

# HSBC Holdings plc 3Q22 Results

Presentation to Investors and Analysts



# Our purpose, values and ambition support the execution of our strategy

Our purpose

## Opening up a world of opportunity

Our ambition

To be the preferred **international** financial partner for our clients

Our values

**We value difference**

**We succeed together**

**We take responsibility**

**We get it done**

Our strategy

**Focus** on our strengths

**Digitise** at scale

**Energise** for growth

**Transition** to net zero

## 3Q22 highlights

- 1** | Good set of results; reported PBT of \$3.1bn, including \$2.4bn impairment related to the planned disposal of our French retail business; **adjusted PBT of \$6.5bn, up \$1.0bn (18%)** vs. 3Q21
- 2** | Adjusted revenue of \$14.3bn, up \$3.1bn (28%) vs. 3Q21; **strong NII, up \$2.5bn (40%)** vs. 3Q21; **non-NII up \$0.6bn (13%)** vs. 3Q21
- 3** | **3Q22 ECL charge of \$1.1bn** reflects developments in mainland China's CRE market and heightened economic uncertainty and inflation in the UK; Stage 1 and 2 charges of **\$0.6bn**, Stage 3 charges remain low at **\$0.4bn**
- 4** | **Adjusted costs** stable vs. 9M21, **on track to deliver broadly stable costs** in FY22. 3Q22 costs of \$7.3bn up 5% vs. a low 3Q21 base
- 5** | **CET1 ratio<sup>1</sup> of 13.4%** down 0.2ppts vs. 2Q22, including c.0.3ppts impact from planned French retail disposal, **intend to be in target range during 1H23**

## 3Q22 results summary

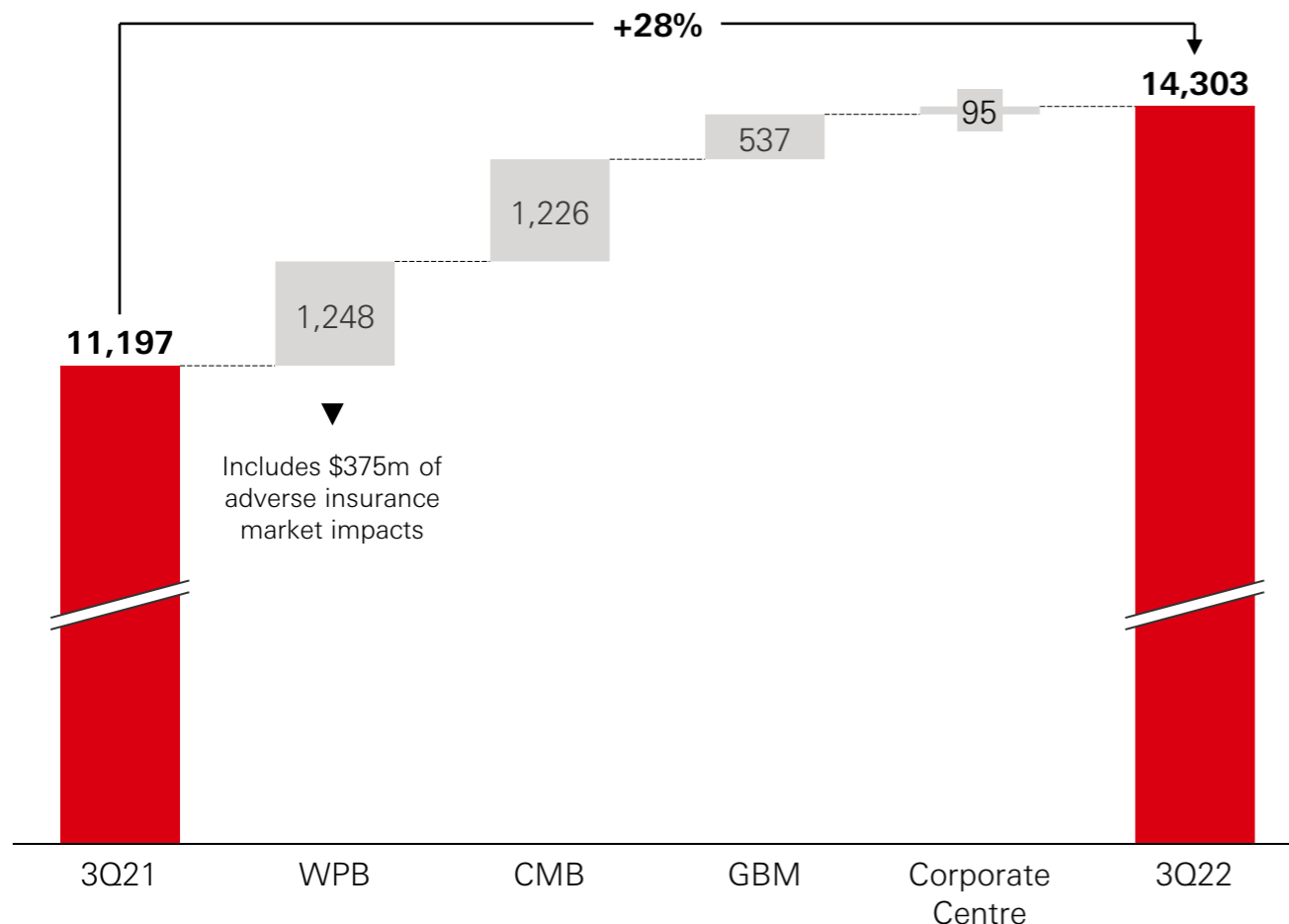
\$m	3Q22	3Q21	Δ
NII	8,564	6,097	▲ 40%
Non-NII	5,739	5,100	▲ 13%
<b>Revenue</b>	<b>14,303</b>	<b>11,197</b>	<b>▲ 28%</b>
ECL	(1,075)	561	▲ >(100)%
Costs	(7,300)	(6,926)	▲ (5)%
Associates	581	676	▼ (14)%
<b>Adjusted PBT</b>	<b>6,509</b>	<b>5,508</b>	<b>▲ 18%</b>
Significant items and FX translation	(3,362)	(105)	▲ >(100)%
<b>Reported PBT</b>	<b>3,147</b>	<b>5,403</b>	<b>▼ (42)%</b>
Reported earnings per share, \$	0.10	0.18	▼ \$(0.08)
Impact of sig items on reported EPS, \$	(0.13)	(0.02)	▲ \$(0.11)
Reported RoTE <sup>2</sup> (YTD, annualised), %	9.2	9.1	▲ 0.1ppts

\$bn	3Q22	2Q22	Δ
Customer loans	968	985	▼ (2)%
Customer deposits	1,567	1,584	▼ (1)%
Reported RWAs	828	852	▼ (3)%
CET1 ratio <sup>1</sup> , %	13.4	13.6	▼ (0.2)ppts
TNAV per share, \$	7.13	7.48	▼ \$(0.35)

- ◆ **Good set of 3Q22 results**, reported PBT of \$3.1bn; **adjusted PBT of \$6.5bn up \$1.0bn (18%) vs. 3Q21**
- ◆ **Revenue of \$14.3bn, up \$3.1bn (28%) vs. 3Q21, strong NII growth, up \$2.5bn (40%) vs. 3Q21** due to higher rates; **non-NII up \$0.6bn (13%) vs. 3Q21**, with lower fees offset by strong trading income
- ◆ **ECL charge of \$1.1bn** vs. a net release of \$0.6bn in 3Q21
- ◆ **Costs of \$7.3bn**, up 5% vs. 3Q21. Increased technology spend, performance-related pay accrual and inflation were partly offset by \$0.6bn of cost saves
- ◆ **Associate income down \$0.1bn (14%)** primarily due to non-repeat of a 3Q21 gain within BGF
- ◆ **Significant items up**, mainly \$2.4bn relating to the re-classification of our French retail operations to held for sale (HFS) and \$0.7bn restructuring and other related costs
- ◆ **Customer lending** down \$18bn (2%) vs. 2Q22 due to \$23bn of French loans moved to HFS. Excl. this impact, **lending up \$5bn (1%)**
- ◆ **Customer deposits** down \$16bn (1%) vs. 2Q22 due to \$21bn of French deposits moved to HFS. Excl. this impact, **deposits up \$5bn (0%)**
- ◆ **CET1 ratio of 13.4%** down 0.2ppts vs. 2Q22, includes negative movements of c.0.3ppts relating to planned French disposal, and 0.1ppts of fair value movements
- ◆ **TNAV** per share of **\$7.13**, down vs. 2Q22 due to negative FX and fair value movements

# Adjusted revenue performance

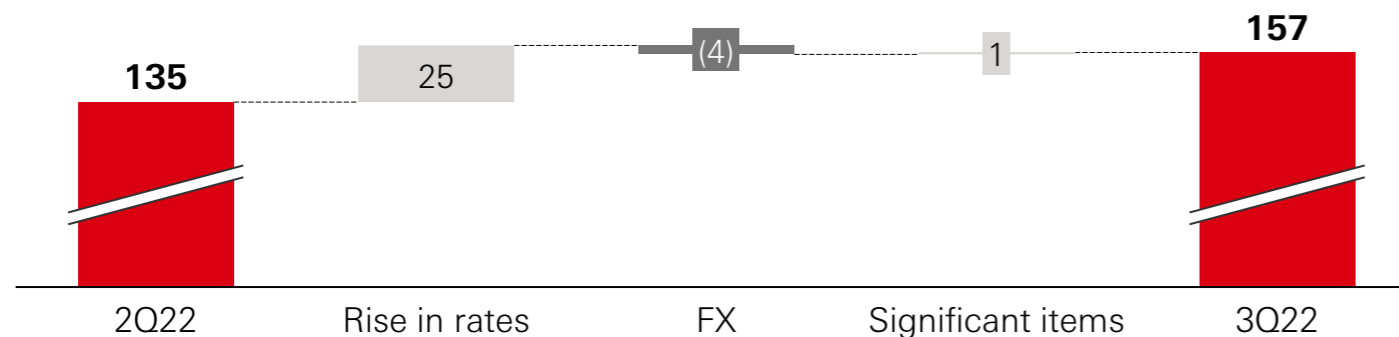
## Revenue by global business, \$m



- ◆ **Global Liquidity and Cash Management (GLCM) was renamed Global Payments Solutions (GPS) during 3Q22**
- ◆ **WPB up \$1.2bn (25%):**
  - ◆ **Personal Banking up \$1.4bn (51%)**, primarily due to higher rates and balance sheet growth
  - ◆ **Wealth down \$0.2bn (9%)**, adverse insurance market impacts of \$0.4bn and lower equity sales from muted market sentiment in Hong Kong more than offset good insurance VNB and higher Private Banking NII; **continued strong franchise build with net new invested assets of \$91bn** since 3Q21
- ◆ **CMB up \$1.2bn (40%)**, primarily GPS (**up \$1.1bn**) from higher rates and balance sheet growth
- ◆ **GBM up \$0.5bn (16%):**
  - ◆ **MSS up \$0.4bn (20%)**, benefitting from market volatility, with a continuing strong FX performance
  - ◆ **Banking up \$0.3bn (18%)**, as lower Capital Markets & Advisory activity was offset by **GPS up \$0.4bn (100%)**, due to higher rates and organic growth

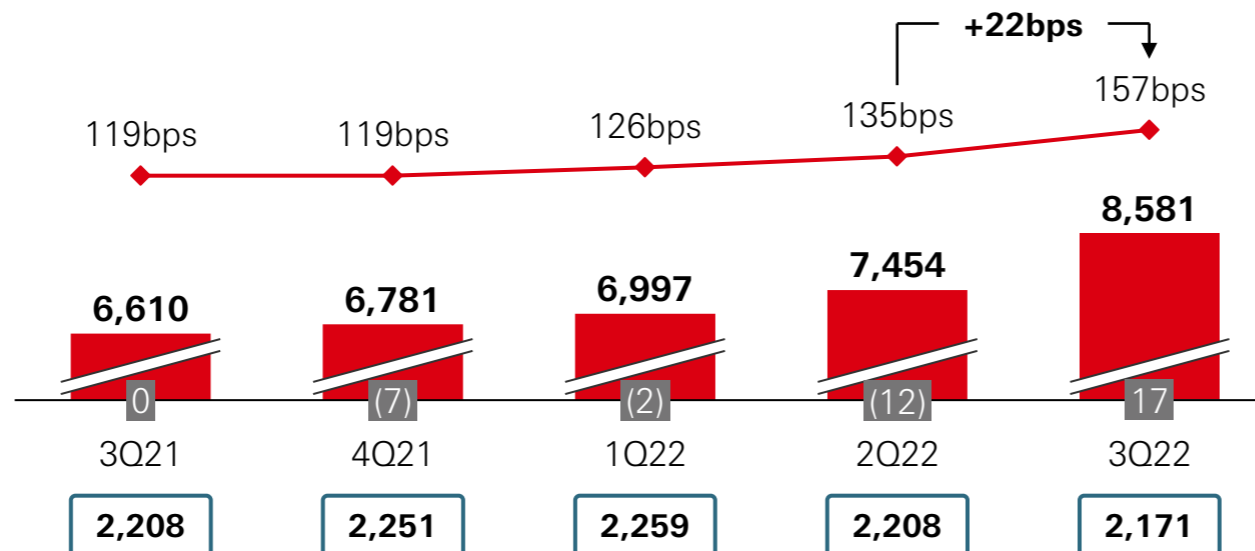
# Net interest income and margin

## Reported NIM progression, bps



## Reported NIM trend

- ◆ Discrete quarterly reported NIM
- Reported NII, \$m
- of which: significant items
- Average interest earning assets (AIEAs), \$bn



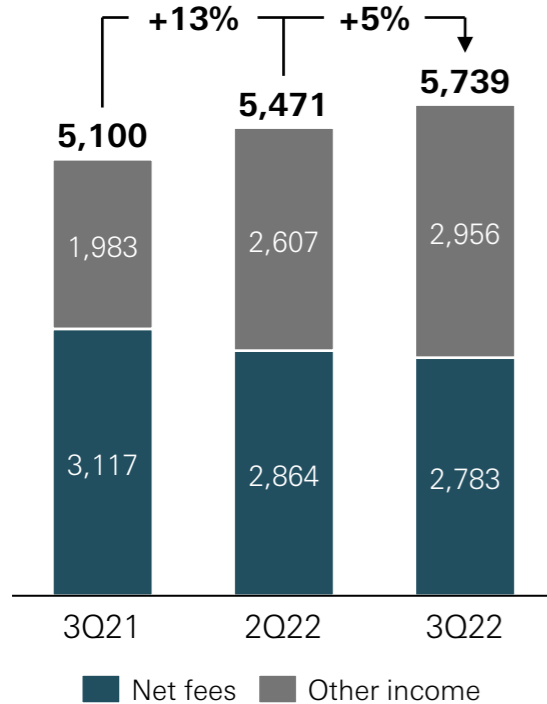
- ◆ **3Q22 reported NII of \$8.6bn was up \$2.0bn (30%)** vs. 3Q21, primarily due to rate rises
- ◆ **3Q22 adjusted NII up \$2.5bn (40%)** vs. 3Q21, and **up \$1.3bn (19%)** vs. 2Q22
- ◆ **3Q22 reported NIM of 1.57%**, up 22bps vs. 2Q22 as asset yield growth more than offset increased liability costs
- ◆ **FY22 NII guidance has been upgraded to c.\$32bn**
- ◆ **Upgrading FY23** overall revenue assumptions (on a constant currency basis):
  - ◆ **Now expect FY23 NII of at least \$36bn<sup>3</sup>** vs. previous guidance of  $\geq$ \$37bn due to FX translation impacts of **\$1.2bn**, primarily sterling weakness\*
  - ◆ FY23 NII guidance assumes increased trading book funding costs (interest expense) of **at least \$1.3bn<sup>4</sup>** vs. 2Q22 guidance, with an **equal and opposite increase** in trading income, both booked in Corporate Centre<sup>4</sup>, due to higher short-term rates in FY23
- ◆ Our NII assumptions for 2023 are cautious at this early stage, given recent volatility in FX and interest rate markets
- ◆ Expect low single-digit percentage lending growth in both FY22 and FY23

\* The \$1.2bn is the difference between June month average FX and September month average FX; FY21 adjusted revenue at reported FX was \$50.1bn, retranslated at September YTD constant currency FX rates: \$46.9bn; FY21 adjusted costs at reported FX were \$32.1bn, retranslated at September YTD constant currency FX rates: \$30.0bn

<sup>4</sup> Trading booking funding costs can be volatile; >\$1.3bn is our current planning assumptions for additional funding costs in FY23 vs. 1H22 guidance

# Non-NII

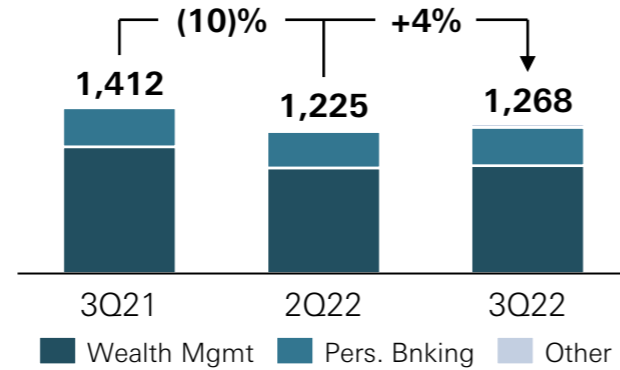
## Group non-NII, \$m



- ◆ Net fees down 11% vs. 3Q21, mainly GBM and Wealth
- ◆ Other income up \$1.0bn (49%) vs. 3Q21, good Markets performance and includes trading book funding adjustments in Corporate Centre recorded as interest expense<sup>4</sup>

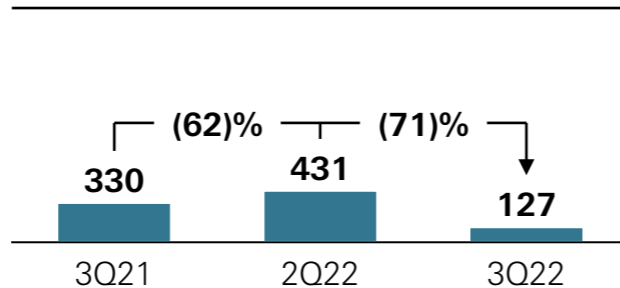
## WPB, \$m

### Net fees



- ◆ Down 10%, lower Wealth in Asia, as muted equity market conditions led to lower investment distribution activity

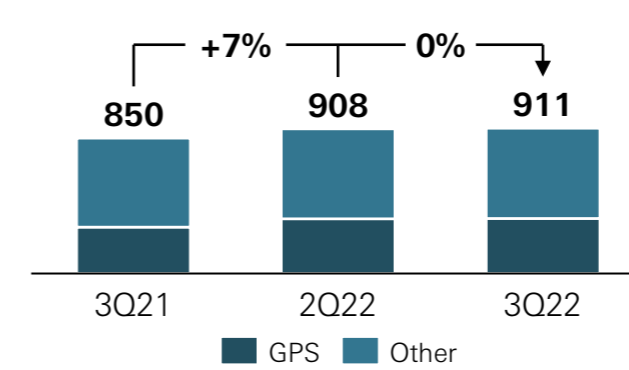
### Other income



- ◆ Down vs. 3Q21 due to insurance manufacturing market impacts; down vs. 2Q22 due to a gain on policyholder funds held on deposit

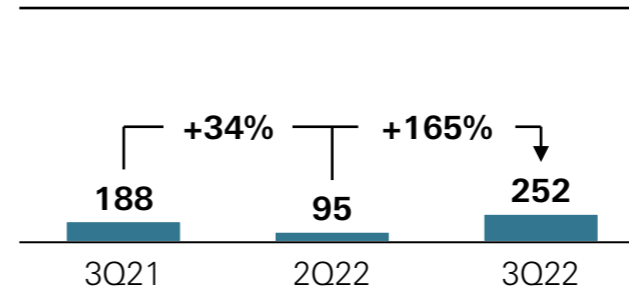
## CMB, \$m

### Net fees



- ◆ Up 7%, growth mainly in GPS (up 18% following repricing initiatives)

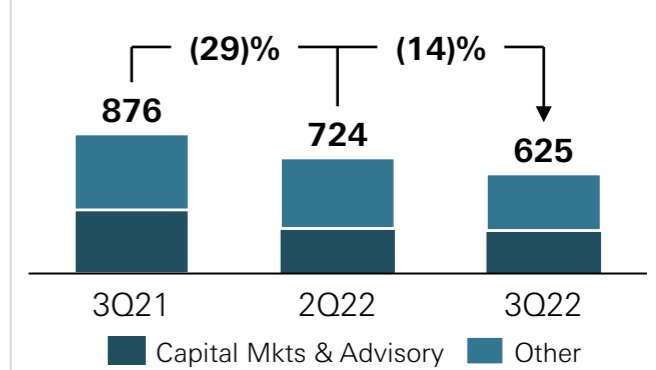
### Other income



- ◆ Up 34%, mainly higher GBM collaboration revenue due to higher FX demand

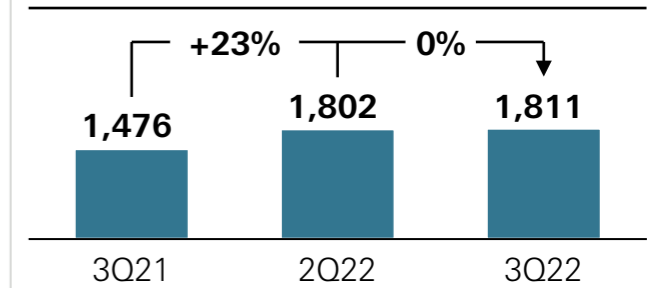
## GBM, \$m

### Net fees



- ◆ Down 29% due to lower Capital Markets & Advisory activity; GPS fees up 8% vs. 3Q21

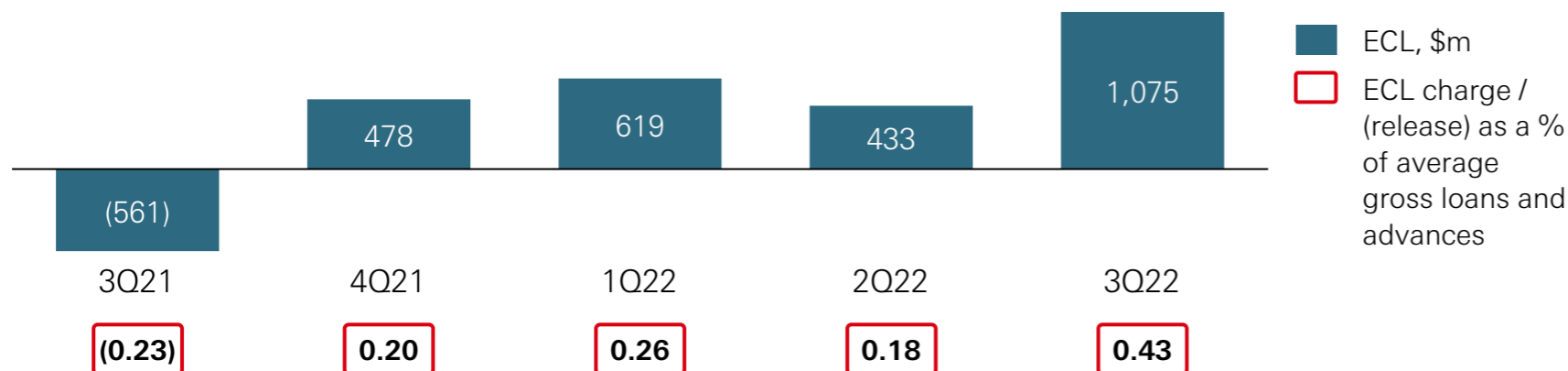
### Other income



- ◆ Up 23%, primarily trading income due to a strong FX performance during 3Q22 in volatile market conditions

# Credit performance

## Adjusted ECL charge / (release) trend



## ECL charge / (release) by geography, \$m

	3Q22	2Q22
Hong Kong*	503	214
Mainland China	89	62
Other Asia	74	(61)
UK RFB	279	124
HSBC Bank plc	(15)	(7)
Mexico	91	140
Other	54	(39)
<b>Total</b>	<b>1,075</b>	<b>433</b>

## 3Q22 ECL charge / (release) by stage, \$bn

	Stage 1-2	Stage 3	Total
Wholesale	0.5	0.3	0.8
Personal	0.1	0.1	0.2
<b>Total</b>	<b>0.6</b>	<b>0.4</b>	<b>1.1<sup>♦</sup></b>

- ◆ **3Q22 ECL net charge of \$1,075m**
- ◆ **Stage 1 and Stage 2 charges of \$0.6bn**, of which:
  - ◆ **\$0.3bn** relates to our China CRE portfolio
  - ◆ **\$0.2bn** in respect of an uncertain UK macroeconomic outlook, taken in the UK RFB
- ◆ **Stage 3 charges remain low at \$0.4bn**, of which \$0.1bn relates to offshore China CRE
- ◆ **Stage 3 loans were 1.8%** of total customer loans, **stable** vs. 2Q22
- ◆ Expect ECL charge to **normalise around 30bps** in FY22
- ◆ We currently expect the FY23 ECL charge to be towards the top end of our through-the-cycle **planning range of 30-40bps**
- ◆ At 2Q22, a 100% weighting to the Downside 2 scenario in our IFRS 9 models would generate an **additional \$5.6bn** of ECL. Changed forward economic guidance has increased this to **\$6.6bn** at 3Q22

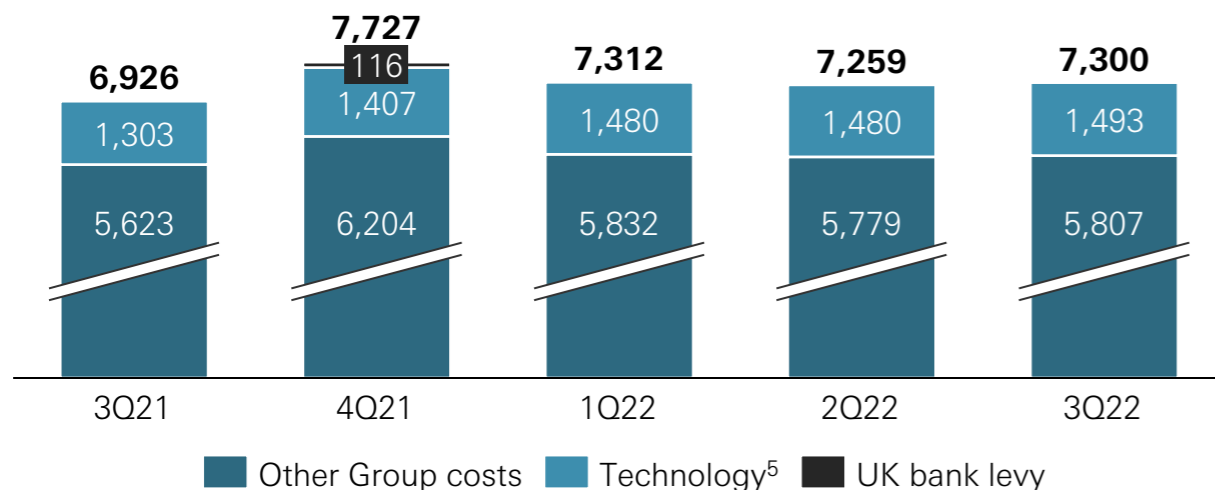
\* Charges largely relate to offshore China CRE exposures booked on Hong Kong balance sheets

♦ Total includes an additional \$0.1bn ECL charge to other assets



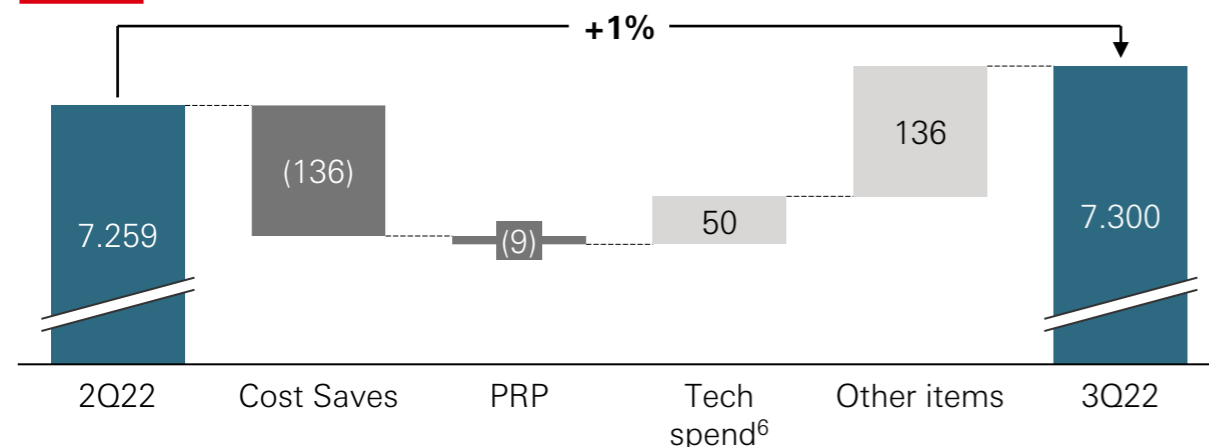
# Adjusted costs

## Operating expenses trend, \$m

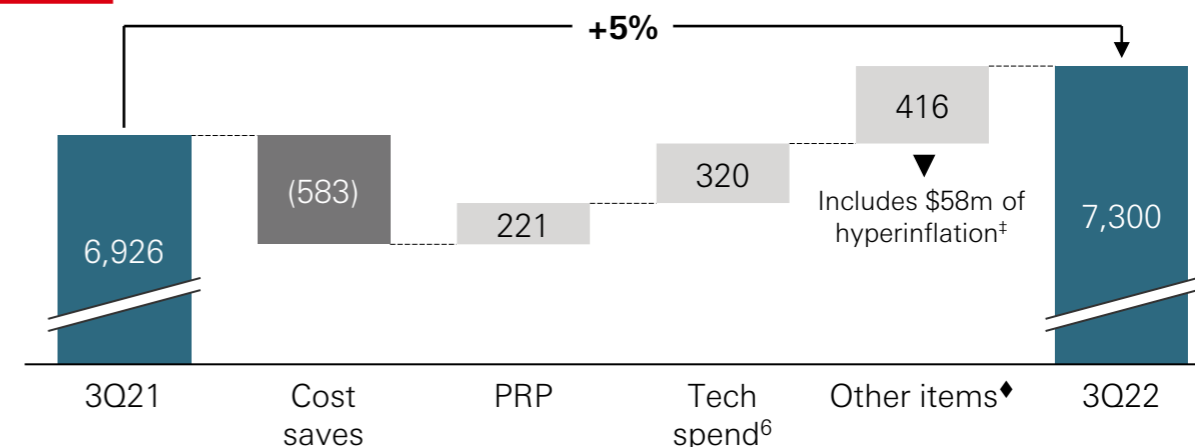


- ◆ **3Q22 costs of \$7.3bn, up \$0.4bn (5%) vs. a low 3Q21 base.** Cost saves were offset by \$0.3bn higher technology spend and \$0.2bn higher performance-related pay (PRP) accrual as a result of timing differences. 9M22 costs of \$22.7bn, **broadly stable vs. 9M21**
- ◆ **3Q22 cost saves of \$0.6bn** had associated **CTA of \$0.7bn**. Programme cost saves to date of **\$4.9bn** had associated **CTA spend of \$5.3bn**
- ◆ We expect to deliver our planned cost savings with a **CTA spend between \$6.5-\$7bn**. Expect **cost savings at the high end** of our **\$5-\$5.5bn** range by the end of FY22 and a further c.\$1bn of cost saves expected to flow through in FY23
- ◆ Continue to expect **broadly stable costs** in FY22\*; targeting **c.2% cost growth** in FY23<sup>3</sup>

## 3Q22 vs. 2Q22, \$m



## 3Q22 vs. 3Q21, \$m

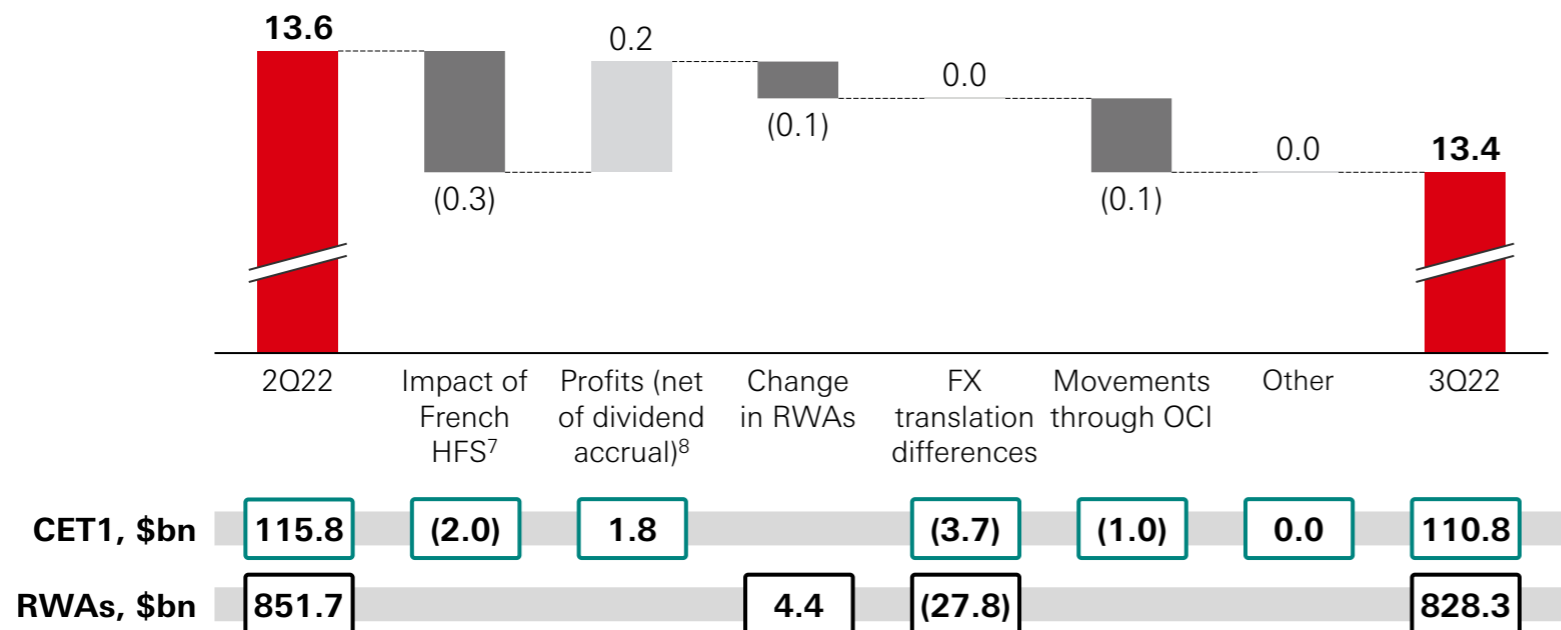


\* FY21 adjusted costs at reported FX were \$32.1bn, retranslated at September YTD constant currency FX rates \$30.0bn  
 ◆ Other items includes business and volume growth of \$0.1bn, inflation of \$0.1bn, litigation and other one-off items of \$0.2bn

† Reflects the impact of retranslating the prior year results of our operations in hyperinflationary economies at current year average foreign exchange rates

# Capital adequacy

## CET1 ratio, %



## Capital progression<sup>1</sup>

	3Q22	2Q22	3Q21
Common equity tier 1 capital, \$bn	111	116	133
Reported risk-weighted assets, \$bn	828	852	839
CET1 ratio, %	13.4	13.6	15.9
Leverage ratio exposure, \$bn	2,415	2,484	2,965
Leverage ratio <sup>1</sup> , %	5.4	5.5	5.2

- ◆ **CET1 ratio of 13.4%**, down 0.2ppts vs. 2Q22 due to:
  - ◆ Impairment related to movement of French retail operations to held-for-sale: **0.3ppts**
  - ◆ Negative after-tax OCI movements: **0.1ppts**
  - ◆ Partly offset by profits net of dividend accrual: **+0.2ppts**
- ◆ **Reported RWAs of \$828bn**, down \$23bn (3%) vs. 2Q22, primarily due to FX translation
- ◆ We intend to **manage our CET1 ratio towards 14%** in 4Q22 and intend to be **within** our target CET1 ratio range during 1H23
- ◆ CET1 ratio target range **remains at 14%–14.5%** in the medium term, with the intention of managing this range down further longer term
- ◆ Achieved **RWA savings of \$120bn** to date as part of our transformation programme

# Summary

- 1** | Good set of results; **adjusted PBT of \$6.5bn, up 18% vs. 3Q21**; rising rates and strong markets income offset higher investment spend and a net ECL charge
- 2** | Expect an **ECL charge around 30bps in FY22**; credit quality of the book remains strong, expect to be towards the **top end** of our 30-40bps planning range in FY23
- 3** | **FY23 overall revenue assumptions upgraded\***; targeting **c.2%** adjusted cost growth<sup>3</sup>
- 4** | Intend to be in our **CET1 ratio target range during 1H23**
- 5** | **9M22 annualised RoTE<sup>♦</sup> of 10.8%**; continue to target **12%+ RoTE<sup>‡</sup>** in FY23
- 6** | We expect to have a **50% dividend payout ratio** for FY23 and FY24; we aim to return excess capital to shareholders where appropriate

\* On a constant currency basis; see slide 5 for details on NII/revenue

♦ Excluding significant items

‡ On a reported basis

# Appendix

# Key financial metrics

<b>Reported results, \$m</b>	<b>3Q22</b>	<b>2Q22</b>	<b>3Q21</b>
NII	8,581	7,454	6,610
Other Income	3,035	5,318	5,402
<b>Revenue</b>	<b>11,616</b>	<b>12,772</b>	<b>12,012</b>
ECL	(1,075)	(448)	659
Costs	(7,975)	(8,107)	(7,989)
Associate income	581	793	721
<b>Profit before tax</b>	<b>3,147</b>	<b>5,010</b>	<b>5,403</b>
Tax	(586)	762	(1,161)
<b>Profit after tax</b>	<b>2,561</b>	<b>5,772</b>	<b>4,242</b>
Profit attributable to ordinary shareholders ('PAOS')	1,913	5,486	3,543
Basic EPS, \$	0.10	0.28	0.18
Diluted EPS, \$	0.10	0.27	0.17
DPS (declared in respect of the period), \$	—	0.09	—
Net interest margin (annualised), %	1.57	1.35	1.19

<b>Reported balance sheet, \$bn</b>	<b>3Q22</b>	<b>2Q22</b>	<b>3Q21</b>
Total assets	2,992	2,985	2,969
Net loans and advances to customers	968	1,028	1,040
Customer accounts	1,567	1,651	1,688
Quarterly average interest-earning assets	2,171	2,208	2,208
Reported loan/deposit ratio	61.7	62.3	61.6
Total shareholders' equity (NAV)	178	188	198
Tangible ordinary shareholders' equity (TNAV)	141	148	158
NAV per share, \$	8.00	8.41	8.70
TNAV per share, \$	7.13	7.48	7.81

<b>Alternative performance measures, \$m</b>	<b>3Q22</b>	<b>2Q22</b>	<b>3Q21</b>
Adjusted NII	8,564	7,227	6,097
Adjusted other income	5,739	5,471	5,100
<b>Adjusted revenue</b>	<b>14,303</b>	<b>12,698</b>	<b>11,197</b>
Adjusted ECL	(1,075)	(433)	561
Adjusted costs	(7,300)	(7,259)	(6,926)
Adjusted associate income	581	769	676
<b>Adjusted profit before tax</b>	<b>6,509</b>	<b>5,775</b>	<b>5,508</b>
PAOS excl. goodwill and other intangible impairment and PVIF	2,865	5,012	3,492
Return on average tangible equity (annualised) <sup>2</sup> , %	7.8	13.3	8.7
Return on average equity (annualised) <sup>2</sup> , %	4.7	13.0	8.0
Adjusted net loans and advances to customers, \$bn	968	985	948
Adjusted customer accounts, \$bn	1,567	1,584	1,540
Adjusted cost efficiency ratio, %	51.0	57.2	61.9
ECL charge/(release) as a % of average gross loans and advances to customers (annualised)	0.43	0.18	(0.23)

<b>Capital, leverage and liquidity<sup>1</sup></b>	<b>3Q22</b>	<b>2Q22</b>	<b>3Q21</b>
Reported risk-weighted assets, \$bn	828	852	839
CET1 ratio, %	13.4	13.6	15.9
Total capital ratio (transitional), %	18.1	18.6	21.3
Leverage ratio, %	5.4	5.5	5.2
High-quality liquid assets (liquidity value), \$bn	606	657	664
Liquidity coverage ratio, %	127	134	135

<b>Share count, m</b>	<b>3Q22</b>	<b>2Q22</b>	<b>3Q21</b>
Basic number of ordinary shares outstanding	19,738	19,819	20,201
Basic number of ordinary shares outstanding and dilutive potential ordinary shares	19,857	19,949	20,296
Quarterly average basic number of ordinary shares outstanding	19,752	19,884	20,213

# Reconciliation of reported PBT and adjusted profit after tax

\$m		3Q22	2Q22	3Q21
	<b>Reported PBT (B)</b>	<b>3,147</b>	<b>5,010</b>	<b>5,403</b>
<b>Revenue</b>	Currency translation	—	(470)	(1,000)
	Customer redress programmes	(17)	12	—
	Disposal, acquisitions and investment in new businesses	2,440	288	—
	Fair value movements on financial instruments	232	58	64
	Restructuring and other related costs*	32	11	125
	Currency translation of significant items	—	27	(4)
<b>ECL</b>	Currency translation	—	15	(98)
<b>Operating expenses</b>	Currency translation	—	287	705
	Customer redress programmes	(15)	(10)	7
	Disposals, acquisitions and investment in new businesses	9	—	—
	Impairment of goodwill and other intangibles	—	9	—
	Restructuring and other related costs	681	589	397
	<i>o/w: costs to achieve</i>	<i>676</i>	<i>583</i>	<i>390</i>
	Currency translation of significant items	—	(27)	(46)
<b>Share of profit in associates and JVs</b>	Currency translation	—	(24)	(45)
	<b>Adjusted PBT</b>	<b>6,509</b>	<b>5,775</b>	<b>5,508</b>
<b>Tax</b>	Currency translation	—	36	112
	Reported tax (charge) / credit	(586)	762	(1,161)
	Tax significant items	(648)	(1,935)	(69)
	Currency translation on significant items	—	—	6
	<b>Adjusted profit after tax (A)</b>	<b>5,275</b>	<b>4,638</b>	<b>4,396</b>
	<b>Total tax, currency translation and significant items (A-B)</b>	<b>2,128</b>	<b>(372)</b>	<b>(1,007)</b>

\* Primarily comprises losses associated with our RWA reduction programme

## Certain items included in adjusted revenue

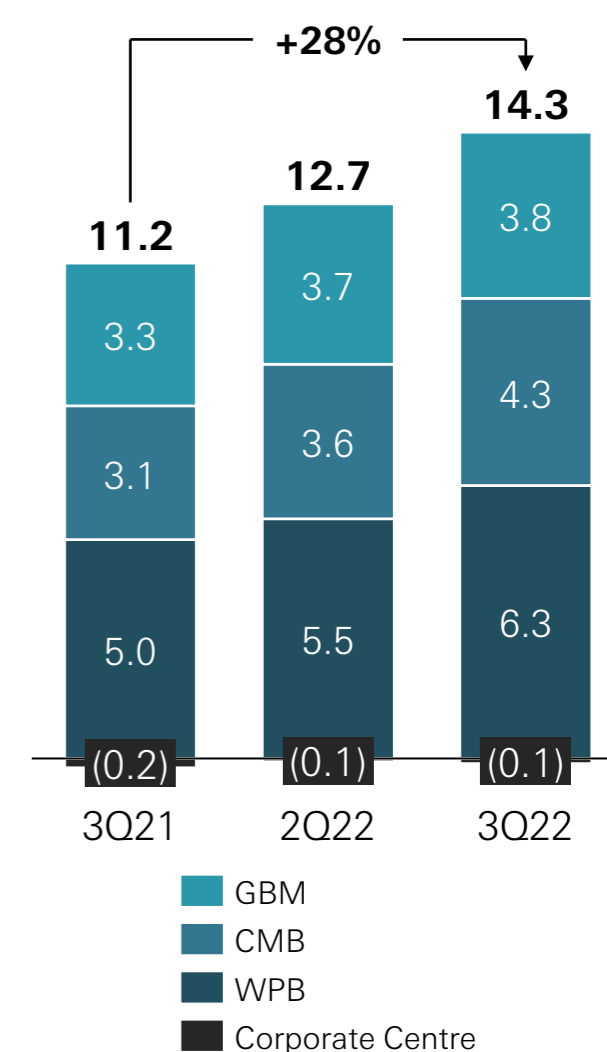
Certain items included in adjusted revenue highlighted in management commentary, \$m	3Q22	2Q22	1Q22	4Q21	3Q21
Insurance manufacturing market impacts in WPB	(418)	(380)	(280)	125	(43)
<i>of which: Asia WPB insurance manufacturing market impacts</i>	<i>(442)</i>	<i>(400)</i>	<i>(362)</i>	<i>88</i>	<i>(51)</i>
Gain on Insurance policyholder funds on deposit in WPB	—	294	—	—	—
Credit and funding valuation adjustments in GBM	3	24	(29)	38	(41)
Legacy Credit in Corporate Centre	(6)	23	(18)	(12)	(34)
Valuation differences on long-term debt and associated swaps in Corporate Centre	(48)	(32)	5	(10)	(35)
Turkey hyperinflation <sup>9</sup>	(28)	(113)	—	—	—
Argentina hyperinflation <sup>10</sup>	(106)	(86)	(69)	(18)	(24)
<b>Total</b>	<b>(603)</b>	<b>(270)</b>	<b>(391)</b>	<b>123</b>	<b>(177)</b>

# 3Q22 adjusted revenue performance

		3Q22 revenue		3Q22 vs. 3Q21	
<b>WPB</b>	Wealth	\$1,901m	(187)	▶ o/w insurance market impacts: \$(375)m	
	Personal Banking	\$4,262m		1,438	
	Other	\$123m	(3)		
<b>WPB Total</b>		<b>\$6,286m</b>	<b>▲ 25%</b>		
<b>CMB</b>	GTRF	\$518m		56	
	Credit and Lending	\$1,407m		15	
	GPS	\$1,899m		1,076	
	Other	\$485m		79	
<b>CMB Total</b>		<b>\$4,309m</b>	<b>▲ 40%</b>		
<b>GBM</b>	MSS	\$2,209m		370	▶ o/w XVAs: \$44m
	Banking	\$1,825m		283	
	<i>of which: GPS</i>	<i>\$859m</i>		429	
	Principal Investments	\$(21)m	(107)		
	Other	\$(190)m	(9)		
<b>GBM Total</b>		<b>\$3,823m</b>	<b>▲ 16%</b>		
<b>Corp. Centre</b>		<b>\$(115)m</b>		95	▶ o/w valuation differences: \$(13)m
<b>Group</b>		<b>\$14,303m</b>	<b>▲ 28%</b>	(426)	<b>3,106</b>

Impact of certain items

Revenue by global business, \$bn





# Net interest margin supporting information

## 1 year NII sensitivity

At 30 June 2022, using a simplified pass-through assumption of 50%

Parallel change from July 2022 to Jun 2023	Currency					
	USD	HKD	GBP	EUR	Other	Total
	\$m	\$m	\$m	\$m	\$m	\$m
+25bps	109	183	356	111	399	1,158
-25bps	(120)	(188)	(393)	(104)	(409)	(1,214)
+100bps	433	720	1,513	460	1,571	4,697
-100bps	(881)	(1,254)	(1,677)	(419)	(1,723)	(5,954)

## 5 year NII sensitivity

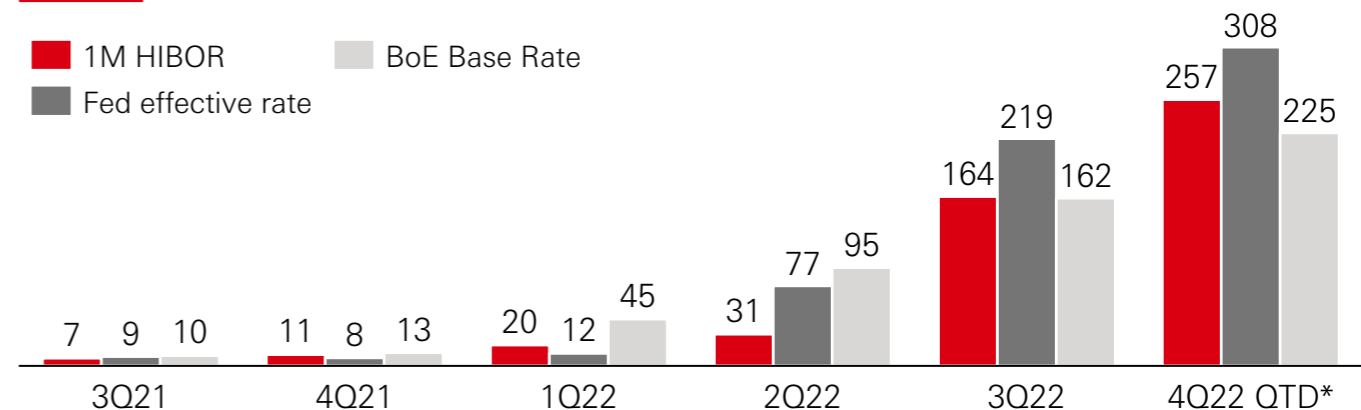
At 30 June 2022, using a simplified pass through assumption of 50%

Parallel change from July 2022 to Jun 2027	Currency					
	USD	HKD	GBP	EUR	Other	Total
	\$m	\$m	\$m	\$m	\$m	\$m
+25bps	850	1,011	3,002	622	2,519	8,004
-25bps	(896)	(1,017)	(3,081)	(606)	(2,585)	(8,185)
+100bps	3,354	4,028	12,128	2,561	9,952	32,023
-100bps	(5,623)	(6,617)	(12,483)	(2,556)	(10,776)	(38,055)

## Quarterly NIM by key legal entity

	3Q21	4Q21	1Q22	2Q22	3Q22	% of 3Q22 Group NII	% of 3Q22 Group AIEA
The Hongkong and Shanghai Banking Corporation (HBAP)	1.35%	1.35%	1.39%	1.46%	1.79%	51%	45%
HSBC Bank plc	0.47%	0.52%	0.55%	0.57%	0.41%	5%	21%
HSBC UK Bank plc (UK RFB)	1.51%	1.48%	1.63%	1.77%	1.99%	23%	18%
HSBC North America Holdings, Inc	0.90%	0.87%	0.90%	1.05%	1.16%	6%	8%

## Key rates (quarter averages), bps



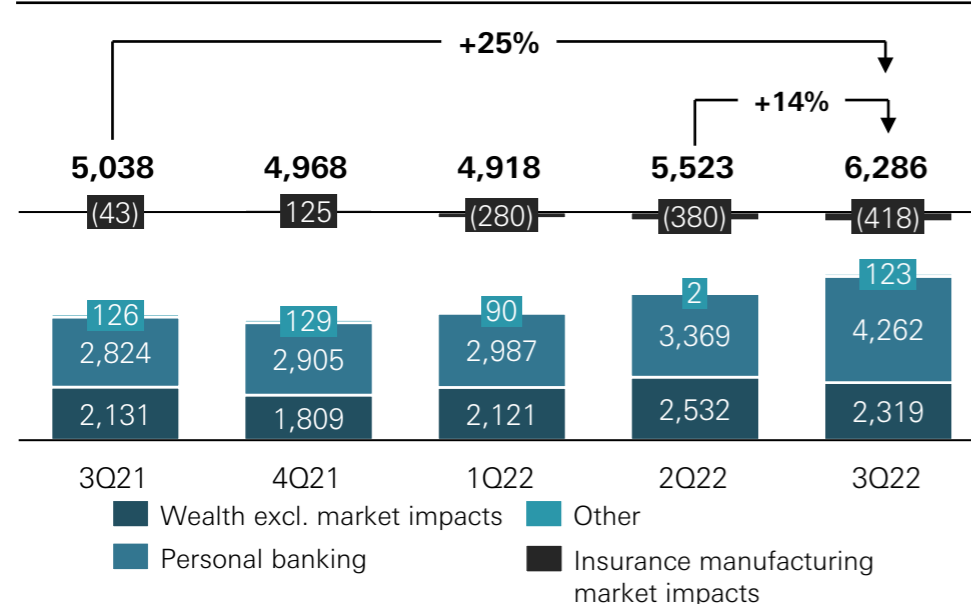
Source: Bloomberg \* At 21 October 2022

# Wealth and Personal Banking

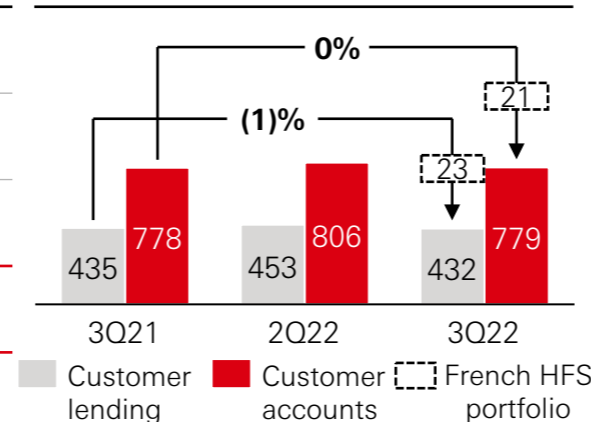
## 3Q22 financial highlights

Revenue	<b>\$6.3bn</b>	▲	25% (3Q21: \$5.0bn)
ECL	<b>\$(0.3)bn</b>	▲	>(100)% (3Q21: \$0.2bn)
Costs	<b>\$(3.6)bn</b>	▲	(3)% (3Q21: \$(3.5)bn)
PBT	<b>\$2.4bn</b>	▲	35% (3Q21: \$1.8bn)
RoTE <sup>11</sup>	<b>15.2%</b>	▼	(2.0)ppts (9M21: 17.2%)

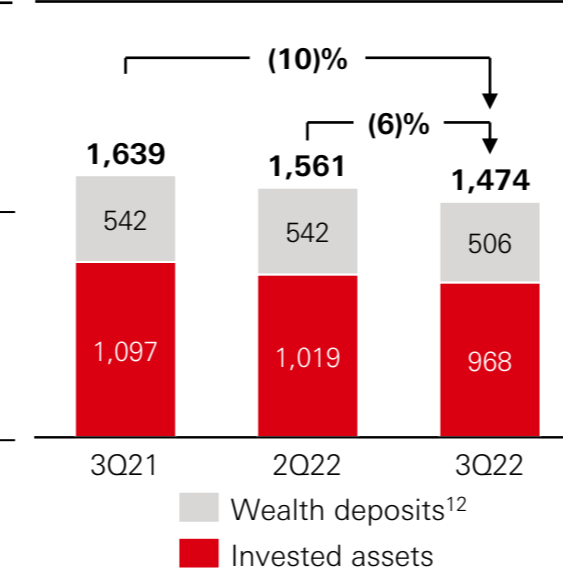
## Revenue performance, \$m



## Balance sheet, \$bn



## Reported Wealth Balances, \$bn



## 3Q22 vs. 3Q21

- ◆ **Revenue** up \$1.2bn (25%). Personal banking up \$1.4bn (51%) primarily from interest rate rises and global balance sheet growth. Wealth down \$187m, including adverse movement in market impacts of \$375m and lower investment distribution, partly offset by higher Private Banking and Insurance VNB
- ◆ **Customer lending** down \$3bn (1%) due to \$23bn French loans moved to held for sale (HFS). Excl. this impact, up \$20bn from \$18bn growth in mortgages and \$3bn unsecured
- ◆ **Customer accounts** up \$1bn despite \$21bn French deposits moved to HFS. Excl. this impact, up \$22bn with growth particularly in the UK and Asia
- ◆ **Wealth balances** down \$165bn (10%). NNIA of \$91bn in the last 12 months, (incl. \$32bn this quarter) was more than offset by lower market levels and adverse FX impacts of \$221bn

## 3Q22 vs. 2Q22

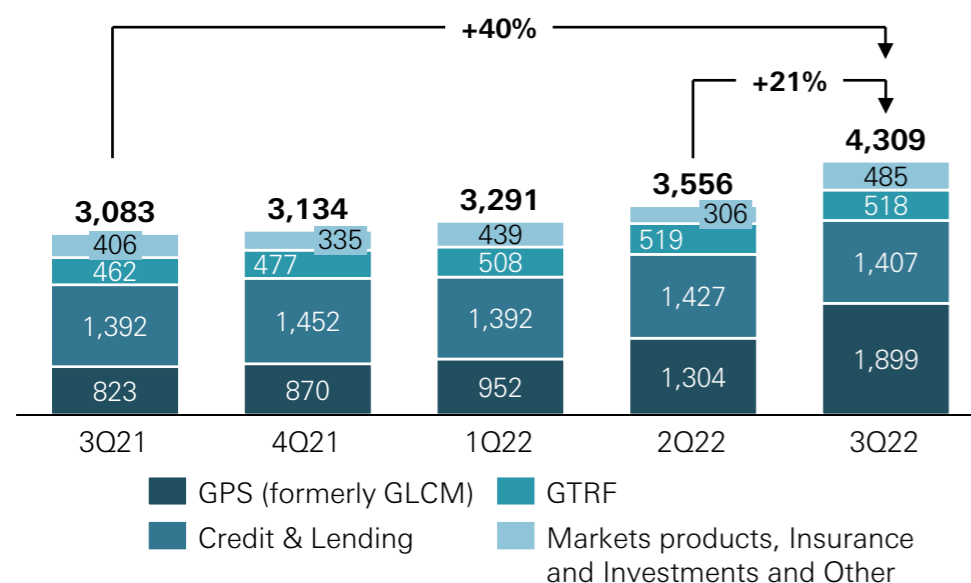
- ◆ **Revenue** up \$763m (14%). Personal banking up \$893m (27%), primarily due to rate rises. Wealth down \$251m (12%), primarily due to the non-repeat of a \$294m gain on policyholder funds on deposit in Insurance, partly offset by higher Private Banking NII
- ◆ **Customer lending** down \$21bn (5%) due to \$23bn loans moved to HFS. Excl. this impact, up \$2bn, including mortgage growth of \$3bn and \$1bn of unsecured
- ◆ **Customer accounts** down \$27bn (3%) from \$21bn deposits moved to HFS and outflows in Hong Kong to investments
- ◆ **Wealth balances** down \$87bn (6%). NNIA of \$32bn was more than offset by lower market levels and adverse FX impacts of \$83bn and a \$36bn reduction in wealth deposits

# Commercial Banking

## 3Q22 financial highlights

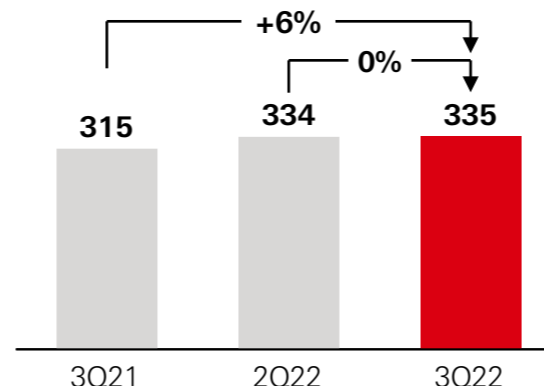
Revenue	<b>\$4.3bn</b>	▲	40% (3Q21: \$3.1bn)
ECL	<b>\$(0.7)bn</b>	▲	>(100)% (3Q21: \$0.2bn)
Costs	<b>\$(1.6)bn</b>	▲	(2)% (3Q21: \$(1.5)bn)
PBT	<b>\$2.1bn</b>	▲	17% (3Q21: \$1.8bn)
RoTE <sup>11</sup>	<b>13.7%</b>	▲	2.1ppts (9M21: 11.6%)

## Revenue performance, \$m

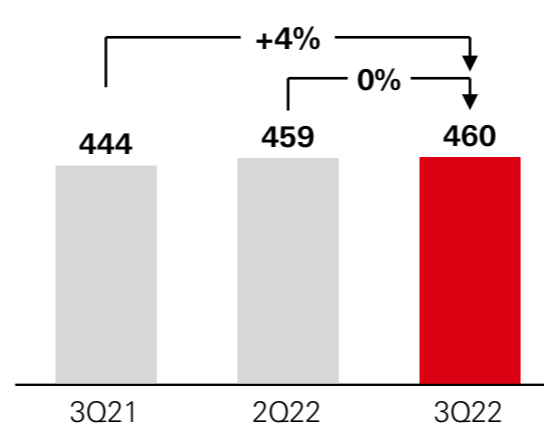


## Balance sheet, \$bn

### Customer lending



### Customer accounts



## 3Q22 vs. 3Q21

- ◆ **Revenue** up \$1.2bn (40%) across all products with double digit growth in all regions notably in Asia and the UK. GPS revenue up >100%, driven by higher rates, higher balances and 18% fee growth. Strong growth in Trade (up 12%) and GBM Collaboration income (up 23%)
- ◆ **ECL** up \$0.9bn, reflecting build-up of provisions due to a weakening forward economic outlook and Chinese commercial real estate exposures
- ◆ **Customer lending** up \$20bn (6%) with growth across all regions notably in North America, Asia and the UK with Credit & Lending (up \$14bn, 6%) and Trade (up \$5bn, 10%)
- ◆ **Customer accounts** up \$16bn (4%) with growth notably in Asia (\$13bn) and Canada (\$3bn)

## 3Q22 vs. 2Q22

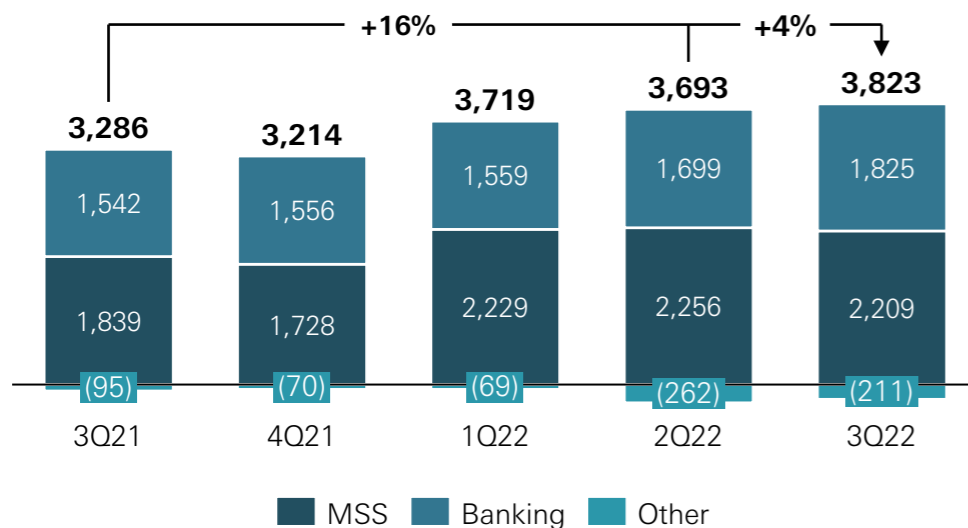
- ◆ **Revenue** up \$753m (21%) with growth across all regions notably in Asia and the UK, continued growth in GPS (up 46%), higher markets treasury allocations and collaboration income
- ◆ **Customer lending** was broadly stable with continued growth in Credit & Lending partly offset by slowing momentum in Trade
- ◆ **Customer accounts** were broadly stable

# Global Banking and Markets

## 3Q22 financial highlights

Revenue	<b>\$3.8bn</b>	▲	16% (3Q21: \$3.3bn)
ECL	<b>\$(0.1)bn</b>	▲	>(100)% (3Q21: \$0.1bn)
Costs	<b>\$(2.2)bn</b>	▲	(5)% (3Q21: \$(2.1)bn)
PBT	<b>\$1.5bn</b>	▲	15% (3Q21: \$1.3bn)
RoTE <sup>11</sup>	<b>11.8%</b>	▲	1.7ppts (9M21: 10.1%)

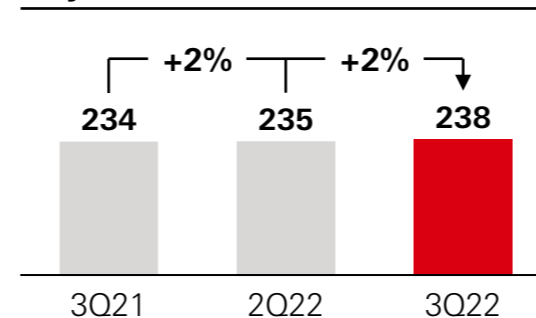
## Revenue performance, \$m



## View of adjusted revenue

\$m	3Q22	Δ3Q21
<b>MSS</b>	<b>2,209</b>	<b>20%</b>
Securities Services	525	9%
Global Debt Markets	112	(27)%
Global FX	1,065	49%
Equities	260	(20)%
Securities Financing	244	19%
XVAs	3	>100%
<b>Banking</b>	<b>1,825</b>	<b>18%</b>
GTRF	185	10%
GPS (formerly GLCM)	859	100%
Credit & Lending	552	(6)%
Capital Markets & Advisory	179	(43)%
Other	50	14%
<b>GBM Other</b>	<b>(211)</b>	<b>&gt;(100)%</b>
Principal Investments	(21)	>(100)%
Other	(190)	(5)%
<b>Net operating income</b>	<b>3,823</b>	<b>16%</b>

## Adjusted RWAs<sup>13</sup>, \$bn



## 3Q22 vs. 3Q21

- ◆ **GBM Revenue** of \$3.8bn up \$0.5bn (16%)
- ◆ MSS revenue of \$2.2bn up \$0.4bn (20%):
  - Global FX and Securities Financing driven by strong trading performance, continued strong client flow and disciplined risk management
  - Global Debt Markets and Equities down due to lower client activity and challenging primary market conditions
  - Securities Services growth driven by global interest rate increases, partly offset by reduced fees from lower market levels
- ◆ Banking revenue of \$1.8bn up \$0.3bn (18%):
  - GPS growth reflecting higher global interest rates as well as growth in deposit balances and fee income
  - Capital Markets & Advisory down due to subdued market conditions

## 3Q22 vs. 2Q22

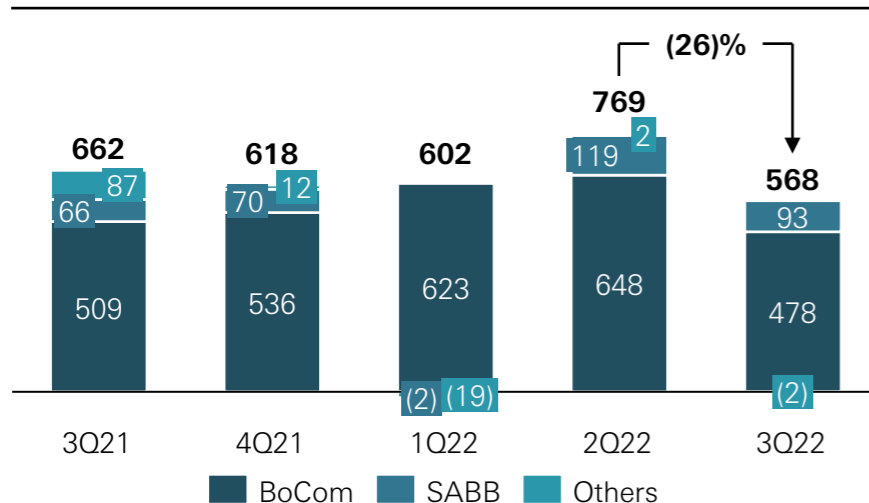
- ◆ **Revenue** up \$0.1bn (4%):
  - MSS down 2% against a strong Q2
  - Banking up 7%, as rising interest rates supported strong GPS results

# Corporate Centre

## 3Q22 financial highlights

Revenue	<b>\$(115m)</b>	▲	45% (3Q21: \$(210)m)
ECL	<b>\$0m</b>	▲	(100)% (3Q21: \$2m)
Costs	<b>\$59m</b>	▲	(67)% (3Q21: \$181m)
Associates	<b>\$568m</b>	▼	(14)% (3Q21: \$662m)
PBT	<b>\$512m</b>	▼	(19)% (3Q21: \$635m)
RoTE <sup>11</sup>	<b>4.6%</b>	▼	(0.8)ppts (3Q21: 5.4%)

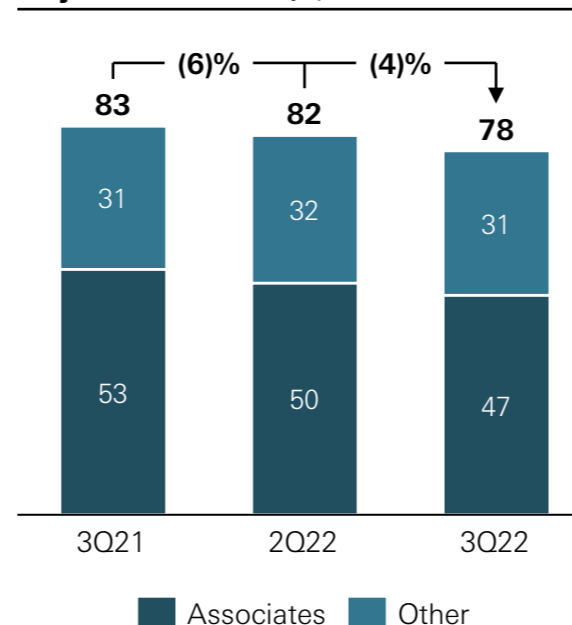
## Associate income detail, \$m



## Revenue performance, \$m

	3Q21	4Q21	1Q22	2Q22	3Q22
Central Treasury	(35)	(10)	5	(32)	(48)
Legacy Credit	(34)	(12)	(18)	23	(6)
Other	(141)	(98)	(222)	(65)	(61)
<b>Total</b>	<b>(210)</b>	<b>(120)</b>	<b>(235)</b>	<b>(74)</b>	<b>(115)</b>
<i>Not included in Corporate Centre revenue: Markets Treasury revenue allocated to global businesses</i>	485	458	473	358	365

## Adjusted RWAs<sup>13</sup>, \$bn



## 3Q22 vs. 3Q21

- ◆ **Revenue** up \$95m (45%), primarily due to FX gains on revaluation and non-recurrence of loss on disposal of legacy portfolios in the US in 3Q21
- ◆ **Associates** down \$94m (14%), primarily due to the non-repeat of a 3Q21 gain in BGF in the UK

## 3Q22 vs. 2Q22

- ◆ **Revenue** down \$41m (55%), primarily due to non-recurrence of valuation gains in Legacy Credit in 2Q22 and adverse valuation differences
- ◆ **Associates** down \$201m (26%), primarily due to a lower share of profits in BoCom in 2Q22 which we report one quarter in arrears

## 3Q22 vs. 2Q22 equity drivers

	Shareholders' Equity, \$bn	Tangible Equity, \$bn	TNAV per share, \$	Basic number of ordinary shares, million
<b>As at 30 June 2022</b>	<b>188.4</b>	<b>148.3</b>	<b>7.48</b>	<b>19,819</b>
<b>Profit attributable to:</b>	2.4	3.2	0.16	—
<i>Ordinary shareholders<sup>14</sup></i>	1.9	3.2	0.16	—
<i>Other equity holders</i>	0.5	—	—	—
Dividends	(2.2)	(1.8)	(0.09)	—
<i>On ordinary shares</i>	(1.8)	(1.8)	(0.09)	—
<i>On other equity instruments</i>	(0.5)	—	—	—
FX <sup>14</sup>	(6.3)	(5.8)	(0.29)	—
Cancellation of shares	—	—	0.03	(83)
Actuarial gains/(losses) on defined benefit plans	(0.5)	(0.5)	(0.02)	—
Cash flow hedge reserves	(2.7)	(2.7)	(0.14)	—
Fair value movements through 'Other Comprehensive Income'	(0.2)	(0.2)	(0.01)	—
<i>Of which: changes in fair value arising from changes in own credit risk</i>	0.8	0.8	0.04	—
<i>Of which: Debt and Equity instruments at fair value through OCI</i>	(1.0)	(1.0)	(0.05)	—
Other <sup>14</sup>	(1.2)	0.2	0.01	2
<b>As at 30 September 2022</b>	<b>177.7</b>	<b>140.7</b>	<b>7.13</b>	<b>19,738</b>

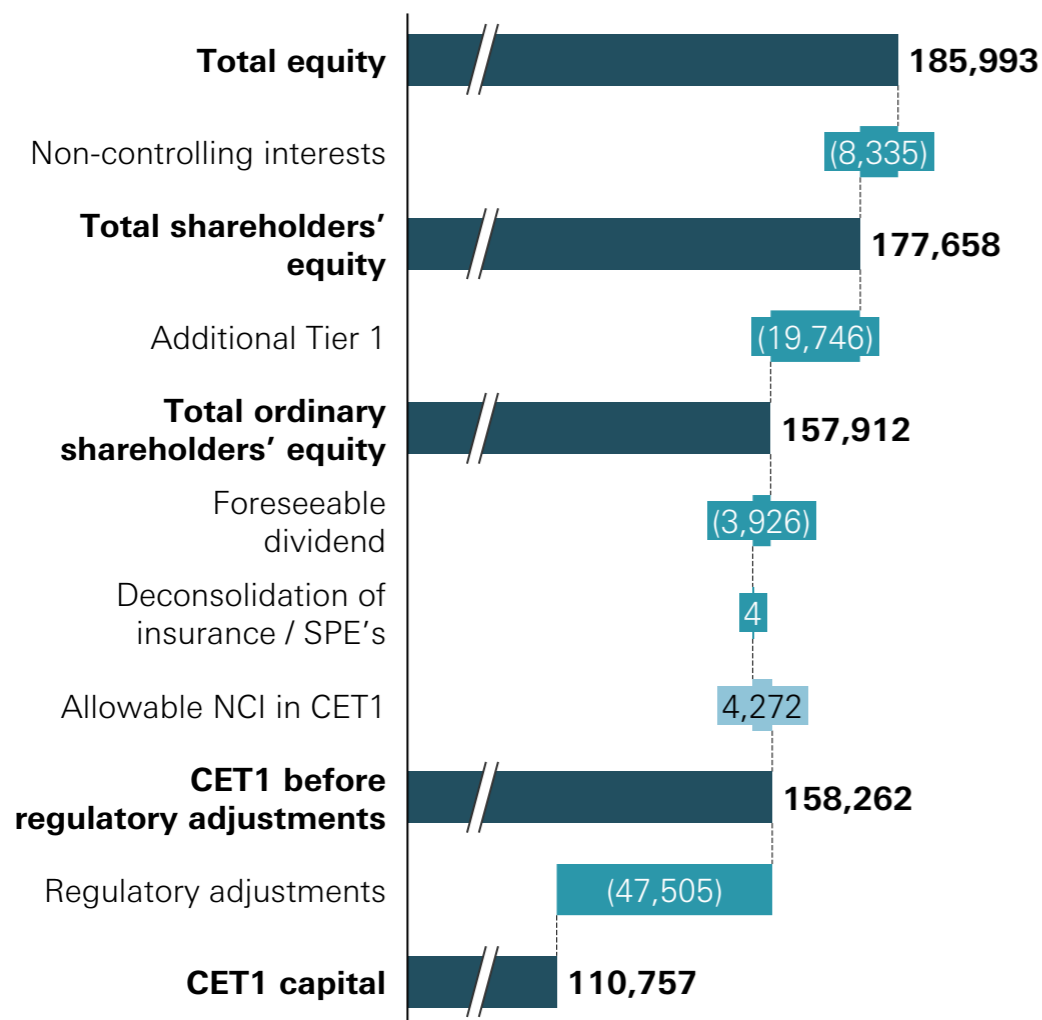
- ◆ Average basic number of shares outstanding during 3Q22: 19,752
- ◆ **3Q22 TNAV per share decreased by \$0.35** to \$7.13 per share, mainly due to adverse FX impact, cash flow hedge reserve movements and dividends paid during the quarter, partly offset by higher profits

\$7.09 on a fully diluted basis

19,857 million on a fully diluted basis

# Total shareholders' equity to CET1 capital

## Total equity to CET1 capital, at 30 September 2022, \$m



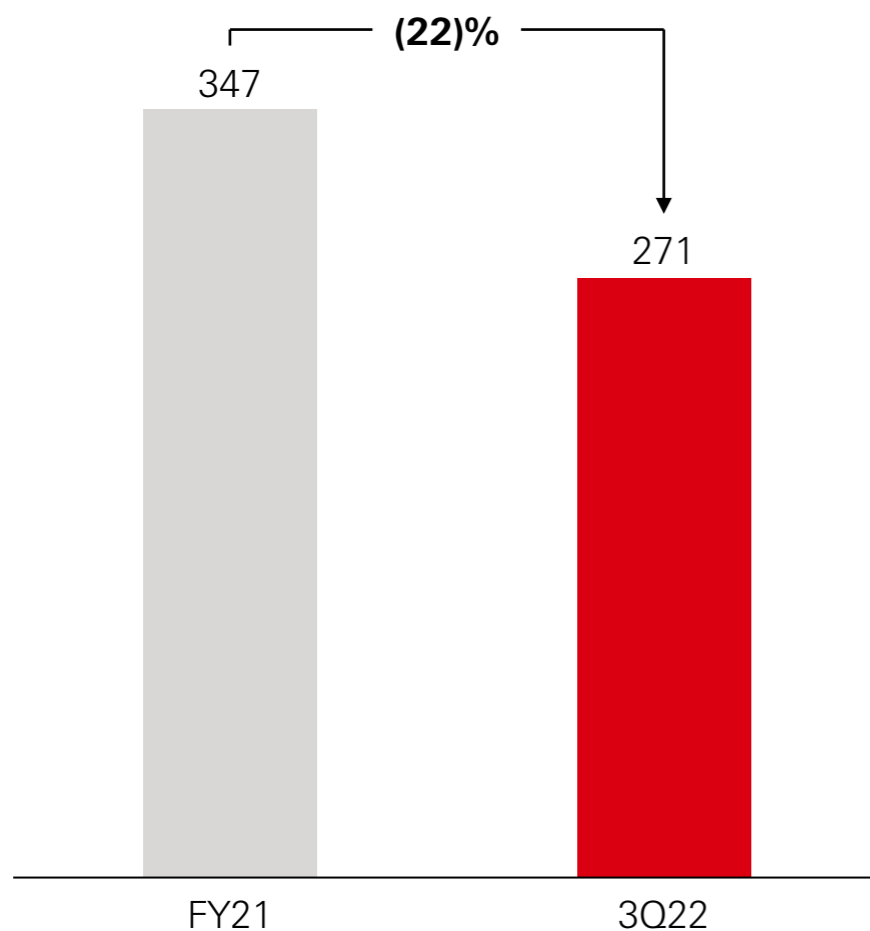
## Total equity to CET1 capital walk, \$m

	3Q22	2Q22	1Q22	4Q21
<b>Total equity (per balance sheet)</b>	<b>185,993</b>	<b>196,690</b>	<b>204,658</b>	<b>206,777</b>
Non-controlling interests	(8,335)	(8,308)	(8,365)	(8,527)
<b>Total shareholders' equity</b>	<b>177,658</b>	<b>188,382</b>	<b>196,293</b>	<b>198,250</b>
Additional Tier 1	(19,746)	(21,691)	(22,414)	(22,414)
<b>Total ordinary shareholders' equity</b>	<b>157,912</b>	<b>166,691</b>	<b>173,879</b>	<b>175,836</b>
Foreseeable dividend	(3,926)	(3,548)	(5,197)	(3,655)
Share buyback	—	—	(1,000)	—
Adjustment for insurance / SPE's <sup>15</sup>	4	(12,881)	(13,479)	(13,449)
Allowable NCI in CET1	4,272	4,392	4,297	4,186
<b>CET1 before regulatory adjustments</b>	<b>158,262</b>	<b>154,654</b>	<b>158,500</b>	<b>162,918</b>
Prudential valuation adjustment	(1,334)	(1,299)	(1,419)	(1,217)
Intangible assets	(11,082)	(11,746)	(11,899)	(9,123)
Deferred tax asset deduction	(3,528)	(3,274)	(1,579)	(1,520)
Cash flow hedge adjustment	4,669	2,124	1,297	170
Excess of expected loss	(1,992)	(2,373)	(2,304)	(2,020)
Own credit spread and debit valuation adjustment	(1,589)	(778)	671	1,571
Defined benefit pension fund assets	(5,639)	(6,638)	(7,797)	(7,146)
Direct and indirect holdings of CET1 instruments	(40)	(40)	(40)	(40)
Other regulatory adjustments to CET1 capital (including IFRS 9 transitional adjustments when relevant)	(340)	(235)	223	766
Threshold deductions*	(26,630)	(14,615)	(14,206)	(11,794)
<b>Regulatory adjustments</b>	<b>(47,505)</b>	<b>(38,874)</b>	<b>(37,053)</b>	<b>(30,353)</b>
<b>CET1 capital</b>	<b>110,757</b>	<b>115,780</b>	<b>121,447</b>	<b>132,565</b>

\* These rows include offsetting entries of \$12,660m relating to the start of equity accounting for our insurance subsidiaries with effect from 3Q22

# Impacts of financial investments

## Hold-to-collect-and-sell ('HTC&S') debt portfolio, \$bn



- ◆ As part of our interest rate hedging strategy, we hold a debt portfolio of financial investments measured at fair value through other comprehensive income ('FVOCI'), which are classified as hold-to-collect-and-sell
- ◆ The increase in term market yield curves in 3Q22 drove **\$0.9bn** of additional post-tax losses through OCI; cumulative 9M22 post-tax losses through OCI were **\$5.8bn** (0.7ppts of CET1). Over time, these adverse movements will unwind as the instruments reach maturity, although not all instruments will necessarily be held to maturity
- ◆ HTC&S portfolio size **down to \$271bn** at 3Q22 vs. \$347bn at FY21
- ◆ We have taken actions in 9M22 to **reduce the duration risk of this portfolio and the overall capital volatility of our hedging instruments**, including decreasing the amount of securities held under HTC&S (measured at FVOCI) and prospectively increased those held under to hold-to-collect (measured at amortised cost)
- ◆ In 9M22, yields of US Treasuries, UK Gilts, and German Bunds of maturities ranging from 6 months to 10 years experienced the following average increases, with associated post-tax losses through OCI of the HTC&S portfolio of:
  - ◆ **1Q22:** 83bps and \$3.1bn; **2Q22:** 70bps and \$1.8bn; **3Q22:** 146bps and \$0.9bn\*
- ◆ The Group continues to be **positively exposed** to global interest rate movements. If policy rates were to follow market expectations, higher NII is expected to **offset FVOCI losses** through increased profitability in approximately **4 quarters**◆ from 9M22

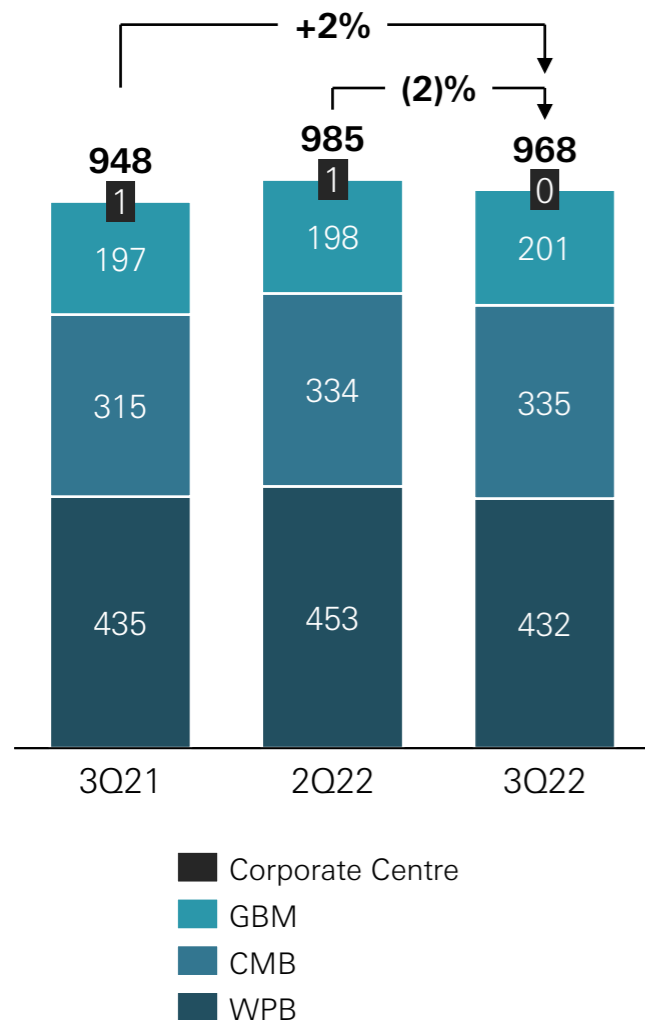
\* Source: Bloomberg

◆ Based on a static portfolio composition

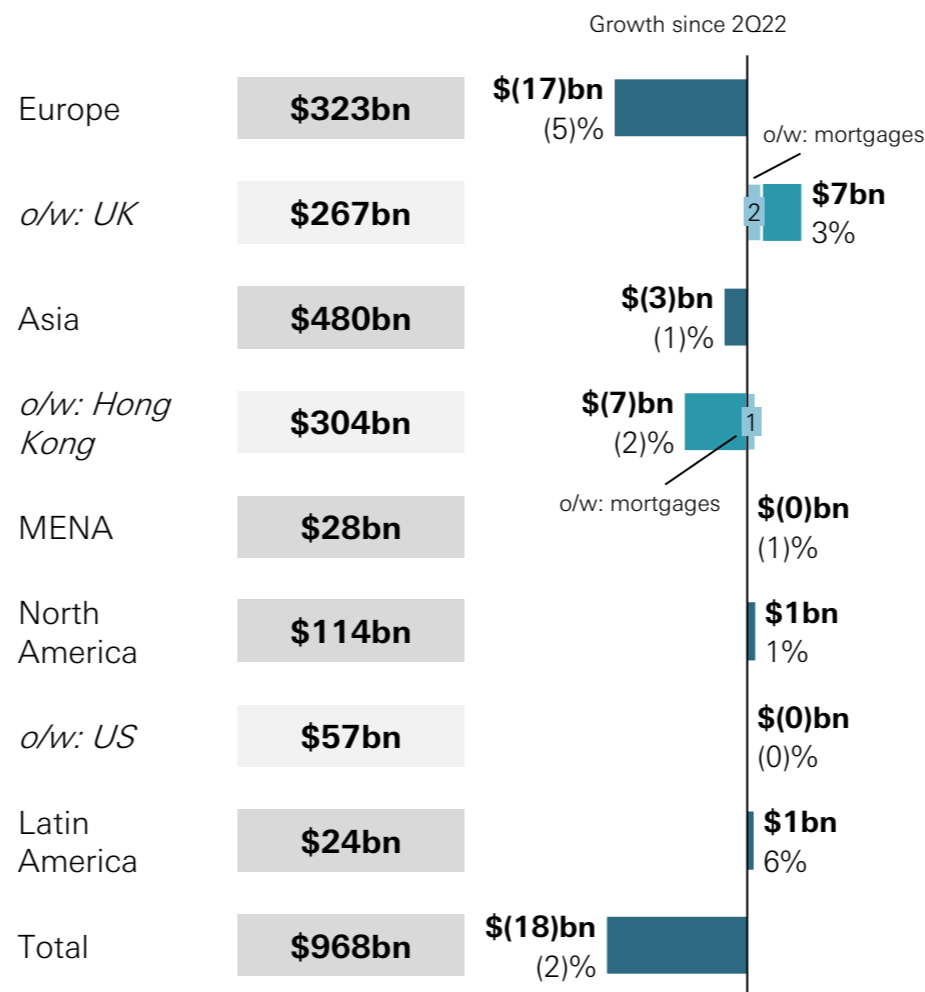


# Balance sheet – customer lending

**Balances by global business, \$bn**



**Balances by region, \$bn**

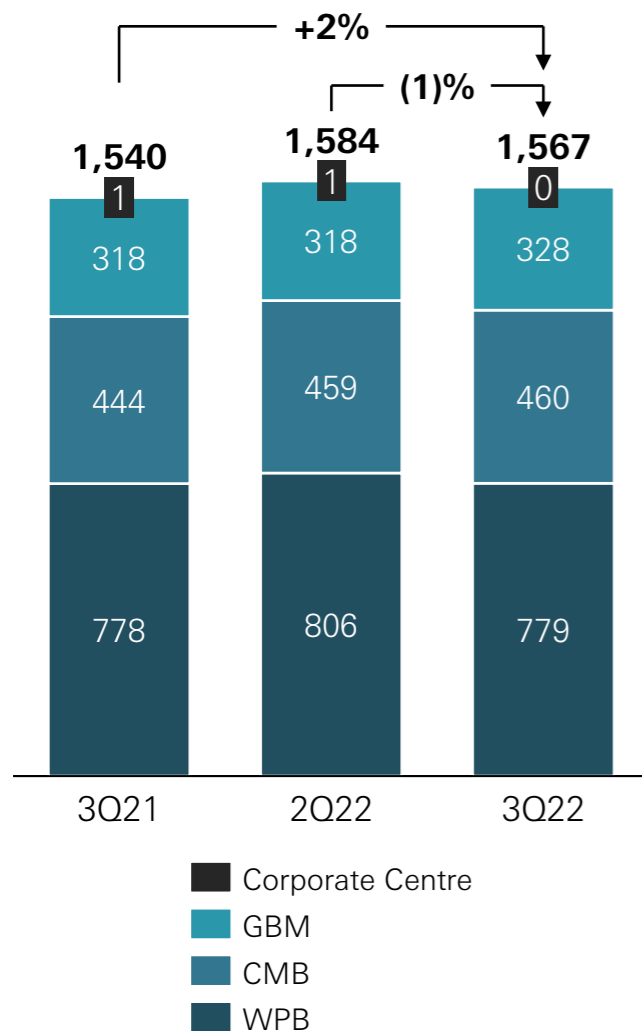


**Adjusted customer lending of \$968bn**, down \$18bn (2%) vs. 2Q22 due to the reclassification of \$23bn of French loans to held for sale (HFS). Excl. this impact, lending **up \$5bn (1%)**

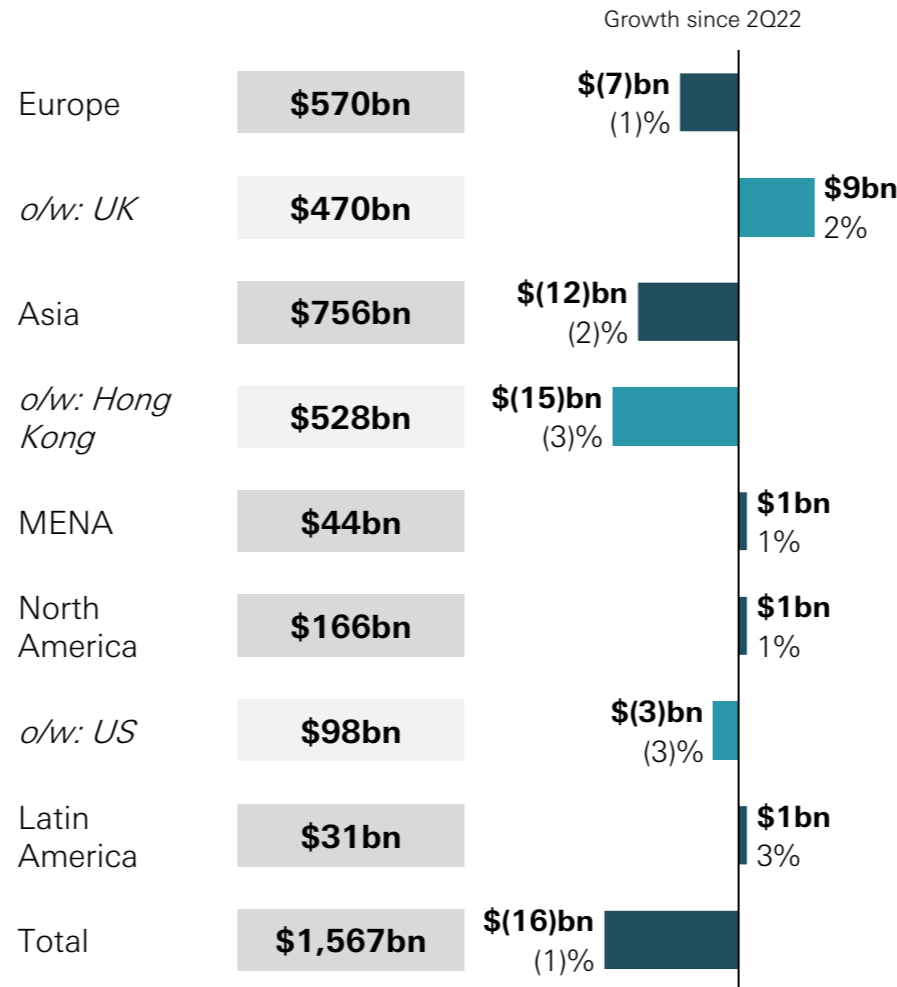
- ◆ **WPB lending decreased by \$21bn (5%)** due to reclassification of French assets to held for sale. **Excl. this impact, up \$2bn (0%)**
- ◆ **CMB lending stable** with growth in Credit & Lending partly offset by lower Trade
- ◆ **GBM lending increased \$3bn (1%)**, predominantly in Europe

# Balance sheet – customer accounts

**Balances by global business, \$bn**



**Balances by region, \$bn**



**Adjusted customer accounts of \$1,567bn**, down \$16bn (1%) vs. 2Q22 due to the reclassification of \$21bn of French deposits to held for sale (HFS). Excl. this impact, deposits **up \$5bn (0%)**

- ◆ **WPB customer accounts down \$27bn (3%)** due to reclassification of \$21bn of France balances to HFS and Hong Kong outflows into investments
- ◆ **CMB customer accounts stable**
- ◆ **GBM customer accounts up \$10bn (3%)** as customers have increased average balances and liquidity
- ◆ Average GPS (formerly GLCM) balances **down \$2bn (0%)** vs. 2Q22 to **\$767bn**; **up \$34bn (5%)** vs. 3Q21

# Hong Kong loans and deposits

## HSBC Hong Kong balance sheet

At 31 December 2021

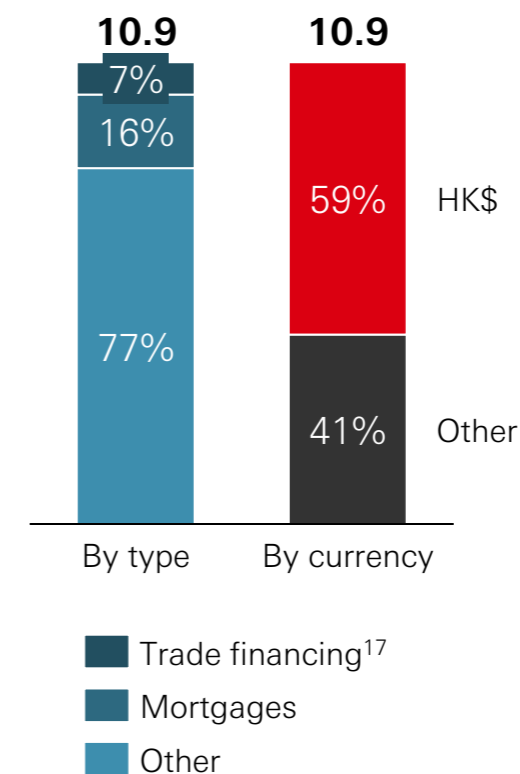
	US\$bn	%
<b>Reported net loans and advances to customers</b>	<b>311.9</b>	<b>100%</b>
Personal lending	130.6	42%
o/w: Mortgages	98.0	31%
o/w: Credit cards	7.9	3%
o/w: Other personal lending	24.7	8%
Corporate and commercial lending	161.1	52%
o/w: Real estate	62.2	20%
o/w: Other corporate and commercial	98.9	32%
Non-bank financial institutions	20.2	6%
Memo: Group HK\$ denominated net loans and advances	223.7	
	<b>US\$bn</b>	
<b>Reported customer accounts</b>	<b>549.4</b>	
Memo: Group HK\$ denominated deposits	318.7	

- ◆ **c.31%** of FY21 customer loans were mortgages; Hong Kong mortgages are substantially all HK\$ lending
- ◆ Market convention for trade facility pricing is 3-month US\$ LIBOR/SOFR; HSBC Hong Kong FY21 trade market share<sup>17</sup> of **23%**
- ◆ Corporate lending is a mixture of revolver and term lending; market convention for HK\$ corporate term lending uses 1 or 3-month HIBOR

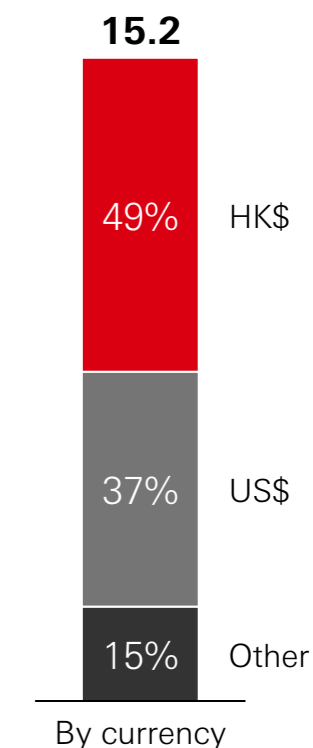
## HKMA system data<sup>16</sup>, HK\$tn

Source: HKMA. Data at 31 December 2021

### System loans to customers



### System deposits



# Mainland China commercial real estate update

## Mainland China CRE exposures at 30 June 2022, \$m

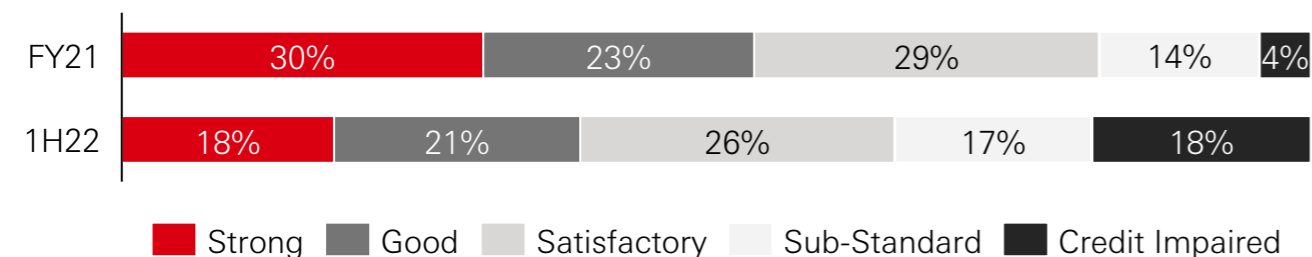
### By booking centre

	Hong Kong	Mainland China	RoW	Total
Loans and advances to customers <sup>18</sup>	9,773	6,488	441	16,702
Guarantees issued and others <sup>18</sup>	1,961	1,026	94	3,081
<b>Total</b>	<b>11,734</b>	<b>7,514</b>	<b>535</b>	<b>19,783</b>

### By credit quality

Strong	2,095	2,117	145	4,357
Good	2,429	2,898	58	5,385
Satisfactory	3,104	2,272	175	5,551
Sub-standard	1,946	95	157	2,198
Credit impaired	2,160	132	—	2,292
<b>Total</b>	<b>11,734</b>	<b>7,514</b>	<b>535</b>	<b>19,783</b>
<b>Allowance for ECL</b>	<b>(884)</b>	<b>(103)</b>	<b>(3)</b>	<b>(990)</b>

## Hong Kong booked exposure, distribution by credit quality



- ◆ We report our detailed exposure information at the half year and full year
- ◆ **Real Estate business to mainland China is highly selective**, focused on top tier developers with project lending concentrated in Tier 1 cities and Tier 2 cities. However, the Chinese CRE market is being impacted by the structural and policy changes that are taking place
- ◆ As at 30 September 2022, **the ECL allowance against the offshore portfolio is \$1.3bn**. An additional charge of \$0.4bn was taken during 3Q22 as a result of CRR downgrades, FEG deterioration and increased PD assumptions in CRE overlays

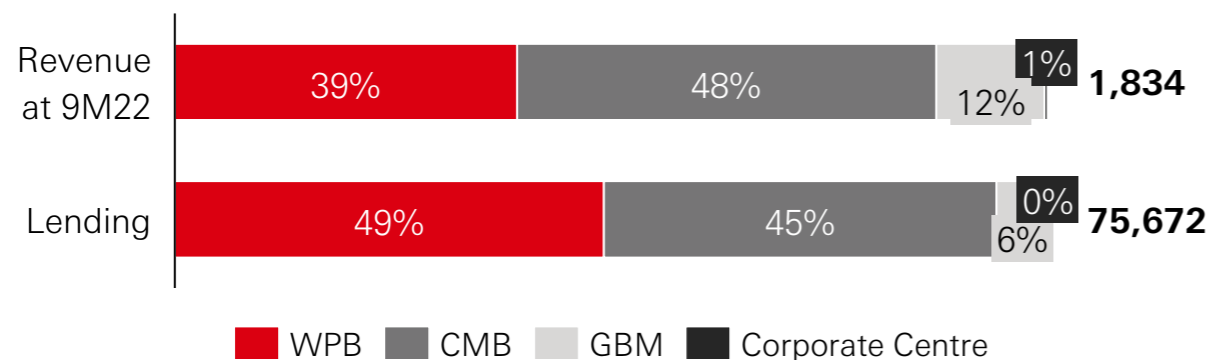
# HSBC Bank Canada financial information

## Reported profit and loss account, CADm

	9M22	FY21
NII	1,155	1,226
Non-NII	679	989
<b>Revenue</b>	<b>1,834</b>	<b>2,215</b>
ECL	(82)	45
Costs	(964)	(1,308)
<b>PBT</b>	<b>788</b>	<b>952</b>
Tax	(210)	(235)
<b>Profit attributable to shareholder</b>	<b>578</b>	<b>717</b>
Reported return on average common shareholder's equity, %	14.5	11.7

## Reported revenue and lending by global business, CADm

At 30 September 2022



## Selected balance sheet information, CADm

	3Q22	FY21
<b>Total assets</b>	<b>134,047</b>	<b>119,853</b>
o/w: Loans and advances to customers	75,672	68,699
o/w: Goodwill and intangible assets	196	181
<b>Total liabilities</b>	<b>128,311</b>	<b>112,977</b>
o/w: Customer accounts	81,500	73,626
<b>Total shareholder's equity</b>	<b>5,736</b>	<b>6,876</b>
o/w: Preferred shares	1,100	1,100
o/w: Tangible equity	4,440	5,595

## Selected capital measures

	3Q22	FY21
CET1 capital, CADm	4,919	5,590
Reported RWAs, CADm	44,481	39,836
CET1 ratio <sup>19</sup> , %	11.1	14.0
Tier 1 ratio, %	13.5	16.8

♦ In 1H22 HSBC Canada paid CAD313m of dividends

# Glossary

AIEA	Average interest earning assets	HIBOR	Hong Kong Interbank Offered Rate
AT1	Additional Tier 1	HKD	Hong Kong Dollar
BGF	Business Growth Fund, an associate of HSBC	IFRS	International Financial Reporting Standard
BoCom	Bank of Communications Co. Limited, an associate of HSBC	Legacy credit	A portfolio of assets including securities investment conduits, asset-backed securities, trading portfolios, credit correlation portfolios and derivative transactions entered into directly with monoline insurers
Bps	Basis points. One basis point is equal to one-hundredth of a percentage point	MENA	Middle East and North Africa
CET1	Common Equity Tier 1	MSS	Markets and Securities Services
Corporate Centre	Corporate Centre comprises Central Treasury, our legacy businesses, interests in our associates and joint ventures and central stewardship costs	NAV	Net asset value
CMB	Commercial Banking, a global business	NCI	Non-controlling interests
CRE	Commercial Real Estate	NIM	Net interest margin
CRR	Customer risk rating	NNIA	Net new invested assets
CTA	Costs to achieve	OCI	Other Comprehensive Income
C&L	Credit & Lending	PBT	Profit before tax
DPS	Dividend per share	PD	Probability of default
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	Ppt	Percentage points
EPS	Earnings per share	PRP	Performance related pay
FEG	Forward economic guidance	PVIF	Present value of in-force insurance contracts
FVOCI	Fair value through other comprehensive income	SABB	The Saudi British Bank, an associate of HSBC
GBM	Global Banking and Markets, a global business	SPE	Special-purpose entity
GPS	Global Payments Solutions (formerly GLCM: Global Liquidity and Cash Management)	RoTE	Return on average tangible equity
Group	HSBC Holdings plc and its subsidiary undertakings	RWA	Risk-weighted asset
GTRF	Global Trade and Receivables Finance	TNAV	Tangible net asset value
HFS	Held for sale	UK RFB	HSBC UK, the UK ring-fenced bank, established July 2018 as part of ring fenced bank legislation
		VNB	Value of new business written
		WPB	Wealth and Personal Banking, a global business
		XVAs	Credit and Funding Valuation Adjustments

# Footnotes

1. Unless otherwise stated, regulatory capital ratios and requirements are based on the transitional arrangements of the Capital Requirements Regulation in force at the time. These include the regulatory transitional arrangements for IFRS 9 'Financial Instruments'. The leverage ratio is calculated using the end point definition of capital and the IFRS 9 regulatory transitional arrangements, in line with the UK leverage rules that were implemented on 1 January 2022, and excludes central bank claims. Comparatives for 2021 are reported based on the disclosure rules in force at that time, and include claims on central banks. References to EU regulations and directives (including technical standards) should, as applicable, be read as references to the UK's version of such regulation and/or directive, as onshored into UK law under the European Union (Withdrawal) Act 2018, and subsequently amended under UK law
2. Reported RoTE is computed by adjusting annualised reported results for PVIF and for impairment of goodwill and other intangible assets (net of tax), divided by average reported equity adjusted for goodwill, intangibles and PVIF for the period
3. On an IFRS 4 basis
4. Corporate Centre includes an adjustment to reverse an accounting asymmetry relating to the cost of internally sourced funding of our trading activities, which is recorded as an expense within net trading income in the relevant global business. The adjustment moves this funding cost out of net trading income and into net interest income as an interest expense, reflecting the substance of the accounting treatment for the consolidated Group. This elimination has nil impact on Corporate Centre revenue
5. Technology costs in operating expenses trends include transformation saves and are presented on a net basis
6. Technology cost increases in quarterly walks are presented on a gross basis (excl. saves)
7. Impact of planned French disposal includes post-threshold impacts
8. Regulatory profits, net of regulatory dividend accrual for the purposes of capital calculations. In the 9 months to 30 September 2022, we accrued \$5.7bn after excluding the impact of the deferred tax asset created in 2Q22 and loss on reclassification of French retail operations to held for sale; equivalent to 28¢ per voting share
9. From 1 June 2022, Turkey was deemed a hyperinflationary economy for accounting purposes
10. From 1st July 2018, Argentina was deemed a hyperinflationary economy for accounting purposes
11. YTD, annualised. RoTE by Global Business excludes significant items. RoTE methodology annualises Profits Attributable to Shareholders, including ECL, in order to provide a returns metric. RoTE by Global Business considers AT1 Coupons on an accruals basis, vs. Reported RoTE where it is treated on a cash basis
12. Wealth deposits include Premier, Jade and Global Private Banking deposits, which include Prestige deposits in Hang Seng Bank, and form part of the total WPB customer accounts balance
13. A reconciliation of reported RWAs to adjusted RWAs can be found in the 'HSBC Holdings plc 3Q 2022 Datapack'
14. Differences between shareholders' equity and tangible equity drivers primarily reflect AT1 capital, goodwill and other intangibles and PVIF. 'Profit Attributable to Ordinary shareholders' differences primarily include goodwill and other intangibles impairment, PVIF movements and amortisation expense. 'FX' differences primarily include FX on goodwill and intangibles. 'Other' differences primarily include intangible additions and redemption of securities
15. A revised approach to insurance-related adjustments has been effective from 30 September 2022. This has no impact on overall CET1 capital
16. System refers to authorised institutions under the supervision of the HKMA
17. Trade financing lending is comprised of: loans to finance imports to and exports and re-exports from Hong Kong; loans to finance merchandising trade not touching Hong Kong; and, acceptance and bills of exchange. Source: HKMA at 31 December 2021; Hong Kong market share includes HASE
18. Mainland China reported Real Estate exposures comprises exposures booked in mainland China and offshore where the ultimate parent is based in mainland China, and all exposures booked on mainland China balance sheets; Commercial Real Estate refers to lending that focuses on commercial development and investment in real estate and covers commercial, residential and industrial assets; Real Estate for Self Use refers to lending to a corporate or financial entity for the purchase or financing of a property which supports overall operations of a business i.e. a warehouse for an e-commerce firm
19. The common equity tier 1 and tier 1 ratios are calculated as the respective capital base divided by risk-weighted assets, in accordance with CAR Guideline issued by OSFI

# 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.

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## Forward-looking statements

This Presentation may contain projections, estimates, forecasts, targets, opinions, prospects, results, returns and forward-looking statements with respect to the financial condition, results of operations, capital position, 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 related 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 changes, geopolitical tensions such as the Russia-Ukraine war, the impact of the Covid-19 pandemic 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 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 2021 filed with the Securities and Exchange Commission (the “SEC”) on Form 20-F on 23 February 2022 (the “2021 Form 20-F”), our 1Q 2022 Earning Release furnished to the SEC on Form 6-K on 26 April 2022 (the “1Q 2022 Earnings Release”), our Interim Financial Report for the six months ended 30 June 2022, furnished to the SEC on Form 6-K on 1 August 2022 (the “2022 Interim Report”) and our 3Q 2022 Earnings Release, which we expect to furnish to the SEC on Form 6-K on 25 October 2022 (the “3Q 2022 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 an “adjusted performance” basis which is computed by adjusting reported results for the period-on-period effects of foreign currency translation differences and significant items which distort period-on-period comparisons. Significant items are those items which management and investors would ordinarily identify and consider separately when assessing performance in order to better understand the underlying trends in the business.

Reconciliations between Alternative Performance Measures and the most directly comparable measures under IFRS are provided in our 2021 Form 20-F, our 1Q 2022 Earnings Release, our 2022 Interim Report and our 3Q 2022 Earnings Release, when filed, each of which are available at [www.hsbc.com](http://www.hsbc.com). Information in this Presentation was prepared as at 25 October 2022.



