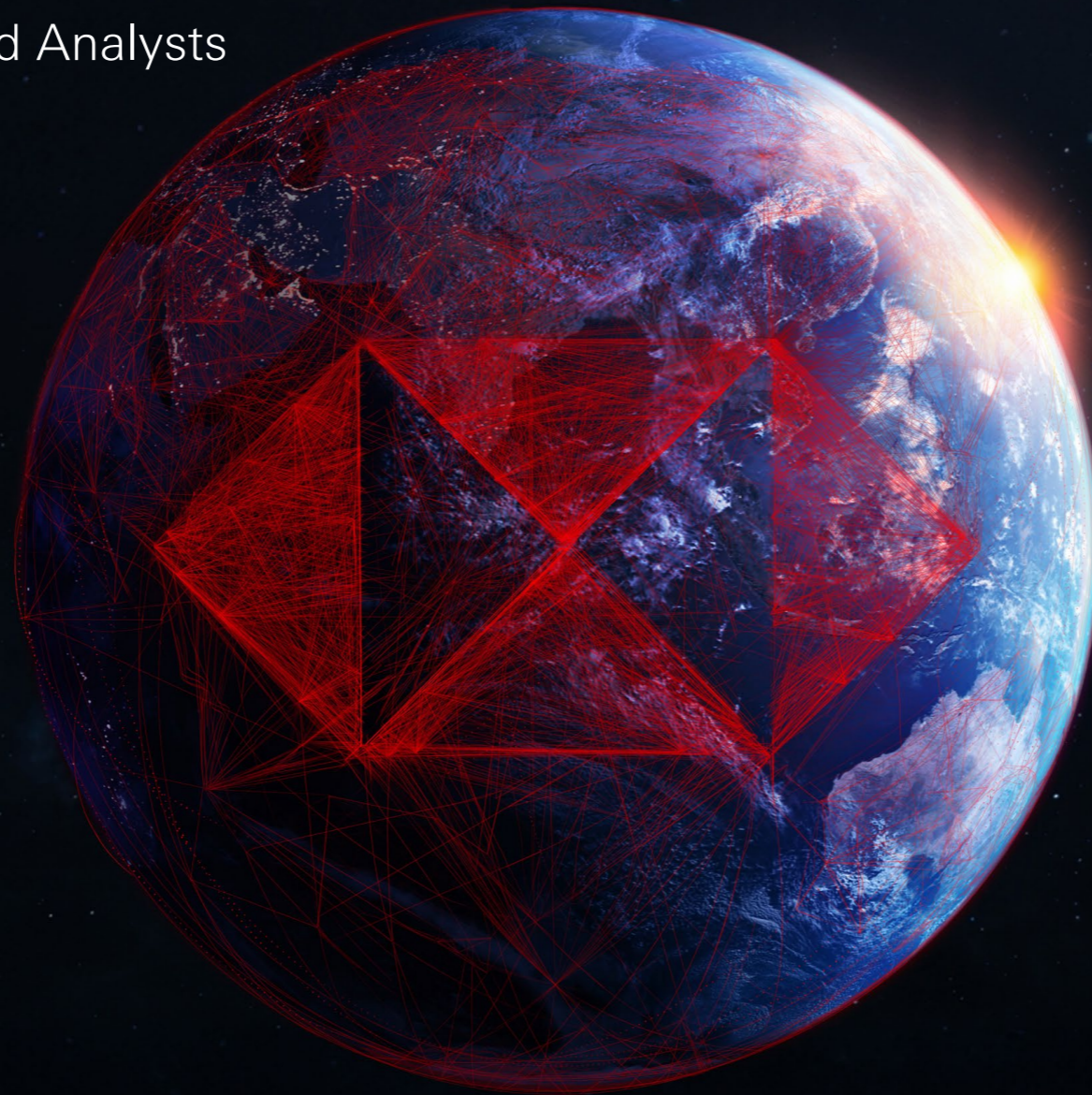


# HSBC Holdings plc 3Q24 Results

Presentation to Investors and Analysts



# Simplified organisational structure to accelerate strategic execution

Four connected businesses

- ◆ **Hong Kong**
- ◆ **UK**
- ◆ **Corporate and Institutional Banking**, covering clients globally
- ◆ **International Wealth and Premier Banking**, covering clients globally

An 18-person ExCo streamlined to a **12-person Operating Committee**

**Focus** on increasing leadership and market share where we have a **competitive advantage** and the greatest opportunities to **grow**

Deliver **best-in-class products and service excellence to our customers**

**Simpler**, more dynamic, agile organisation with **clarity of accountability** and **faster decision-making**

Details to follow at our FY24 results announcement in February

# 3Q24 results

**Jonathan Bingham**  
Interim Group Chief  
Financial Officer



## 3Q24 summary

- 1 | **\$8.5bn PBT**, +\$0.9bn / +11% vs. 3Q23  
**19.3% RoTE / 16.7% excluding notable items\***
- 2 | **\$17.0bn revenue**, +\$1.1bn / +7% vs. 3Q23, including strong performances in Wealth and Wholesale Transaction Banking fee and other income; Banking NII run-rate broadly stable QoQ
- 3 | **\$(1.0)bn ECL charge**; annualised YTD charge (28)bps<sup>1</sup>, broadly in line with guidance
- 4 | **(6)% cost growth YTD** (target basis); **on track for FY24 ~-(5)% cost growth guidance**<sup>2</sup>
- 5 | **Loans stable** vs. 2Q24; **deposits +\$20bn / +1%**
- 6 | **Completed \$3bn buyback** announced at 2Q24. 9% of share count repurchased since 1 January 2023  
**\$4.8bn further distributions announced**: \$0.10 dividend per share and an up to \$3bn buyback, which we intend to complete in the four-month period before our FY24 results announcement

\* RoTE is YTD annualised

Unless otherwise stated, this presentation is presented on a constant currency basis. ▶ denotes a measure shown on a reported FX basis. In this presentation, % changes relating to ECLs and costs in ( ) represent adverse movements. Figures throughout this presentation may be subject to rounding adjustments and may not sum precisely to totals given in charts, tables or commentary

# Financial performance

Constant currency, \$bn	3Q23	3Q24	Δ, \$	Δ, %
<b>Revenue</b>	<b>15.9</b>	<b>17.0</b>	<b>1.1</b>	<b>7%</b>
ECL	(1.0)	(1.0)	0.1	5%
Costs	(7.8)	(8.1)	(0.3)	(4)%
Associates	0.6	0.6	0.0	2%
<b>PBT</b>	<b>7.6</b>	<b>8.5</b>	<b>0.9</b>	<b>11%</b>
Reported PBT ▶	7.7	8.5	0.8	10%
Tax ▶	(1.4)	(1.7)	(0.3)	(19)%
<b>PAOS ▶</b>	<b>5.6</b>	<b>6.1</b>	<b>0.5</b>	<b>9%</b>
Revenue ex. notable items	16.2	17.2	1.1	7%
Target basis costs	7.7	8.1	(0.4)	(5)%
PBT ex. notable items	7.9	8.7	0.8	10%
EPS, \$ ▶	0.29	0.34	\$0.05	
EPS ex. material notable items*, \$ ▶	0.27	0.34	\$0.07	
DPS, \$ ▶	0.10	0.10	—	
RoTE, % <sup>‡</sup> ▶	19.7	19.3	(0.4)ppts	
RoTE ex. notable items, % <sup>‡</sup> ▶	17.5	16.7	(0.8)ppts	
<b>Constant currency, \$bn</b>	<b>2Q24</b>	<b>3Q24</b>	<b>Δ, \$</b>	<b>Δ, %</b>
Customer loans	967	969	2	0%
Customer deposits	1,641	1,661	20	1%
CET1 ratio, % ▶	15.0	15.2	0.2ppts	

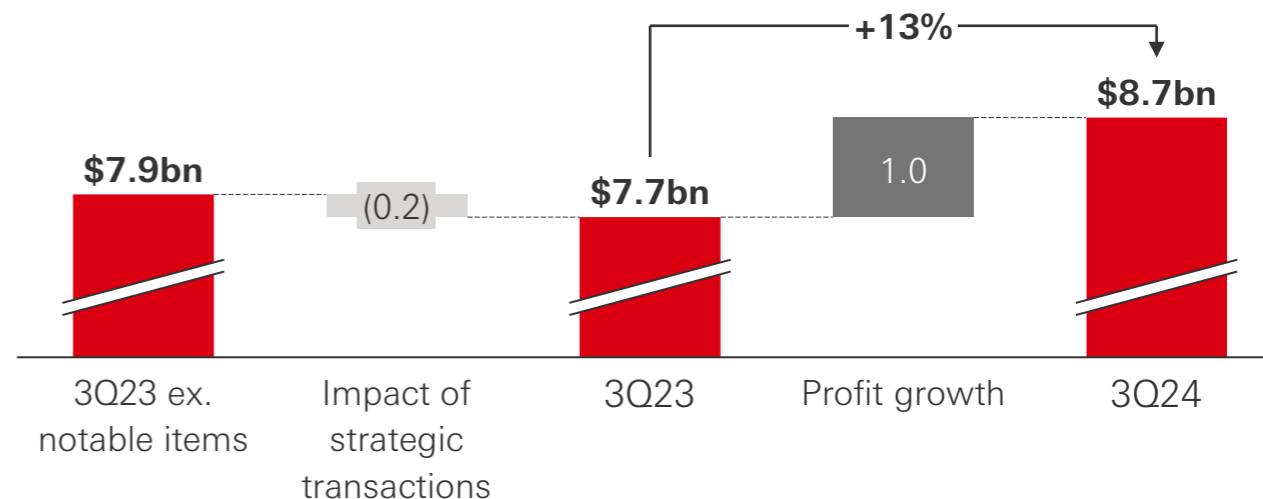
\* Excluding material notable items and related impacts

‡ RoTE is YTD annualised

◆ **\$8.5bn PBT**, up 11% vs 3Q23 on a constant currency basis / up 13% excluding notable items and the impact of strategic transactions

◆ **\$9.00 TNAV per share**, up \$0.65 vs. 2Q24

## PBT excluding notable items and the impact of strategic transactions



### Impact of strategic transactions:

Prior period results included contributions from businesses that have now been sold (principally Canada, which contributed c.\$0.5bn revenue / c.\$0.2bn PBT in 3Q23). To facilitate like-for-like comparisons, these contributions, and other impacts from strategic transactions, are excluded from some period-on-period commentary. See page 36 of the earnings release, and slide 24, for further details

# Revenue

\$17.0bn, up \$1.1bn / 7% vs. 3Q23

Up \$1.6bn / 10% excluding notable items and strategic transactions

Constant currency, \$bn	3Q23	3Q24	3Q24 vs. 3Q23
Banking NII	11.1	10.6	(0.5)
Fee and other income	4.8	6.4	1.6
<i>o/w: Wholesale Transaction Banking</i>	2.5	2.7	0.2
<i>o/w: Wealth</i>	1.5	2.0	0.5
<i>o/w: Other</i>	0.8	1.8	1.0
<b>Revenue</b>	<b>15.9</b>	<b>17.0</b>	<b>1.1</b>
Memo: Notable items	(0.3)	(0.2)	0.0
<i>o/w: Banking NII</i>	—	(0.3)	(0.3)
<i>o/w: Fee and other income</i>	(0.3)	0.1	0.3
<b>Revenue excluding notable items</b>	<b>16.2</b>	<b>17.2</b>	<b>1.1</b>

◀ 3Q24 included \$(0.3)bn loss on early redemption of legacy securities (notable item)

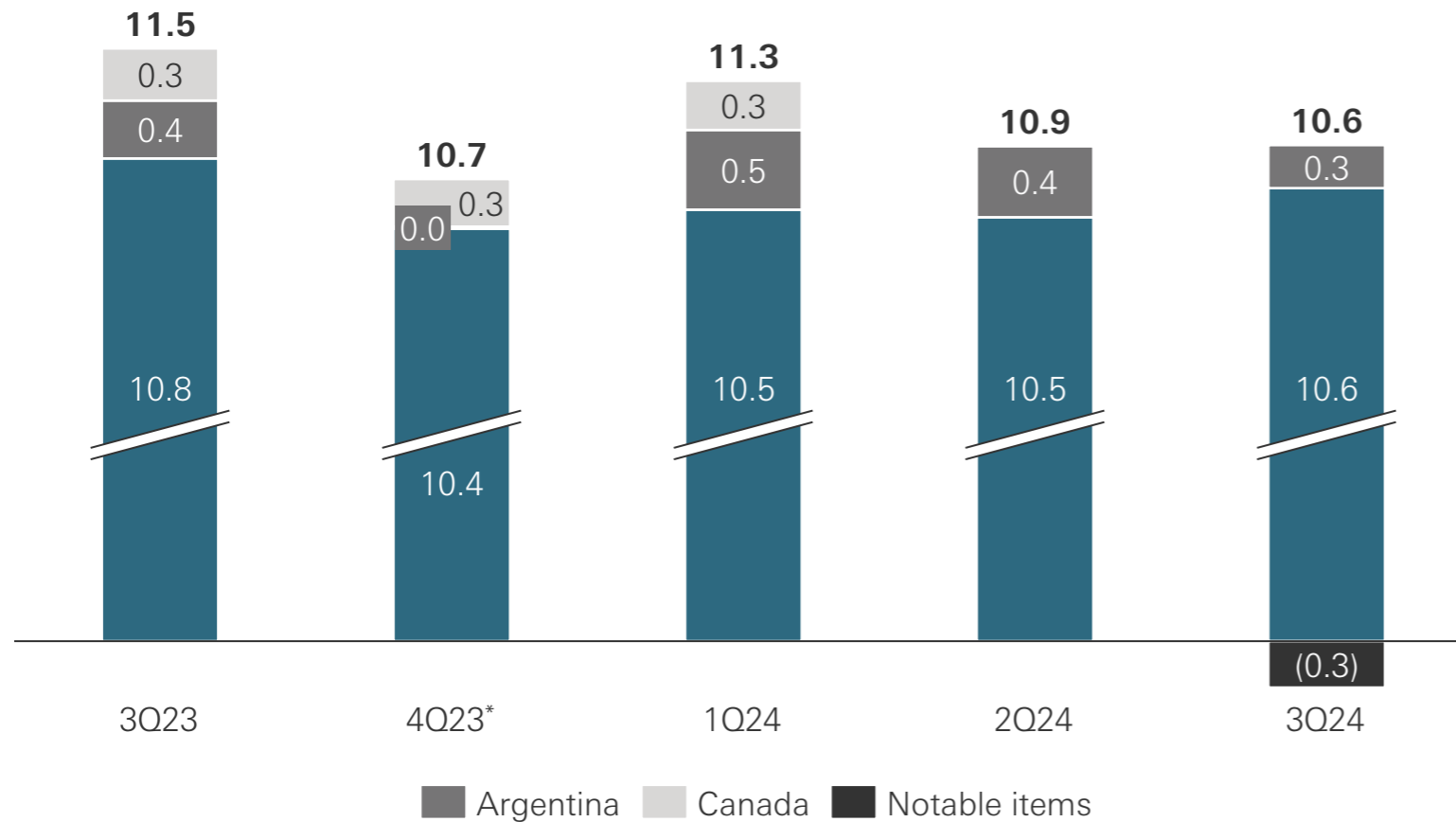
Primarily:

- ◆ **+\$0.4bn** driven by GBM (strong performances in Equities and Global Debt Markets) and WPB (including growth in Personal Banking)
- ◆ **+\$0.4bn** from the non-recurrence of two items from 3Q23:
  - ◆ \$(0.3)bn of Treasury disposal losses and other notable items
  - ◆ \$(0.1)bn losses on sale of New Zealand and Oman

# Banking NII

QoQ run-rate stable

## Banking NII (reported FX), \$bn



**Banking NII of \$10.6bn**, down \$(0.3)bn vs. 2Q24, due to notable items (loss on early redemption of legacy securities)

### FY24 Banking NII guidance of ~\$43bn<sup>1</sup> unchanged

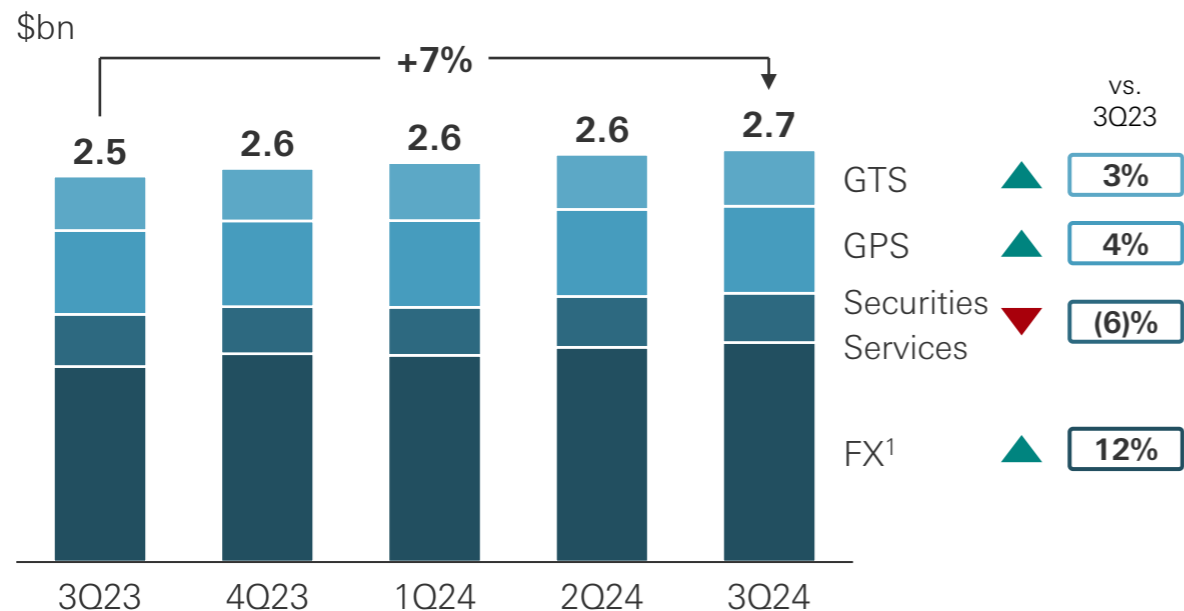
- ◆ YTD: \$32.8bn (\$31.6bn excluding Argentina)
- ◆ Argentina can be volatile — guidance assumes c.\$1bn in FY24 (sale expected to complete in 4Q24)
- ◆ Includes the \$(0.3)bn loss on early redemption of legacy securities in 3Q24

\* 4Q23 included impacts of \$(0.5)bn from Argentina hyperinflation accounting and \$(0.3)bn from the reclassification of cash flow hedge revenue between NII and non-NII

# Fee and other income: Wholesale Transaction Banking and Wealth

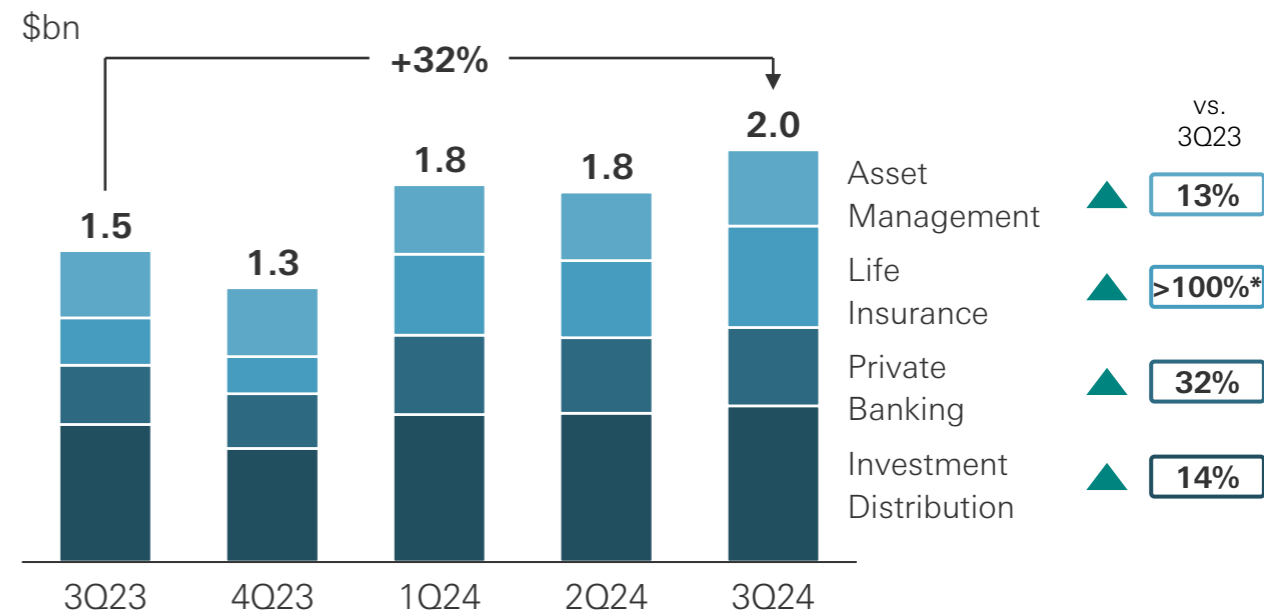
Strong Q3 performance, particularly in Wealth

## Wholesale Transaction Banking: up 7%, primarily FX



- ◆ **FX** up as market volatility drove higher client activity
- ◆ **Securities Services** down due to divestments within our fund administration business
- ◆ **GPS** up due to higher payments volumes, repricing actions and new client mandates
- ◆ **GTS** up due to higher volumes across most regions. Continued growth in HK market share, now 28.8% (up 3.6ppts YoY<sup>2</sup>)

## Wealth: up 32%, with growth in all products



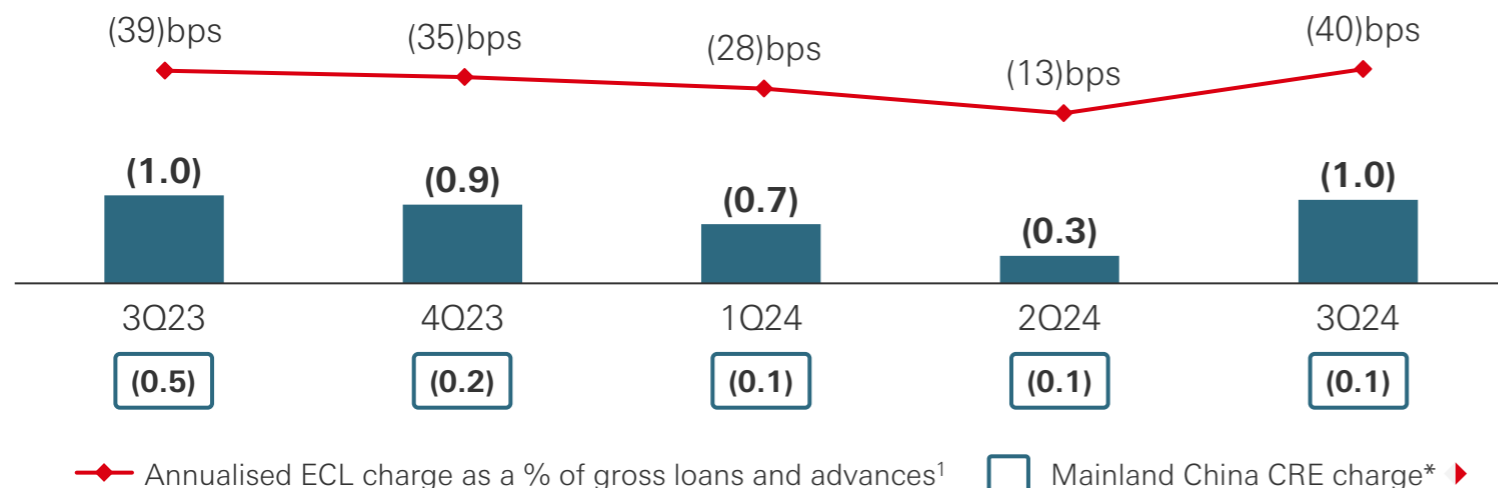
- ◆ **Life Insurance** up due to the non-repetition of adverse charges in 3Q23\* and an increase in CSM release, driven by growth in the CSM balance (CSM balance +\$2.4bn vs. 3Q23<sup>‡</sup>). 3Q24 new business CSM \$0.8bn
- ◆ **Private Banking** up due to higher brokerage and trading volumes in Asia
- ◆ **Investment Distribution** up due to increased sales of mutual funds and structured products
- ◆ **243k new-to-bank customers in Hong Kong** in 3Q24 (1H24: 345k)
- ◆ **\$1.3tn invested assets**, +6% vs. 2Q24<sup>‡</sup>; **3Q24 NNIA \$26bn**



# Credit performance

(28)bps annualised ECL charge in 9M24<sup>1</sup>, broadly in line with guidance

## ECL charge trend, \$bn



## 3Q24 ECL charge, \$bn

	Stage 1-2	Stage 3	Total
Wholesale	(0.0)	(0.5)	(0.6) <sup>‡</sup>
Personal	(0.2)	(0.3)	(0.4) <sup>‡</sup>
<b>Total</b>	<b>(0.2)</b>	<b>(0.8)</b>	<b>(1.0)</b>

- ◆ **\$(1.0)bn** 3Q24 ECL charge, including:
  - **\$(0.6)bn Wholesale**, primarily \$(0.4)bn in Hong Kong including \$(0.1)bn in Hong Kong CRE
  - **\$(0.4)bn Personal**
  
- ◆ **\$24.1bn** stage 3 balances (2.5% of gross customer loans), up \$1.4bn / 0.1ppts vs. 2Q24 on a reported basis

\* Mainland China 3Q24 ECL charge \$(101)m

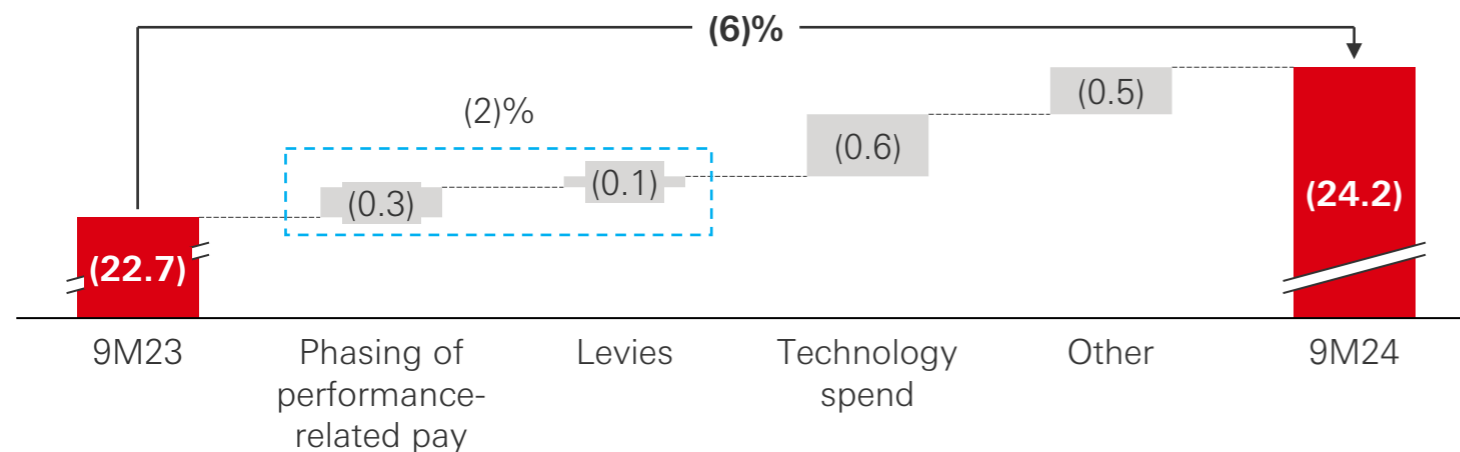
‡ Does not cast due to rounding

# Costs

On track to meet cost growth of  $\sim(5)\%$  vs. FY23<sup>1</sup>

\$bn*	9M23	9M24
<b>Constant currency costs</b>	<b>(23.1)</b>	<b>(24.4)</b>
Less: notable items	0.1	0.1
Add: impact of retranslating results of hyperinflationary economies at constant currency	(0.5)	—
Less: Canada direct costs	0.5	0.2
Less: France direct costs	0.2	—
<b>Target basis costs</b>	<b>(22.7)</b>	<b>(24.2)</b>

## 9M24 vs. 9M23 (target basis), \$bn



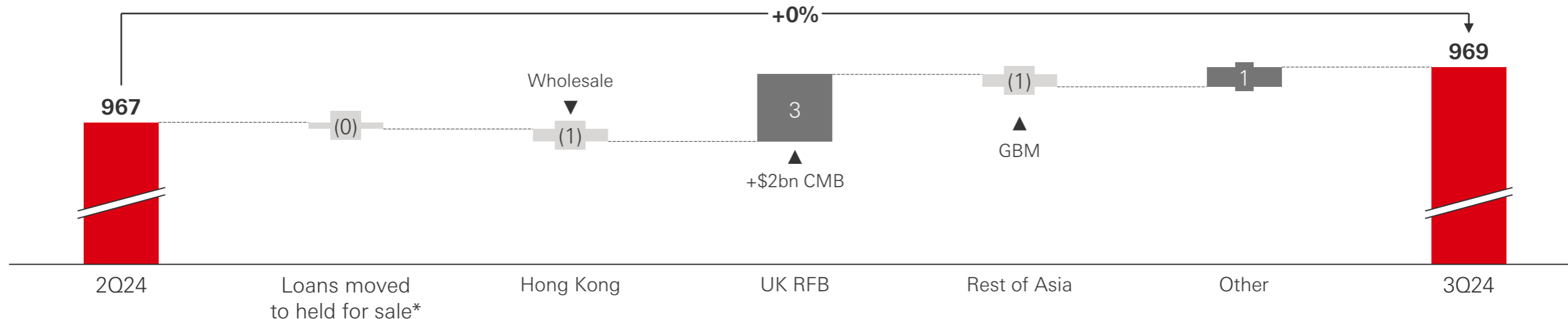
- ◆ **Target basis costs up (6)% vs. 9M23**, primarily due to the phasing of performance-related pay, incremental levies in 1Q24 and higher technology spending
- ◆ **On track to meet our cost growth guidance of approximately (5)% vs. FY23** on a target basis<sup>1</sup> (FY23 baseline: \$(31.2)bn)
  - **Performance-related pay:** 9M24 accrual \$(0.3)bn higher than 9M23. Our cost guidance assumes FY24 will be broadly in line with FY23
  - **Levies:** 4Q23 included \$(0.3)bn additional levies which we do not expect to repeat in 4Q24

\* Totals do not cast due to rounding, see slide 21 for \$m numbers

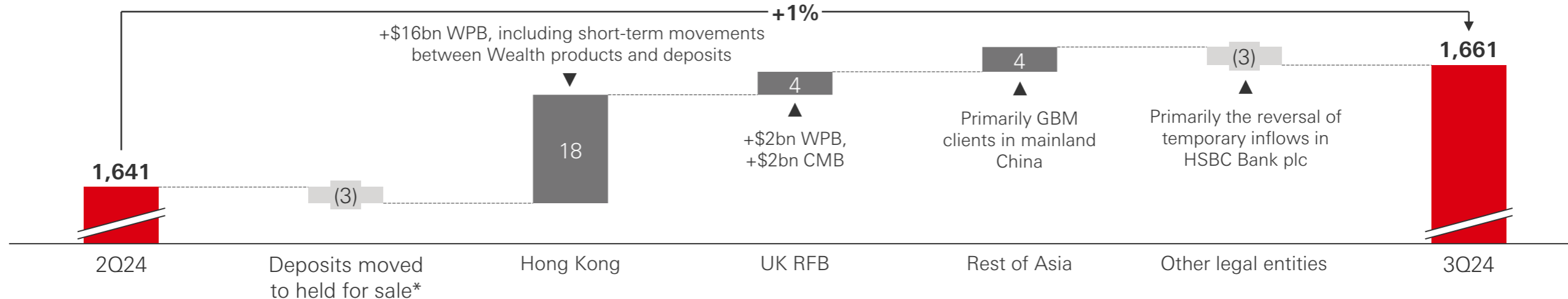
# Customer loans and deposits

Loans stable; deposits up 1% driven by Hong Kong WPB

## Customer loans, \$bn



## Customer deposits, \$bn

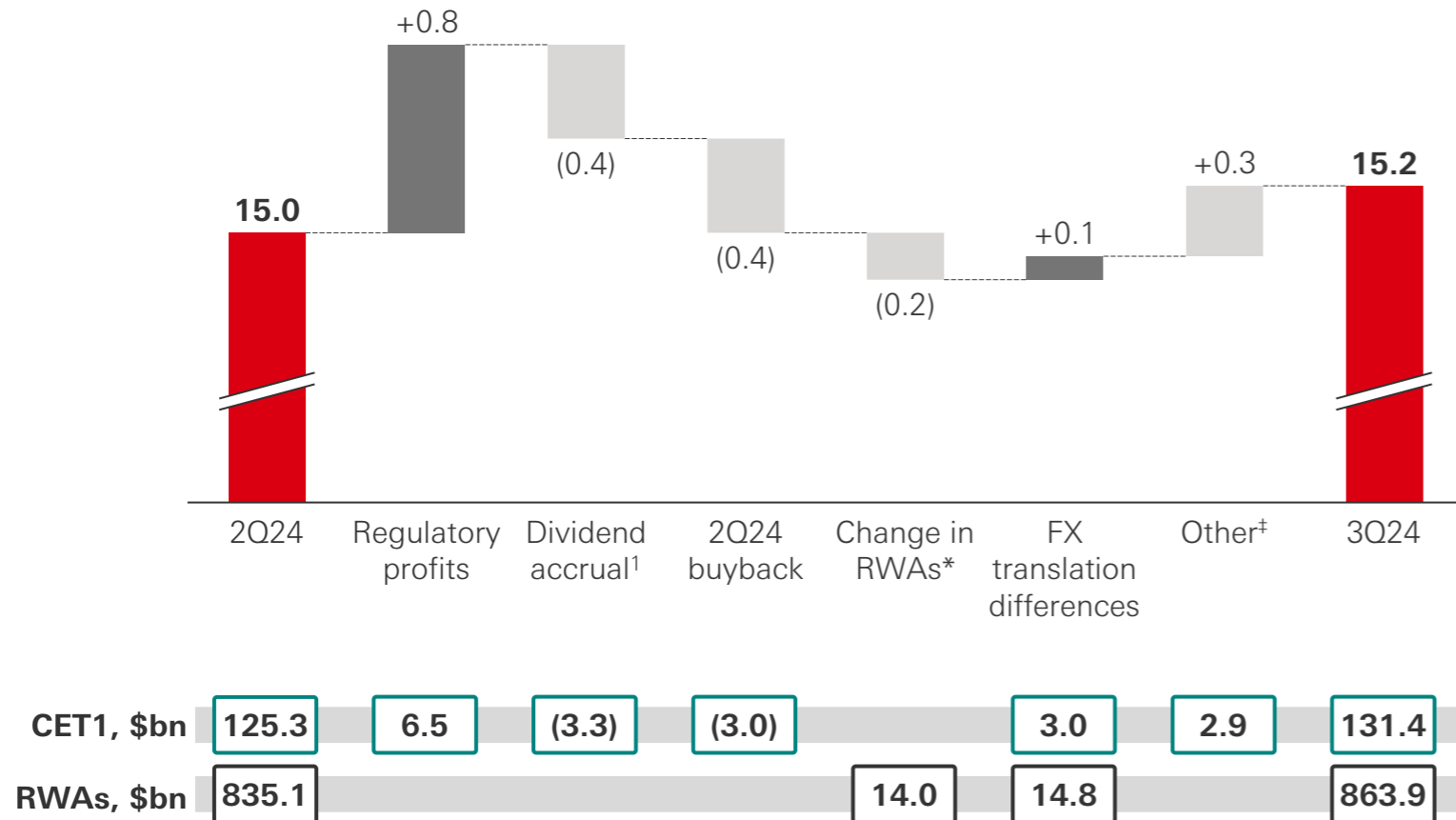


\* German Private Bank

# Capital and distributions

\$4.8bn distributions announced

## CET1 ratio, %



\* Change in RWAs, primarily asset growth

‡ 'Other' — CET1 includes c.\$2bn from movement in other reserves, primarily FVOCI and hyperinflation reserves

◆ FVOCI loss which will recycle to the income statement at closing

CET1 ratio 15.2%, +0.2ppts vs. 2Q24

### Upcoming impacts

#### 4Q24

- ◆ **Up to \$3bn share buyback** — expect (0.4)ppts impact on the CET1 ratio in 4Q24<sup>2</sup>
- ◆ **Argentina sale expected to complete in 4Q24.** Expect \$(5.1)bn loss (no impact on CET1 or dividend) and c. \$(8)bn RWA reduction – see slide 25

#### FY25 / FY26

- ◆ **1Q25** — estimated \$(1)bn CET1 impact from a reclassification of c.\$8bn **French home loans**◆ ahead of a planned sale. c.\$(2)bn RWA reduction on closing
- ◆ **1 January 2026** — **PRA near final Basel 3.1 rules** incrementally beneficial vs. expectations; expect an immaterial impact to our CET1 ratio upon implementation

# Outlook

Guidance unchanged

- 1** | **RoTE in the mid-teens for FY24 and FY25**, excluding notable items
- 2** | **FY24 Banking NII of ~\$43bn<sup>1</sup>**
- 3** | **FY24 ECL charge to be within our medium-term planning range of (30) to (40)bps<sup>2</sup>**
- 4** | **Cost growth in FY24 of approximately (5)% vs. FY23, on a target basis<sup>3</sup>**
- 5** | Expect **mid-single digit annual percentage loan growth** over the medium to long term<sup>4</sup>

# Appendix

# Group guidance summary

<b>Banking NII</b>	<b>Around \$43bn</b> in FY24, based on our current forecasts using market implied interest rates as of mid-October 2024. This guidance remains dependent on the path of interest rates globally
<b>ECL</b>	<b>FY24 ECL charge to be within our medium-term planning range of (30) to (40)bps</b> , including balances in held-for-sale <sup>1</sup>
<b>Costs</b>	Growth in FY24 of <b>approximately (5)% vs. FY23</b> on a target basis <sup>2</sup> , reflecting our current business plan for 2024. See slides 9 and 21 for further detail
<b>Lending growth</b>	Expect <b>mid-single digit</b> annual percentage growth over the medium to long term <sup>1</sup>
<b>RoTE</b>	Targeting a <b>mid-teens RoTE in 2024 and 2025</b> , excluding notable items
<b>CET1 ratio</b>	Manage in <b>14-14.5%</b> target range in the medium term <sup>1</sup>
<b>Dividends</b>	<b>Dividend payout ratio target basis of 50% for 2024</b> , excluding material notable items and related impacts

Our guidance reflects our current outlook for the global macroeconomic environment, including customer and financial markets activity. This includes our modelling of a number of market dependent factors, such as market-implied interest rates (as of mid-October 2024), as well as customer behaviour and activity levels

# Financial performance summary

\$m	3Q23	4Q23	1Q24	2Q24	3Q24	Δ 3Q23
NII	8,818	7,732	8,548	8,279	7,637	(13)%
Non-NII	7,069	4,932	12,181	8,377	9,361	32 %
<b>Revenue</b>	<b>15,887</b>	<b>12,664</b>	<b>20,729</b>	<b>16,656</b>	<b>16,998</b>	<b>7 %</b>
ECL	(1,038)	(927)	(697)	(326)	(986)	5 %
Costs	(7,823)	(8,532)	(8,149)	(8,214)	(8,143)	(4)%
Associates	598	(2,390)	771	863	607	2 %
<b>Constant currency PBT</b>	<b>7,624</b>	<b>815</b>	<b>12,654</b>	<b>8,979</b>	<b>8,476</b>	<b>11 %</b>
<i>Memo: notable items</i>	<i>(312)</i>	<i>(5,873)</i>	<i>3,682</i>	<i>(196)</i>	<i>(256)</i>	<i>18 %</i>
FX translation	90	162	(4)	(73)	—	—
<b>Reported PBT ▶</b>	<b>7,714</b>	<b>977</b>	<b>12,650</b>	<b>8,906</b>	<b>8,476</b>	<b>10 %</b>
Tax ▶	(1,448)	(755)	(1,813)	(2,078)	(1,727)	(19)%
<b>Profit attributable to ordinary shareholders ▶</b>	<b>5,619</b>	<b>(153)</b>	<b>10,183</b>	<b>6,403</b>	<b>6,134</b>	<b>9 %</b>
EPS, \$ ▶	0.29	(0.01)	0.54	0.35	0.34	\$0.05
EPS excluding material notable items, \$ ▶	0.27	0.25	0.34	0.35	0.34	\$0.07
Dividend per share, \$ ▶	0.10	0.31	0.10	0.10	0.10	—
RoTE (annualised), % ▶	14.6	(0.4)	26.1	16.3	15.5	0.9ppts
\$bn	3Q23	4Q23	1Q24	2Q24	3Q24	Δ 2Q24
Customer loans	975	953	958	967	969	0 %
Customer deposits	1,625	1,637	1,613	1,641	1,661	1 %
Reported RWAs ▶	840	854	833	835	864	3 %
CET1 ratio, % ▶	14.9	14.8	15.2	15.0	15.2	0.2ppts
TNAV per share, \$ ▶	\$7.96	\$8.19	\$8.67	\$8.35	\$9.00	\$0.65



# Banking NII

## NII to Banking NII, \$bn

Reported FX, \$bn	3Q23	4Q23	1Q24	2Q24	3Q24	Δ 2Q24	9M23	9M24
<b>NII</b>	<b>9.2</b>	<b>8.3</b>	<b>8.7</b>	<b>8.2</b>	<b>7.6</b>	<b>(0.6)</b>	<b>27.5</b>	<b>24.5</b>
Less: insurance NII	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)	(0.0)	(0.3)	(0.3)
Central costs of funding trading income <sup>1</sup>	2.4	2.5	2.7	2.8	3.1	0.3	6.1	8.6
<b>Banking NII</b>	<b>11.5</b>	<b>10.7<sup>2</sup></b>	<b>11.3</b>	<b>10.9</b>	<b>10.6</b>	<b>(0.3)</b>	<b>33.3</b>	<b>32.8</b>
<i>Of which: Asia</i>	<i>5.8</i>	<i>5.6</i>	<i>5.4</i>	<i>5.3</i>	<i>5.5</i>	<i>0.2</i>	<i>16.5</i>	<i>16.2</i>
<i>Of which: UK RFB</i>	<i>2.5</i>	<i>2.5</i>	<i>2.5</i>	<i>2.5</i>	<i>2.6</i>	<i>0.1</i>	<i>7.2</i>	<i>7.7</i>
<i>Of which: HSBC Bank plc</i>	<i>1.2</i>	<i>1.2</i>	<i>1.1</i>	<i>1.2</i>	<i>1.2</i>	<i>(0.0)</i>	<i>3.4</i>	<i>3.4</i>
Memo: constant currency Banking NII	11.1	10.2	11.2	11.0	10.6	(0.4)	32.3	32.8

## AIEAs and Group NIM, \$bn

Reported FX, \$bn	3Q23	4Q23	1Q24	2Q24	3Q24	Δ 2Q24
Average interest earning assets	2,157	2,164	2,140	2,055	2,088	33
NIM, bps	170	152	163	162	146	(16)bps
Centrally-funded net trading assets (period end)	130	164	187	207	210	2

## Structural hedge

\$bn	Balance	Average yield
Total	531	
— o/w: maturing 4Q24	c.30	c.2.9%
— o/w: maturing FY25	c.115	c.2.9%

- ◆ Structural hedge +\$27bn vs. 2Q24, primarily due to changes in FX rates
- ◆ Subject to market conditions, we intend to further increase the notional of the structural hedge in 4Q24

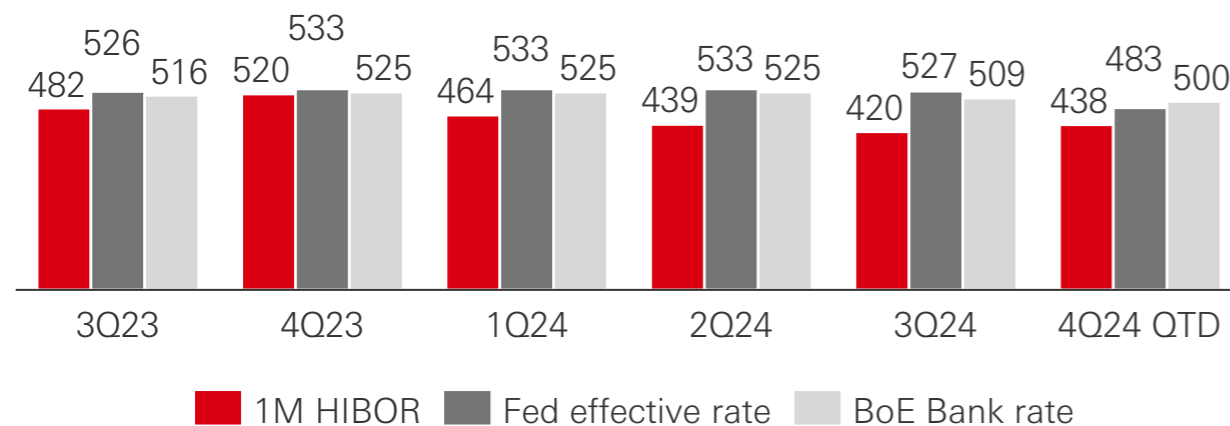
# Reported net interest margin

## Quarterly NIM by key legal entity (reported FX basis)

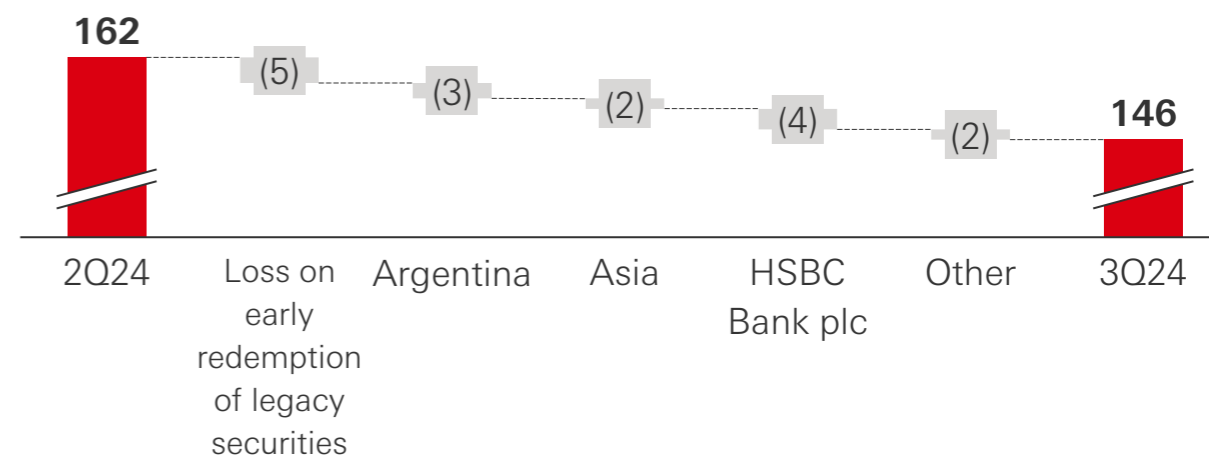
	3Q23	4Q23	1Q24	2Q24	3Q24	% 3Q24 NII	% 3Q24 AIEA
Asia	1.85%	1.73%	1.66%	1.63%	<b>1.58%</b>	48%	45%
HSBC Bank plc	0.53%	0.50%	0.35%	0.35%	<b>0.19%</b>	3%	23%
UK RFB	2.41%	2.50%	2.56%	2.57%	<b>2.57%</b>	35%	20%
US	0.87%	0.90%	0.83%	0.76%	<b>0.87%</b>	5%	9%
<b>Group</b>	1.70%	1.52%	1.63%	1.62%	<b>1.46%</b>	n.m	n.m

## Key rates (quarter averages), bps

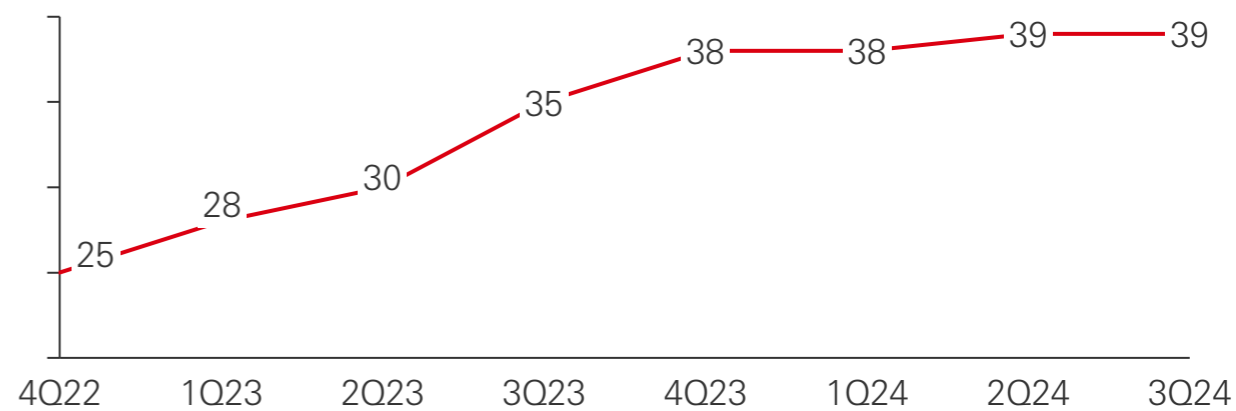
Source: Bloomberg  
At 25 October 2024



## Group NIM, bps (reported FX basis)



## Time deposits (TMD) as a % of Hong Kong customer deposits



A 3ppt shift from CASA to TMD would result in an incremental annual interest expense of around \$(0.5)bn<sup>1</sup>

# Wholesale Transaction Banking and Wealth – additional information

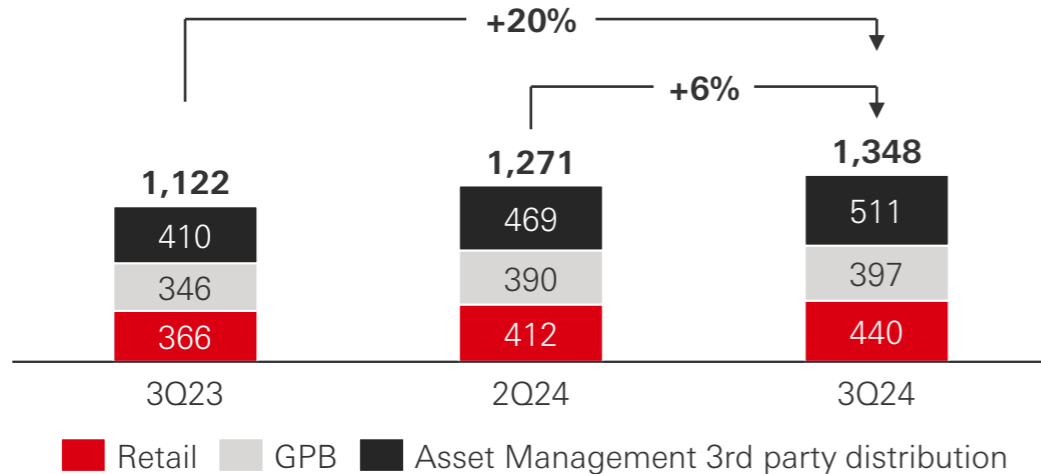
Constant currency basis, \$m	3Q23	4Q23	1Q24	2Q24	3Q24	vs. 3Q23	
<b>Wholesale Transaction Banking revenue</b>	<b>6,671</b>	<b>6,730</b>	<b>6,654</b>	<b>6,534</b>	<b>6,627</b>	<b>(44)</b>	<b>(1)%</b>
<b>Of which: Fee and other income</b>	<b>2,504</b>	<b>2,554</b>	<b>2,591</b>	<b>2,645</b>	<b>2,676</b>	<b>172</b>	<b>7%</b>
– Foreign Exchange <sup>1</sup>	1,269	1,352	1,341	1,393	1,427	158	12%
– Securities Services	339	305	312	331	319	(20)	(6)%
– Global Payments Solutions	543	556	562	564	565	22	4%
– Global Trade Solutions	353	341	376	357	365	12	3%
<b>Wealth revenue</b>	<b>1,882</b>	<b>1,689</b>	<b>2,195</b>	<b>2,161</b>	<b>2,360</b>	<b>478</b>	<b>25%</b>
<b>Of which: Fee and other income</b>	<b>1,481</b>	<b>1,304</b>	<b>1,794</b>	<b>1,759</b>	<b>1,959</b>	<b>478</b>	<b>32%</b>
– Investment Distribution	654	540	701	707	743	89	14%
– Private Banking	282	260	377	359	372	90	32%
– Life Insurance	224	177	385	367	482	258	>100%
– Asset Management	321	327	331	326	362	41	13%
<b>Wholesale Transaction Banking metrics</b>							
GTS loans <sup>2</sup> , \$bn	85	84	84	89	89	4	5%
o/w Asia	59	60	60	59	61	2	3%
Assets under custody, \$tn <sup>3</sup> ▶	9.1	9.7	9.9	10.1	11.0	1.9	21%
<b>Wealth metrics ▶</b>							
Invested assets, \$bn	1,122	1,191	1,242	1,271	1,348	226	20%
o/w: Asia	518	549	570	606	662	143	28%
Net new invested assets, \$bn	34	17	27	6	26	(7)	(22)%
o/w: Asia	16	4	19	19	11	(5)	(30)%
New Business CSM, \$bn	0.6	0.4	0.8	0.6	0.8	0.2	34%
CSM balance, \$bn	10.8	10.8	11.9	12.2	13.2	2.4	22%

# Wealth – Global invested assets

Reported FX basis

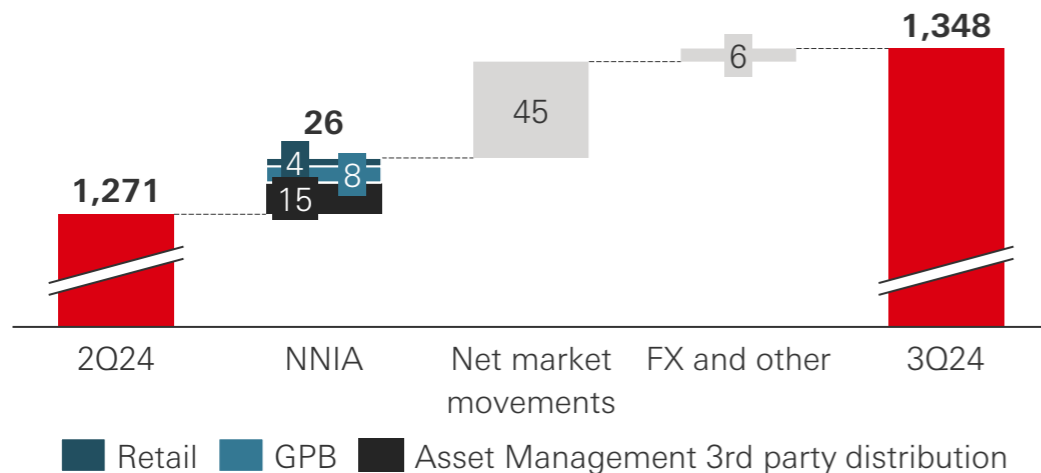
## Global reported invested assets

\$bn



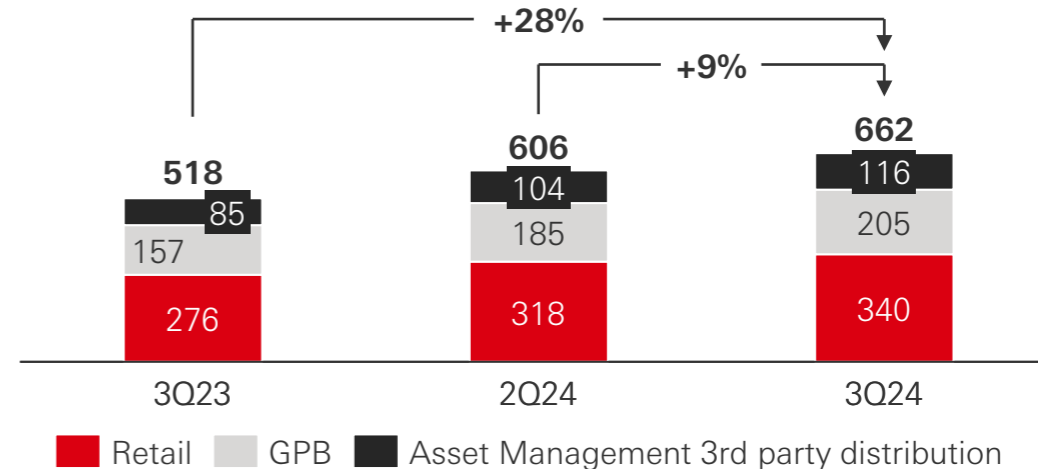
## Global reported invested assets evolution

\$bn



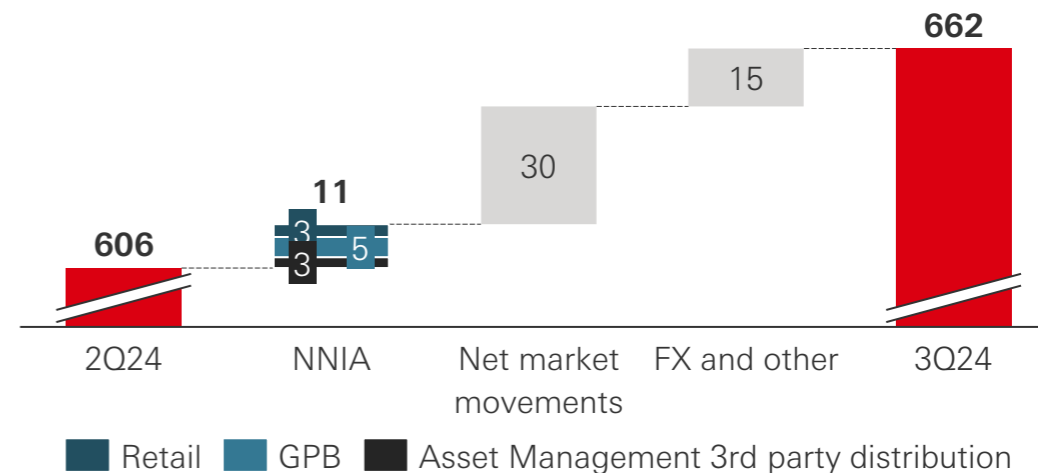
## Asia reported invested assets

\$bn



## Asia reported invested assets evolution

\$bn



## ECL charge by legal entity

Constant currency, \$m	3Q23	4Q23	1Q24	2Q24	3Q24
Asia	(749)	(438)	(272)	(184)	(536)
<i>o/w Hong Kong</i>	<i>(661)</i>	<i>(376)</i>	<i>(235)</i>	<i>(153)</i>	<i>(457)</i>
<i>o/w mainland China CRE</i> ▶	<i>(503)</i>	<i>(195)</i>	<i>(54)</i>	<i>(72)</i>	<i>(101)</i>
UK RFB	(59)	(49)	(54)	(10)	(173)
HSBC Bank plc	(81)	(60)	(67)	136	(3)
US	15	(47)	7	(40)	(19)
Canada	(20)	(15)	(39)	—	—
Mexico	(142)	(255)	(158)	(192)	(213)
HSBC Bank Middle East	(6)	(84)	(55)	(47)	(32)
Other	4	21	(59)	11	(10)
<b>Total</b>	<b>(1,038)</b>	<b>(927)</b>	<b>(697)</b>	<b>(326)</b>	<b>(986)</b>

# FY24 cost target basis reconciliation

\$m	FY23	9M23	9M24	1Q24	2Q24	3Q24
<b>Costs*</b>	<b>(31,666)</b>	<b>(23,067)</b>	<b>(24,439)</b>	<b>(8,151)</b>	<b>(8,145)</b>	<b>(8,143)</b>
Less: Notable items	187	120	127	50	32	45
Add: Impact of retranslating prior period results in hyperinflationary economies at constant currency	(734)	(487)	—	—	—	—
Less: Canada direct costs	699	514	162	162	—	—
Less: France direct costs	284	209	—	—	—	—
<b>Target basis</b>	<b>(31,230)</b>	<b>(22,711)</b>	<b>(24,150)</b>	<b>(7,939)</b>	<b>(8,113)</b>	<b>(8,098)</b>

\* FY23 and 9M23 are on a constant currency basis

# Notable items

Reported FX basis, \$m	3Q23	4Q23	1Q24	2Q24	3Q24
<b>Revenue</b>	<b>(268)</b>	<b>(2,733)</b>	<b>3,732</b>	<b>(161)</b>	<b>(211)</b>
o/w: Disposals, acquisitions and related costs	310	(2,333)	3,732	(161)	72
o/w: Disposal losses on Markets Treasury repositioning	(578)	(399)	—	—	—
o/w: Early redemption of legacy securities	—	—	—	—	(283)
<i>Memo: Revenue notable items — Banking NII</i>	—	—	—	—	(283)
<i>Memo: Revenue notable items — Fee and other income</i>	(268)	(2,733)	3,732	(161)	72
<b>Costs</b>	<b>(49)</b>	<b>(65)</b>	<b>(50)</b>	<b>(32)</b>	<b>(45)</b>
o/w: Disposals, acquisitions and related costs	(79)	(124)	(63)	(38)	(48)
o/w: Restructuring and other related costs	30	59	13	6	3
<b>Associates</b>	<b>—</b>	<b>(3,000)</b>	<b>—</b>	<b>—</b>	<b>—</b>
<b>Total</b>	<b>(317)</b>	<b>(5,798)</b>	<b>3,682</b>	<b>(193)</b>	<b>(256)</b>
<i>Memo: Total notable items on a constant currency basis</i>	(312)	(5,873)	3,682	(196)	(256)

# EPS excluding material notable items and related impacts

Reported FX basis, \$m	3Q23	4Q23	1Q24	2Q24	3Q24	9M23	9M24
<b>PAOS</b>	<b>5,619</b>	<b>(153)</b>	<b>10,183</b>	<b>6,403</b>	<b>6,134</b>	<b>22,585</b>	<b>22,720</b>
Impact of acquisition of SVB UK	(86)	44	—	(2)	—	(1,593)	(2)
Impact of the sale of our retail banking operations in France (net of tax)	—	1,737	(52)	(1)	(2)	(1,629)	(55)
Impact of the sale of our banking business in Canada	(376)	119	(4,942)*	(7)	(4)	(430)	(4,953)
Impairment of interest in associate (BoCom)	—	3,000	—	—	—	—	—
Impairment loss relating to the planned sale of our operations in Argentina	—	—	1,137	55	(30)	—	1,162
<b>PAOS excluding material notable items and related impacts</b>	<b>5,157</b>	<b>4,747</b>	<b>6,326</b>	<b>6,448</b>	<b>6,098</b>	<b>18,933</b>	<b>18,872</b>
Average basic number of ordinary shares (m)	19,404	19,130	18,823	18,509	18,151	19,596	18,493
Basic EPS, \$	0.29	(0.01)	0.54	0.35	0.34	1.15	1.23
<b>Basic EPS excluding material notable items and related impacts, \$</b>	<b>0.27</b>	<b>0.25</b>	<b>0.34</b>	<b>0.35</b>	<b>0.34</b>	<b>0.97</b>	<b>1.02</b>

\* Represents gain on sale of business in Canada recognised on completion, inclusive of the recycling of losses in foreign currency translation reserves and other reserves, and gain on the foreign exchange hedging of the sale proceeds. It also includes the disposal costs and the related impacts of the disposal (including 1Q24 profits of HSBC Canada)



## Reconciliations: Impact of notable items and strategic transactions

\$m	3Q23	3Q24
<b>Reported revenue</b>	<b>16,161</b>	<b>16,998</b>
Currency translation	(274)	—
<b>Constant currency revenue</b>	<b>15,887</b>	<b>16,998</b>
Notable items — related to strategic transactions	320	73
Notable items — other	(57)	138
<b>Constant currency revenue, ex. notable items</b>	<b>16,150</b>	<b>17,209</b>
Income statement results relating to strategic transactions	(559)	—
<b>Constant currency revenue, ex. notable items and the impact of strategic transactions</b>	<b>15,591</b>	<b>17,209</b>
— of which: Wholesale Transaction Banking fee and other income	2,449	2,676

\$m	3Q23	3Q24
<b>Reported PBT</b>	<b>7,714</b>	<b>8,476</b>
Currency translation	(90)	—
<b>Constant currency PBT</b>	<b>7,624</b>	<b>8,476</b>
Notable items — related to strategic transactions	242	25
Notable items — other	70	231
<b>Constant currency PBT, ex. notable items</b>	<b>7,935</b>	<b>8,732</b>
Income statement results relating to strategic transactions	(234)	—
<b>Constant currency PBT, ex. notable items and the impact of strategic transactions</b>	<b>7,701</b>	<b>8,732</b>

**Revenue and PBT reconciliations** include the impact of:

- ◆ Strategic transactions (Canada, France, Argentina and the acquisition of SVB UK). These impacts comprise of:
  1. Gains / losses on classification to held for sale
  2. All other related notable items
  3. The operating income statement results of each business for transactions which have completed (Canada, France) where the results are included in one period and not another (not classified as notable items)<sup>1</sup>
- ◆ All other notable items

# Argentina

Reported FX basis, \$m	3Q23	4Q23	1Q24	2Q24	3Q24	9M23	9M24
NII	355	13	488	434	264	981	1,186
Non-NII	(108)	(42)	(290)	(125)	(52)	(178)	(468)
<b>Revenue</b>	<b>247</b>	<b>(29)</b>	<b>197</b>	<b>309</b>	<b>211</b>	<b>803</b>	<b>718</b>
ECL	(9)	(37)	(61)	26	(5)	(70)	(39)
Costs	(151)	31	(160)	(163)	(170)	(459)	(492)
<b>PBT</b>	<b>87</b>	<b>(35)</b>	<b>(23)</b>	<b>173</b>	<b>37</b>	<b>274</b>	<b>186</b>

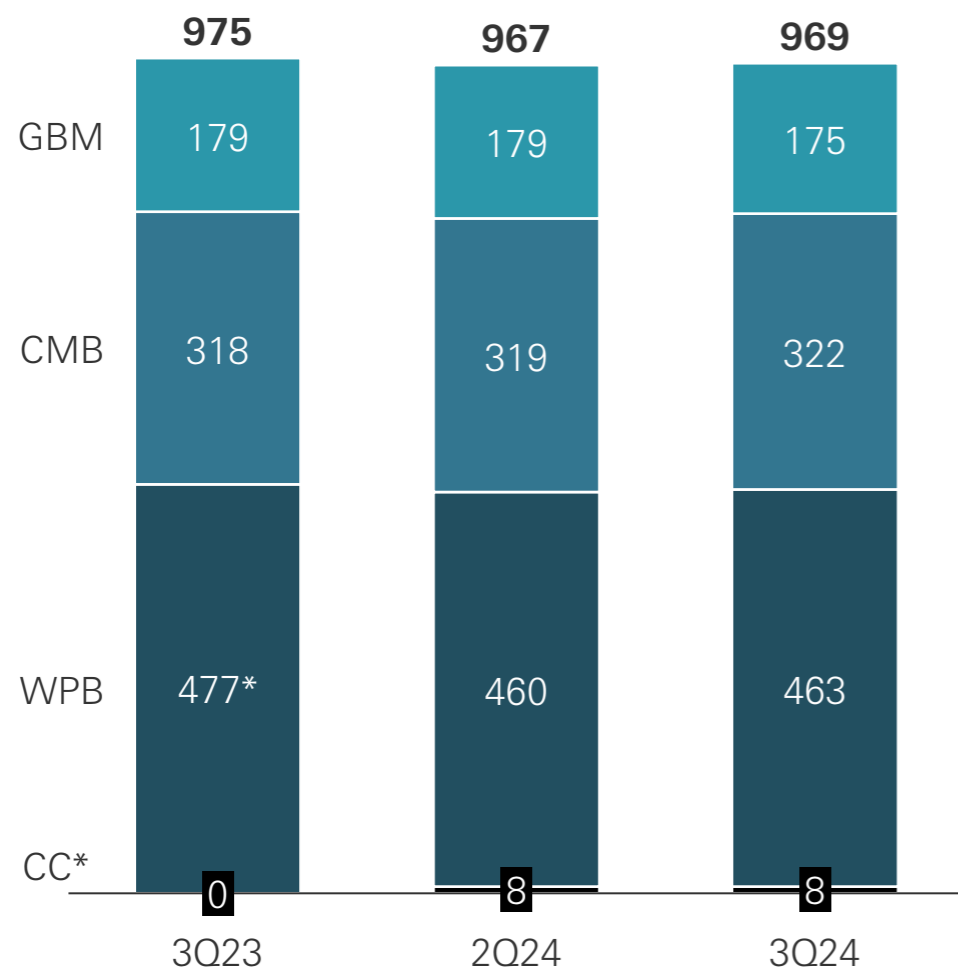
Constant currency, \$m	3Q23	4Q23	1Q24	2Q24	3Q24	9M23	9M24
NII	(34)	(562)	431	406	264	42	1,186
Non-NII	(13)	102	(257)	(117)	(52)	(28)	(468)
<b>Revenue</b>	<b>(48)</b>	<b>(460)</b>	<b>174</b>	<b>290</b>	<b>211</b>	<b>15</b>	<b>718</b>
ECL	10	41	(54)	25	(5)	2	(39)
Costs	23	263	(141)	(152)	(170)	(11)	(492)
<b>PBT</b>	<b>(14)</b>	<b>(157)</b>	<b>(20)</b>	<b>162</b>	<b>37</b>	<b>6</b>	<b>186</b>

The impairment loss on classification of the business to held-for-sale is booked at a Group level, and impacts related to this are not reflected in these numbers (see slide 23)

- ◆ Announced agreement to sell the business on 9 April 2024
- ◆ In 9M24, recognised a \$(1.2)bn impairment loss following the classification of the business to held-for-sale
- ◆ Expect to close the deal during 4Q24
- ◆ At closing, cumulative FX and other reserve losses will recycle to the income statement (total of \$(5.1)bn as at 30 Sep 2024). These have already been recognised in capital and are expected to have no incremental impact on CET1 or TNAV
- ◆ The transaction will be treated as a material notable item and excluded from the dividend payout calculation
- ◆ Expect a reduction in Group RWAs of c.\$(8)bn on closing<sup>1</sup>
- ◆ Between signing and closing, the loss on sale will vary by changes in the NAV of the disposed business and associated hyperinflation and foreign currency translation, and the fair value of consideration including price adjustments and migration costs

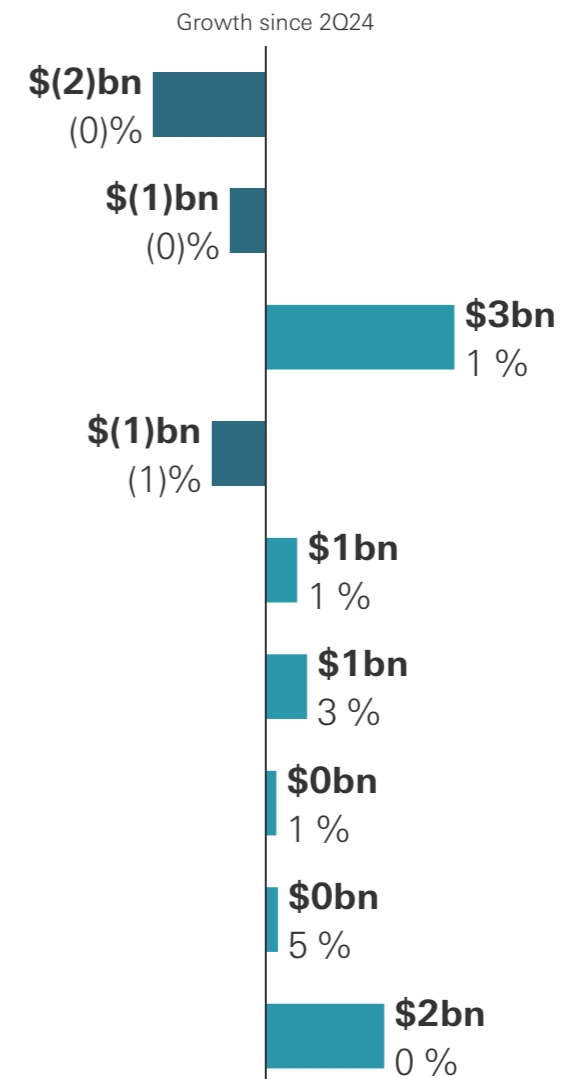
# Balance sheet – customer lending

## Balances by global business, \$bn



## Balances by entity

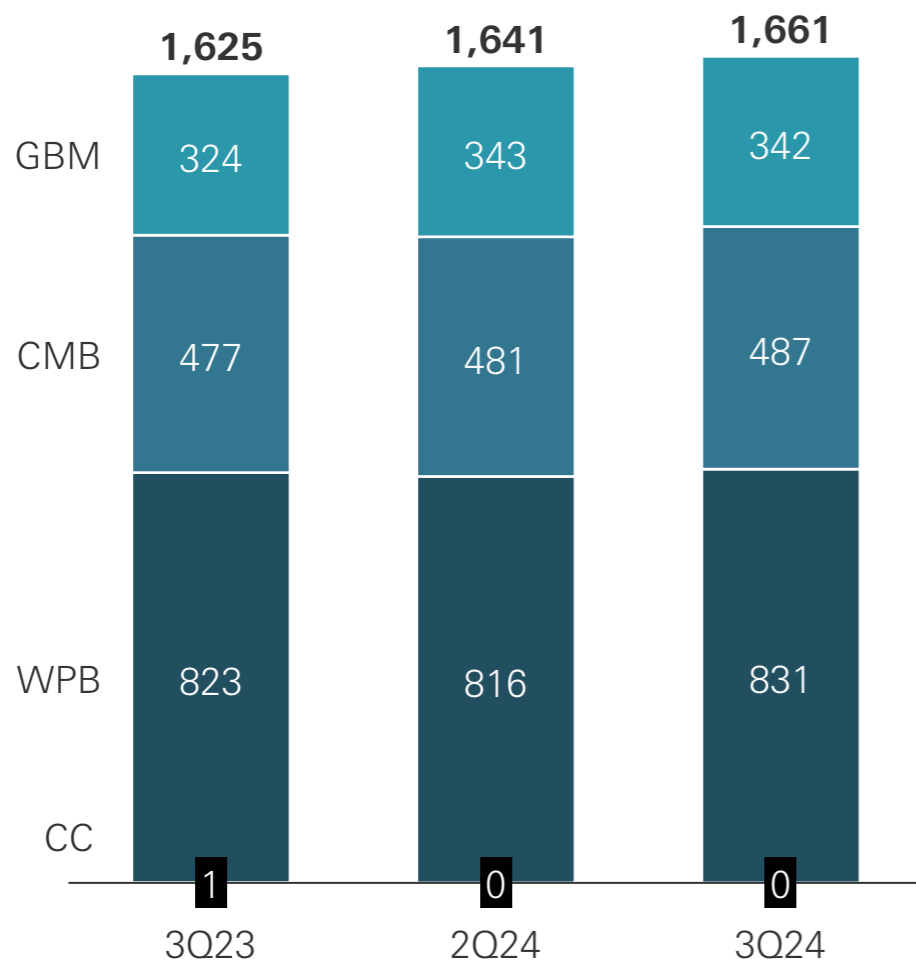
Asia (HBAP)	\$461bn
<i>o/w: Hong Kong</i>	\$276bn
UK RFB (HBUK)	\$289bn
HSBC Bank plc (HBEU)	\$112bn
US (HNAH)	\$56bn
Mexico (HBMX)	\$24bn
HSBC Middle East (HBME)	\$21bn
Other	\$5bn
<b>Total</b>	<b>\$969bn</b>



\* WPB in 3Q23 included c.\$25bn from France retail customers; \$8bn has been transferred to Corporate Centre and the remainder has been sold

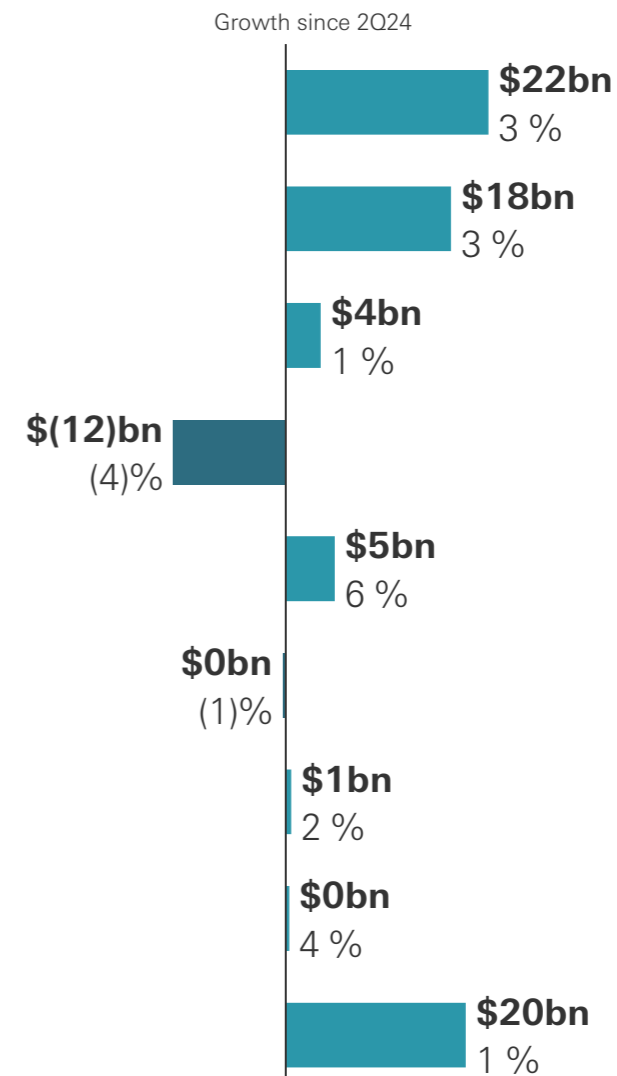
# Balance sheet – customer accounts

## Balances by global business, \$bn



## Balances by entity

Asia (HBAP)	\$836bn
<i>o/w: Hong Kong</i>	\$565bn
UK RFB (HBUK)	\$358bn
HSBC Bank plc (HBEU)	\$299bn
US (HNAH)	\$98bn
Mexico (HBMX)	\$27bn
HSBC Middle East (HBME)	\$34bn
Other	\$10bn
<b>Total</b>	<b>\$1,661bn</b>



## 3Q24 vs. 2Q24 equity drivers

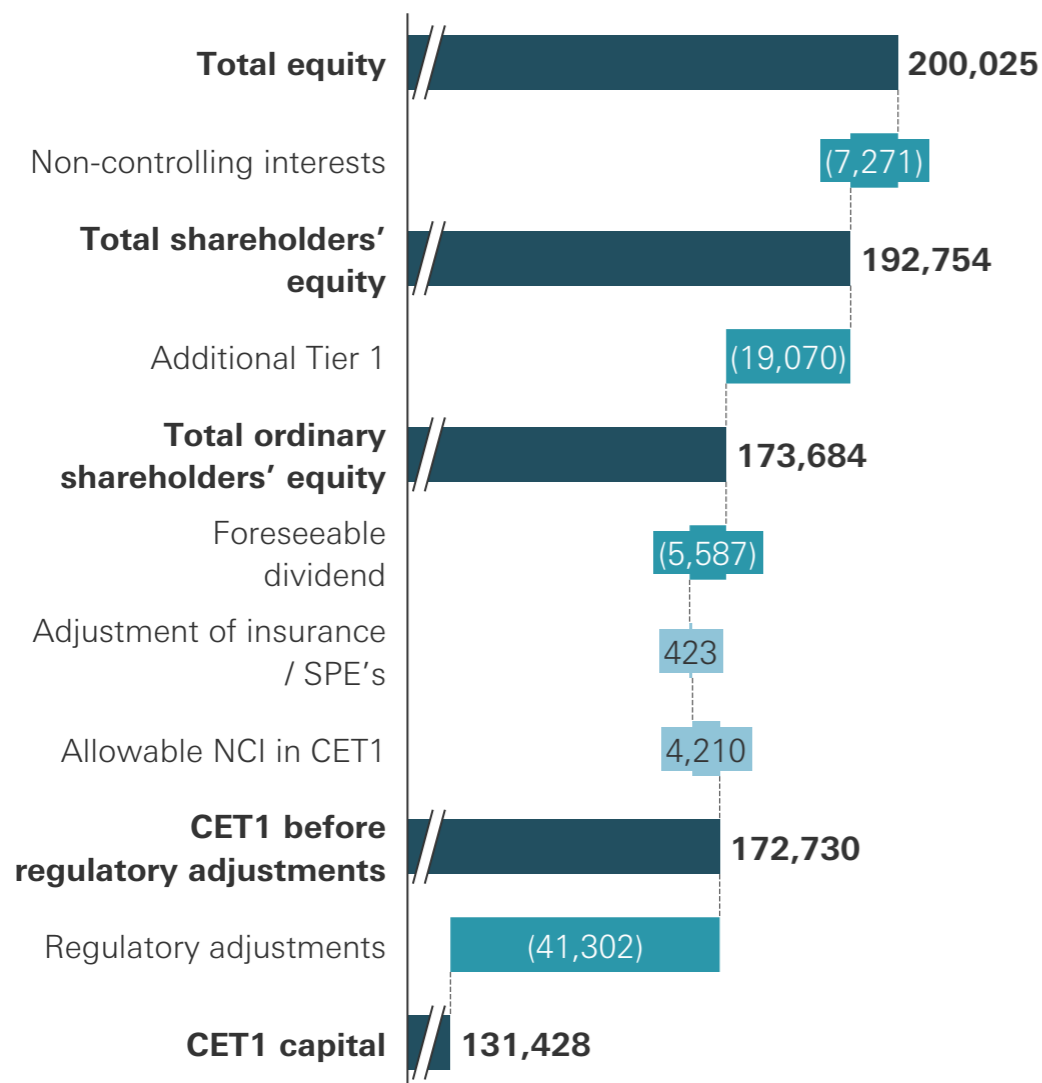
Reported FX basis	Shareholders' equity, \$bn	Tangible equity, \$bn	TNAV per share, \$	Basic number of ordinary shares, millions
<b>At 30 June 2024</b>	<b>183.3</b>	<b>153.1</b>	<b>8.35</b>	<b>18,330</b>
<b>Profit attributable to:</b>	6.5	6.6	0.36	—
<i>Ordinary shareholders<sup>1</sup></i>	6.1	6.6	0.36	—
<i>Other equity holders</i>	0.4	—	—	—
Dividends	(2.2)	(1.9)	(0.10)	—
<i>On ordinary shares</i>	(1.9)	(1.9)	(0.10)	—
<i>On other equity instruments</i>	(0.4)	-	—	—
FX <sup>1</sup>	4.2	4.0	0.22	—
Impacts of hyperinflation	0.2	0.2	0.01	—
Issuance/Redemption of securities	0.2	—	—	—
Cancellation of shares/buybacks	(3.0)	(3.0)	(0.01)	(342)
Actuarial gains/(losses) on defined benefit plans	0.0	0.0	—	—
Cash flow hedge reserves	1.6	1.6	0.09	—
Fair value movements through 'Other Comprehensive Income'	1.6	1.6	0.09	—
<i>Of which: changes in fair value arising from changes in own credit risk</i>	(0.1)	(0.1)	—	—
<i>Of which: Debt and Equity instruments at fair value through OCI</i>	1.7	1.7	0.09	—
Other <sup>1</sup>	0.4	(0.3)	(0.01)	(6)
<b>At 30 September 2024</b>	<b>192.8</b>	<b>161.9</b>	<b>9.00</b>	<b>17,982</b>

◆ Average basic number of shares outstanding during 3Q24: 18,151m

◆ Cancellation of shares/buybacks: the movement in tangible equity reflects the \$3bn buyback announced at 2Q24 results. (342)m shares reflects shares **cancelled** during 3Q24 (134m / 208m from the \$3bn buybacks announced at 1Q24 / 2Q24 respectively). The reduction in shares does not include 137m shares repurchased in connection with the 2Q24 buyback which were not cancelled by 30 September 2024. These will be reflected in 4Q24

# Total shareholders' equity to CET1 capital

## 3Q24 total equity to CET1 capital (reported FX), \$m



## Total equity to CET1 capital walk (reported FX), \$m

	1Q24	2Q24	3Q24
<b>Total equity (per balance sheet)</b>	<b>198,377</b>	<b>190,414</b>	<b>200,025</b>
Non-controlling interests	(7,191)	(7,121)	(7,271)
<b>Total shareholders' equity</b>	<b>191,186</b>	<b>183,293</b>	<b>192,754</b>
Additional Tier 1	(17,719)	(18,825)	(19,070)
<b>Total ordinary shareholders' equity ('NAV')</b>	<b>173,467</b>	<b>164,468</b>	<b>173,684</b>
Foreseeable dividend	(13,129)	(4,495)	(5,587)
Adjustment for insurance / SPE's	400	424	423
Allowable NCI in CET1	3,972	4,148	4,210
<b>CET1 before regulatory adjustments</b>	<b>164,710</b>	<b>164,545</b>	<b>172,730</b>
Prudential valuation adjustment	(1,108)	(1,147)	(1,196)
Intangible assets	(12,869)	(12,748)	(13,160)
Deferred tax asset deduction	(4,060)	(3,902)	(3,638)
Cash flow hedge adjustment	1,577	1,659	204
Excess of expected loss	(2,646)	(3,050)	(3,029)
Own credit spread	1,410	1,130	1,177
Defined benefit pension fund assets	(5,797)	(5,905)	(6,366)
Direct and indirect holdings of CET1 instruments	(40)	(40)	(40)
Other regulatory adjustments to CET1 capital	(21)	(14)	(13)
Threshold deductions	(14,884)	(15,235)	(15,241)
<b>Regulatory adjustments</b>	<b>(38,438)</b>	<b>(39,252)</b>	<b>(41,302)</b>
<b>CET1 capital</b>	<b>126,272</b>	<b>125,293</b>	<b>131,428</b>

# Wealth and Personal Banking

\$m	3Q23	2Q24	3Q24	vs. 3Q23		
				\$	%	<i>o/w: strategic transactions</i>
Wealth	1,882	2,161	2,360	478	25%	(72)
Personal Banking	5,201	4,822	4,870	(331)	(6)%	(238)
Other	(499)	179	181	680	>100%	27
<i>of which: notable items</i>	(256)	2	—	256	>100%	—
<b>Revenue</b>	<b>6,584</b>	<b>7,162</b>	<b>7,411</b>	<b>827</b>	<b>13%</b>	<b>(283)</b>
ECL	(208)	(154)	(450)	(242)	>(100)%	6
Costs	(3,609)	(3,719)	(3,750)	(141)	(4)%	212
<b>PBT</b>	<b>2,778</b>	<b>3,304</b>	<b>3,226</b>	<b>448</b>	<b>16%</b>	<b>(65)</b>
vs. 2Q24						
Customer lending, \$bn	477	460	463	3	1%	—
Customer accounts, \$bn	823	816	831	15	2%	—
RWAs, \$bn ▶	184	183	192	9	5%	n/d
Wealth balances*, \$bn ▶	1,649	1,801	1,902	100	6%	n/d
<i>o/w: invested assets, \$bn ▶</i>	1,122	1,271	1,348	77	6%	n/d
			9M23	9M24	vs. 9M23	
RoTE (annualised), % <sup>‡</sup> ▶			37.3%	30.4%	(6.9)ppts	

## Revenue 3Q24 vs. 3Q23

**Revenue** up \$0.8bn, including \$(0.3)bn impacts from strategic transactions. Excluding these, up \$1.1bn / 18%

**Wealth** +\$0.5bn, including \$(0.1)bn impacts from strategic transactions. Excluding these, up 30%, with double-digit growth in Insurance (higher CSM earnings given continued growth in the CSM balance), Private Banking (strong brokerage and trading performance in Asia), Asset Management (higher AUM due to inflows and positive market movements) and Investment Distribution (higher sales of mutual funds and structured products)

**Personal Banking** down \$(0.3)bn, including \$(0.2)bn impacts from strategic transactions. Excluding these down \$(0.1)bn / (2)% mainly due to margin compression, partly offset by balance sheet growth and double-digit growth in non-NII

**Other** primarily: \$0.4bn higher Markets Treasury allocations and \$0.1bn due to the non-repeat of the 3Q23 loss on sale of New Zealand

## Balances 3Q24 vs. 2Q24

**Loans** +\$3bn / 1%, including +\$2bn mortgages (UK +\$1bn, US +\$1bn), +\$1bn Private Banking in CIOM

**Deposits** +\$15bn / 2%, including +\$16bn Hong Kong (primarily term deposits, including short-term movements between Wealth products and deposits), +\$2bn UK +\$1bn mainland China, \$(3)bn held for sale classification of our Private Bank in Germany

**Invested assets** +\$77bn / 6%, including a \$(28)bn reduction from held for sale classification of Private Bank in Germany. Excluding this, +\$105bn / 8% driven by +\$26bn NNIA and +\$79bn market and FX impacts

\* 3Q24 Wealth Balances include the impact of \$(31)bn from the classification of our Private Bank in Germany to held-for-sale.

‡ 9M23 RoTE included a 6.6ppt favourable impact from the reversal of the impairment losses relating to the planned sale of our retail banking operations in France

# Commercial Banking

\$m	3Q23	2Q24	3Q24	vs. 3Q23		
				\$	%	<i>o/w: strategic transactions</i>
Global Payments Solutions	3,131	2,961	2,946	(185)	(6)%	(83)
Credit & Lending	1,311	1,282	1,306	(5)	(0)%	(117)
Global Trade Solutions	505	475	509	4	1%	(13)
Markets products, Insurance and Investments and Other	345	688	627	282	82%	(98)
<i>of which: notable items</i>	(104)	—	—	104	100%	—
<b>Revenue</b>	<b>5,292</b>	<b>5,406</b>	<b>5,388</b>	<b>96</b>	<b>2%</b>	<b>(311)</b>
ECL	(662)	(197)	(468)	194	29%	14
Costs	(1,833)	(1,999)	(1,919)	(86)	(5)%	88
<b>PBT</b>	<b>2,797</b>	<b>3,210</b>	<b>3,001</b>	<b>204</b>	<b>7%</b>	<b>(209)</b>
				vs. 2Q24		
Customer lending, \$bn	318	319	322	3	1%	—
Customer accounts, \$bn	477	481	487	6	1%	—
RWAs, \$bn ▶	343	336	349	13	4%	n/d
				9M23	9M24	vs. 9M23
RoTE (annualised), %* ▶				25.8	21.1	(4.7)ppts

## Revenue 3Q24 vs. 3Q23

**Revenue** up 2%. Excluding the impact of strategic transactions revenue up \$0.4bn / 8%, driven by transaction banking fees, an increase in Markets Treasury income and currency volatility in Argentina. At a product level and excluding strategic transactions:

- ◆ **GPS** down, notably in Hong Kong and Europe reflecting lower margins due to lower rates offset by repricing actions. This was partly mitigated by fee growth driven by higher payment volumes
- ◆ **C&L** up in the UK and Europe, partly offset by lower balances in Hong Kong
- ◆ **GTS** up, driven by higher fee income across most regions
- ◆ **Other** income up, due to higher Markets Treasury allocations, lower interest on debt held by the Group holding company, currency volatility in Argentina and higher GBM collaboration revenues

## Balances 3Q24 vs. 2Q24

- ◆ **Loans** up \$3bn / 1% vs. 2Q24, with higher lending in our IVB franchise along with growth in the UK, Middle East, Australia, Mexico, Singapore and India. Hong Kong broadly stable
- ◆ **Deposits** up \$6bn / 1% vs. 2Q24, growth notably in Hong Kong and mainland China along with our IVB business

\* 9M23 RoTE included a 4.3ppt favourable impact from the gain on the acquisition of SVB UK



# Global Banking and Markets

\$m	3Q23	2024	3Q24	vs. 3Q23		
				\$	%	<i>o/w: strategic transactions</i>
Securities Services	605	578	564	(41)	(7)%	—
Global Debt Markets	159	234	259	100	63%	(5)
Global FX	909	1,002	1,060	151	17%	(13)
Equities	169	191	272	103	61%	(1)
Securities Financing	304	369	316	12	4%	(2)
XVAs	(12)	18	(23)	(11)	(92)%	—
<b>Markets and Securities Services</b>	<b>2,134</b>	<b>2,392</b>	<b>2,448</b>	<b>314</b>	<b>15%</b>	<b>(20)</b>
Global Trade Solutions	162	172	175	13	8%	(4)
Global Payments Solutions	1,114	1,095	1,118	4	0%	(24)
Credit & Lending	508	440	466	(42)	(8)%	(5)
Investment Banking	256	268	275	19	7%	(2)
Other	104	157	137	33	32%	(8)
<b>Banking</b>	<b>2,144</b>	<b>2,132</b>	<b>2,171</b>	<b>27</b>	<b>1%</b>	<b>(43)</b>
GBM Other	(445)	(191)	(207)	238	53%	9
<b>Revenue</b>	<b>3,833</b>	<b>4,333</b>	<b>4,412</b>	<b>579</b>	<b>15%</b>	<b>(54)</b>
<i>of which: notable items</i>	(137)	(14)	—	137	>100%	—
ECL	(168)	25	(47)	121	72%	(1)
Costs	(2,404)	(2,554)	(2,516)	(112)	(5)%	23
<b>PBT</b>	<b>1,261</b>	<b>1,804</b>	<b>1,849</b>	<b>588</b>	<b>47%</b>	<b>(32)</b>
vs. 2024						
Customer lending, \$bn	179	179	175	(4)	(2)%	—
Customer accounts, \$bn	324	343	342	(1)	(0)%	—
RWAs, \$bn ▶	221	225	232	7	3%	n/d
Assets under custody, \$tn <sup>1</sup> ▶	9.1	10.1	11.0	0.9	9%	n/d
Gross Investment Banking revenue, \$m	379	442	423	(19)	(4)%	n/d
vs. 9M23						
RoTE (annualised), % ▶	12.9	13.8	0.9ppts			

## Revenue 3Q24 vs. 3Q23

**Revenue \$4.4bn**, up \$0.6bn, 15%:

- ◆ Client driven transactions remain elevated, supporting strong Global FX performance
- ◆ Equities up due to increased client flow from Asia wealth products and supported by market conditions
- ◆ Global Debt Markets up benefitting from strong primary issuance driving client flow across developed and emerging markets, as well as higher revenue from secondary trading
- ◆ Investment Banking up due to increased DCM volumes, partly offset by comparatively strong prior year in Leveraged Finance
- ◆ Credit & Lending down as clients repaid borrowings with attractive Capital Markets financing
- ◆ Securities Services negatively impacted due to divestments within our fund administration business
- ◆ GBM Other includes higher Markets Treasury allocations

## Balances 3Q24 vs. 2024

- ◆ **Loans** down due to repayments and loans maturing as credit demand remains low
- ◆ **Deposits** stable, as the reversal of a large short-term deposit inflow from a single client in HSBC Bank plc was offset by higher operational deposits primarily in Asia

# Corporate Centre

\$m	3Q23	2Q24	3Q24	vs. 3Q23		
				\$	%	<i>o/w strategic transactions</i>
Central Treasury	17	(35)	68	51	> 100%	—
Legacy Credit	8	4	9	1	13%	—
Other	153	(214)	(290)	(443)	> (100)%	(159)
<i>of which: gain on disposal of our banking business in Canada and associated hedges</i>	214	6	—	(214)	(100)%	(214)
<i>of which: impairment on planned sale of operations in Argentina</i>	—	(54)	40	40	—	40
<b>Revenue</b>	<b>178</b>	<b>(245)</b>	<b>(213)</b>	<b>(391)</b>	<b>&gt; (100)%</b>	<b>(159)</b>
ECL	—	—	(21)	(21)	—	—
Costs	23	58	42	19	83%	13
<b>Associates</b>	<b>587</b>	<b>848</b>	<b>592</b>	<b>5</b>	<b>1%</b>	—
<i>of which: BoCom</i>	475	664	446	(29)	(6)%	—
<i>of which: Saudi Awwal Bank</i>	118	171	147	29	24%	—
<b>PBT</b>	<b>788</b>	<b>661</b>	<b>400</b>	<b>(388)</b>	<b>(49)%</b>	<b>(145)</b>
<i>Memo: revenue notable items</i>	234	(152)	(211)	(445)	> (100)%	—
RWAs, \$bn ▶	92	92	91	(1)	(1)%	n/d
Markets treasury revenue allocated to Global Businesses, \$m*	(546)	401	313	859	>100%	n/d
				<b>9M23</b>	<b>9M24</b>	<b>vs. 9M23</b>
RoTE (annualised), % ▶				7.3%	14.4%	7.1ppts

## Revenue 3Q24 vs. 3Q23

**Revenue** down by \$(0.4)bn, primarily reflecting:

- ◆ \$(0.3)bn loss on the early redemption of legacy securities
- ◆ \$(0.2)bn non-recurrence of 3Q23 fair value gains on the hedging of the proceeds from the sale of our banking business in Canada
- ◆ \$(0.1)bn due to the transfer of the retained France retail portfolio from WPB
- ◆ \$0.2bn due to favorable fair value movements on FX hedges and the reduction in the impairment related to the planned sale of our business in Argentina and the non-recurrence of losses on the sale of Oman

## RWAs 3Q24 vs. 2Q24

**RWAs** broadly stable as reductions associated with modelling enhancements related to financial institutions were offset by an increase in associate RWAs

\* 3Q23 included \$(0.6)bn of Treasury disposal losses. Markets treasury revenue is not included in Corporate Centre revenue and is allocated to the Global Businesses

# Glossary

AIEA	Average interest earning assets	EPS	Earnings per share
AT1	Additional Tier 1	FVOCI	Fair value through other comprehensive income
Banking NII	Banking net interest income is an alternative performance measure, and is defined as Group net interest income after deducting: (1) the internal cost to fund trading and fair value net assets for which associated revenue is reported in 'Net income from financial instruments held for trading or managed on a fair value basis', also referred to as 'trading and fair value income'. These funding costs reflect proxy overnight or term interest rates as applied by internal funds transfer pricing; (2) the funding cost of foreign exchange swaps in Markets Treasury, where an offsetting income or loss is recorded in trading and fair value income. These instruments are used to manage foreign currency deployment and funding in our entities; (3) third-party net interest income in our insurance business	GBM	Global Banking and Markets, a global business
BoCom	Bank of Communications Co. Limited, an associate of HSBC	GFX	Global Foreign Exchange
Bps	Basis points. One basis point is equal to one-hundredth of a percentage point	GPS	Global Payments Solutions
CASA	Current accounts and savings accounts	Group	HSBC Holdings plc and its subsidiary undertakings
Central costs of funding trading income	Associated with funding net income from financial instruments held for trading or managed on a fair value basis which results in an interest expense to Group NII which is fully offset by non-NII reported in Corporate Centre	GTS	Global Trade Solutions (renamed from Global Trade and Receivables Finance in 2Q24)
CET1	Common Equity Tier 1	IFRS	International Financial Reporting Standard
CMB	Commercial Banking, a global business	Markets Treasury	Execution arm of HSBC's Treasury function, responsible for cash and liquidity management, funding, and management of structural interest rate risk of the Group
Corporate Centre (CC)	Corporate Centre comprises Central Treasury, our legacy businesses, interests in our associates and joint ventures and central stewardship costs	NAV	Net asset value
CRE	Commercial Real Estate	NB CSM / New Business CSM	Insurance manufacturing new business contractual service margin
CSM	Contractual Service Margin, a component of the carrying amount of a group of insurance contract assets or liabilities which represents the unearned profit which the Group will recognise as it provides insurance contract services under the insurance contracts in the Group	NII	Net interest income
DPS	Dividend per share	NIM	Net interest margin
ECL	Expected credit losses. In the income statement, ECL is recorded as a change in expected credit losses and other credit impairment charges. In the balance sheet, ECL is recorded as an allowance for financial instruments to which only the impairment requirements in IFRS 9 are applied	NNIA	Net new invested assets
		NPS	Net promoter score
		PAOS	Profit attributable to ordinary shareholders
		PBT	Profit before tax
		Ppt	Percentage points
		RoTE	Return on average tangible equity
		RWA	Risk-weighted asset
		SPE	Special purpose entity
		SVB UK	Silicon Valley Bank UK Limited, now HSBC Innovation Bank Limited
		TMD	Time deposit
		TNAV	Tangible net asset value
		UK RFB / RFB	HSBC UK, the UK ring-fenced bank, established July 2018 as part of ring fenced bank legislation
		Wholesale Transaction Banking	Comprises the following products in our CMB and GBM businesses: Global Trade and Receivables Finance, Global Payments Solutions, Global Foreign Exchange and Securities Services

# Footnotes

## Slide 3: 3Q24 summary

1. Charge as a percentage of average gross loans, including held-for-sale balances
2. On a target basis, which excludes the direct cost impact of our disposals in France and Canada from the 2023 baseline. It is measured on a constant currency basis and excludes notable items and the impact of retranslating the prior year results of hyperinflationary economies at constant currency, which we consider to be outside of our control. Our ~(-5)% cost growth guidance reflects our current business plan for 2024

## Slide 6: Banking NII

1. Based on our current forecasts using market implied interest rates as of mid-October 2024. This guidance remains dependent on the path of interest rates globally. We do not reconcile our Banking NII guidance to its equivalent reported measure

## Slide 7: Fee and other income: Wholesale Transaction Banking and Wealth

1. Includes (i) GFX in GBM management view of income; (ii) GFX from cross sale of FX products to CMB clients, included within 'CMB Markets products, Insurance and Investments and Other'. GFX includes our emerging markets business
2. Source: HKMA, August 2024 vs. August 2023

## Slide 8: Credit performance

1. Charge as a percentage of average gross loans, including held-for-sale balances

## Slide 9: Costs

1. On a target basis, which excludes the direct cost impact of our disposals in France and Canada from the 2023 baseline. It is measured on a constant currency basis and excludes notable items and the impact of retranslating the prior year results of hyperinflationary economies at constant currency, which we consider to be outside of our control. Our ~(-5)% cost growth guidance reflects our current business plan for 2024

## Slide 11: Capital and distributions

1. Includes Additional Tier 1 coupons paid
2. Including the impact of threshold deductions

## Slide 12: Outlook

1. Based on our current forecasts using market implied interest rates as of mid-October 2024. This guidance remains dependent on the path of interest rates globally. We do not reconcile our Banking NII guidance to its equivalent reported measure
2. Charge as a percentage of average gross loans, including held-for-sale balances. The medium term is defined as 3-4 years from 1 January 2024
3. On a target basis, which excludes the direct cost impact of our disposals in France and Canada from the 2023 baseline. It is measured on a constant currency basis and excludes notable items and the impact of retranslating the prior year results of hyperinflationary economies at constant currency, which we consider to be outside of our control. Our ~(-5)% cost growth guidance reflects our current business plan for 2024

4. The medium term is defined as 3-4 years from 1 January 2024 and the long term is defined as 5-6 years from 1 January 2024

## Slide 14: Guidance summary

1. The medium term is defined as 3-4 years from 1 January 2024 and the long term is defined as 5-6 years from 1 January 2024
2. Target basis excludes the direct cost impact of our disposals in France and Canada from the 2023 baseline. It is measured on a constant currency basis and excludes notable items and the impact of retranslating the prior year results of hyperinflationary economies at constant currency, which we consider to be outside of our control. Our ~(-5)% cost growth guidance reflects our current business plan for 2024

## Slide 16: Banking NII

1. Funding is used to fund assets that generate trading and fair value income, primarily relating to GBM
2. 4Q23 included: (i) \$(0.5)bn of Argentina hyperinflation accounting; (ii) the reclassification of \$(0.3)bn of cash flow hedge revenue between NII and non-NII, of which \$(0.2)bn related to 9M23. (Argentina NII was \$0.0bn in 4Q23 / \$1.0bn in FY23, including the impact of hyperinflation adjustments of \$(0.5)bn in 4Q23 / \$(0.5)bn in FY23)

## Slide 17: Net interest margin

1. Based on HK deposit balance of c.\$560bn and the c.3.3ppts difference between the average rates paid on time deposits and CASA as at 30 September 2024. Actual NII impact of migration will depend on rates paid and market conditions

## Slide 18: Wholesale Transaction Banking and Wealth

1. Includes (i) GFX in GBM management view of income; (ii) GFX from cross sale of FX products to CMB clients, included within 'CMB Markets products, Insurance and Investments and Other'. GFX includes our emerging markets business
2. Loans to customers and banks, not including balances in held-for-sale
3. Relates to: (i) Securities Services; (ii) Issuer Services (included in Investment Banking)

## Slide 24: Reconciliations

1. We consider the monthly impacts of distorting income statement results when calculating the impact of strategic transactions

## Slide 25: Argentina

1. RWAs excluding Operational Risk RWAs, as at 30 September 2024

## Slide 28: 3Q24 vs. 2Q24 equity drivers

1. Differences between shareholders' equity and tangible equity drivers primarily reflect goodwill and other intangible impairment and amortisation expense within 'Profit Attributable to Ordinary shareholders', FX on goodwill and intangibles within 'FX', and intangible additions and other movements within 'Other'

# Disclaimer

## Important notice

The information, statements and opinions set out in this presentation and accompanying discussion (this “Presentation”) are for informational and reference purposes only and do not constitute a public offer for the purposes of any applicable law or an offer to sell or solicitation of any offer to purchase any securities or other financial instruments or any advice or recommendation in respect of such securities or other financial instruments.

This Presentation, which does not purport to be comprehensive nor render any form of legal, tax, investment, accounting, financial or other advice, has been provided by HSBC Holdings plc (together with its consolidated subsidiaries, the “Group”) and has not been independently verified by any person. You should consult your own advisers as to legal, tax investment, accounting, financial or other related matters concerning any investment in any securities. No responsibility, liability or obligation (whether in tort, contract or otherwise) is accepted by the Group or any member of the Group or any of their affiliates or any of its or their officers, employees, agents or advisers (each an “Identified Person”) as to or in relation to this Presentation (including the accuracy, completeness or sufficiency thereof) or any other written or oral information made available or any errors contained therein or omissions therefrom, and any such liability is expressly disclaimed.

No representations or warranties, express or implied, are given by any Identified Person as to, and no reliance should be placed on, the accuracy or completeness of any information contained in this Presentation, any other written or oral information provided in connection therewith or any data which such information generates. No Identified Person undertakes, or is under any obligation, to provide the recipient with access to any additional information, to update, revise or supplement this Presentation or any additional information or to remedy any inaccuracies in or omissions from this Presentation. Past performance is not necessarily indicative of future results. Differences between past performance and actual results may be material and adverse.

## Forward-looking statements

This Presentation may contain projections, estimates, forecasts, targets, commitments, ambitions, opinions, prospects, results, returns and forward-looking statements with respect to the financial condition, results of operations, capital position, ESG related matters, strategy and business of the Group which can be identified by the use of forward-looking terminology such as “may”, “will”, “should”, “expect”, “anticipate”, “project”, “plan”, “estimate”, “seek”, “intend”, “target”, “believe”, “potential” and “reasonably possible” or the negatives thereof or other variations thereon or comparable terminology (together, “forward-looking statements”), including the strategic priorities and any financial, investment and capital targets and any ESG targets, commitments and ambitions described herein. Any such forward-looking statements are not a reliable indicator of future performance, as they may involve significant stated or implied assumptions and subjective judgements which may or may not prove to be correct. There can be no assurance that any of the matters set out in forward-looking statements are attainable, will actually occur or will be realised or are complete or accurate. The assumptions and judgments may prove to be incorrect and involve known and unknown risks, uncertainties, contingencies and other important factors, many of which are outside the control of the Group. Actual achievements, results, performance or other future events or conditions may differ materially from those stated, implied and/or reflected in any forward-looking statements due to a variety of risks, uncertainties and other factors (including without limitation those which are referable to general market or economic conditions, regulatory and government policy changes (including recent policies announced by Chinese regulators), increased volatility in interest rates and inflation levels and other macroeconomic risks, geopolitical tensions such as the Russia-Ukraine war, the Israel-Hamas war and the broader conflict in the Middle East and potential further escalations, specific economic developments, such as the uncertain performance of the commercial real estate sector in mainland China, or as a result of data limitations and changes in applicable methodologies in relation to ESG related matters). Any such forward-looking statements are based on the beliefs, expectations and opinions of the Group at the date the statements are made, and the Group does not assume, and hereby disclaims, any obligation or duty to update, revise or supplement them if circumstances or management’s beliefs, expectations or opinions should change. For these reasons, recipients should not place reliance on, and are cautioned about relying on, any forward-looking statements. No representations or warranties, expressed or implied, are given by or on behalf of the Group as to the achievement or reasonableness of any projections, estimates, forecasts, targets, commitments, ambitions, prospects or returns contained herein.

Additional detailed information concerning important factors, including but not limited to ESG related factors, that could cause actual results to differ materially from this Presentation is available in our Annual Report and Accounts for the fiscal year ended 31 December 2023 filed with the Securities and Exchange Commission (the “SEC”) on Form 20-F on 22 February 2024 (the “2023 Form 20-F”), our 1Q 2024 Earnings Release furnished with the SEC on Form 6-K on 30 April 2024 (the “1Q 2024 Earnings Release”), our Interim Financial Report for the six months ended 30 June 2024 furnished with the SEC on Form 6-K on 31 July 2024 (the “Interim Report 2024”) and our 3Q 2024 Earnings Release, which we expect to furnish with the SEC on Form 6-K on 29 October 2024 (the “3Q 2024 Earnings Release”).

## Alternative Performance Measures

This Presentation contains non-IFRS measures used by management internally that constitute alternative performance measures under European Securities and Markets Authority guidance and non-GAAP financial measures defined in and presented in accordance with SEC rules and regulations (“Alternative Performance Measures”). The primary Alternative Performance Measures we use are presented on a “constant currency” basis which is computed by adjusting comparative period reported results for the effects of foreign currency translation differences, which distort period-on-period comparisons.

Reconciliations between Alternative Performance Measures and the most directly comparable measures under IFRS are provided in our 2023 Form 20-F, 1Q 2024 Earnings Release, Interim Report 2024 and the 3Q 2024 Earnings Release, when furnished with the SEC, each of which is available at [www.hsbc.com](http://www.hsbc.com).

Information in this Presentation was prepared as at 29 October 2024.

