IFRS Management Basis

8 May 2012



Disclosure Statement

This presentation, including the accompanying slides and subsequent discussion, may contain certain forward-looking information with respect to the financial condition, results of operations and business of HSBC Finance Corporation. Any forward-looking information represents expectations or beliefs concerning future events and involves known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. Additional detailed information concerning important factors that could cause actual results to differ materially is available in the HSBC Finance Corporation Annual Report on Form 10-K for the period ended 31 December 2011. Please be further advised that Regulation FD prohibits HSBC representatives from answering specific questions.

HSBC Holdings plc reports financial results in accordance with International Financial Reporting Standards ('IFRSs') as issued by the International Accounting Standards Board ("IASB") and endorsed by the European Union ("EU"). EU-endorsed IFRSs may differ from IFRSs, as issued by the IASB if, at any point in time, new or amended IFRSs have not been endorsed by the EU. At 31 March 2012, there were no unendorsed standards affecting this document and there was no difference between IFRSs endorsed by the EU and IFRSs as issued by the IASB in terms of their application to HSBC.

IFRSs comprise accounting standards issued by the International Accounting Standards Board and its predecessor body and interpretations issued by the International Financial Reporting Interpretations Committee and its predecessor body.

This presentation contains certain information regarding HSBC Finance Corporation, including Card and Retail Services, a wholly owned, indirect subsidiary of HSBC Holdings plc, and is presented on an IFRS Management Basis, which assumes that the mortgages, credit card loans, private label customer loans, and through August 2010, motor vehicle finance loans transferred to HSBC Bank USA, National Association ('HSBC Bank USA'), have not been sold and remain on HSBC Finance Corporation's balance sheet. IFRS Management Basis also assumes that all purchase accounting fair value adjustments relating to the acquisition of HSBC Finance Corporation by HSBC Holdings plc have been 'pushed down' to HSBC Finance Corporation. Trends are monitored on an IFRS Management Basis because the loans sold to HSBC Bank USA were conducted primarily to fund prime customer loans more efficiently through bank deposits and such customer loans continue to be managed and serviced by HSBC Finance Corporation without regard to ownership.

All amounts are in US\$ unless otherwise stated.

HSBC Finance Corporation 2012 Financial Results ⁽¹⁾

US\$m	1Q 2011			1Q 2012		
	Card and Retail Svcs	Consumer and Other ⁽²⁾⁽³⁾	Total	Card and Retail Svcs	Consumer and Other ⁽²⁾⁽³⁾	Total
Net operating income before loan impairment charges excluding changes in Fair Value of Own Debt due to credit spreads (FVOD)	1,359	760	2,119	1,272	814	2,086
Loan impairment charges and other credit risk provisions	(257)	(1,286)	(1,543)	(209)	(853)	(1,062)
Total operating expenses	(494)	(253)	(747)	(394)	(206)	(600)
Profit/(Loss) before tax excluding FVOD ⁽⁴⁾	608	(779)	(171)	669	(245)	424

Net operating income before loan impairment charges for Consumer and Other above includes the effect of non-qualifying hedges ("NQHs") of a \$43m gain in 1Q 2011 and a \$208m gain in 1Q 2012.

Notes:

(1) In August 2011, we agreed to sell our Card and Retail Services businesses to Capital One Financial Group.

(2) Consumer and Other represents the run-off businesses of Consumer and Mortgage Lending, as well as our Insurance, Commercial, Corporate and Treasury activities.

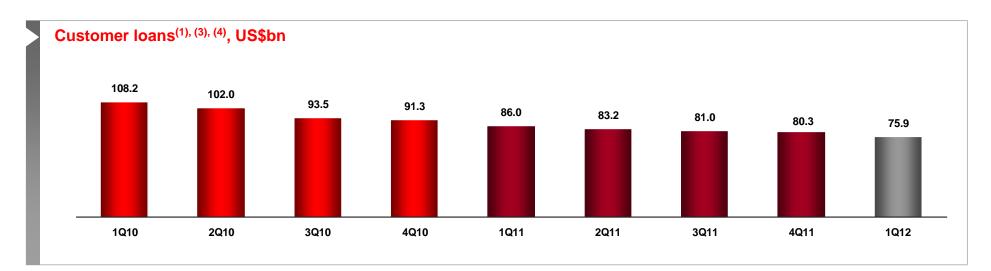
(3) Included in Consumer and Other is PBT loss of (\$791m) in 1Q 2011 and (\$211m) in 1Q 2012 related to the RBWM run-off portfolio.

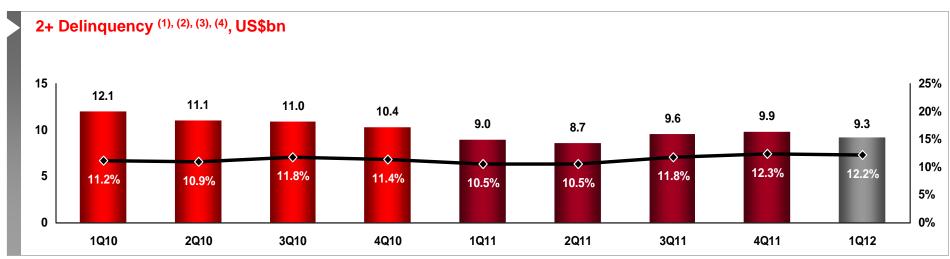
(4) Profit/(loss) before tax excluding FVOD can be reconciled to reported IFRS segment results as follows:

	1Q 20	11	1Q 2012		
	Card and Retail Svcs	Consumer and Other	Card and Retail Svcs	Consumer and Other	
Profit/(Loss) before tax excluding FVOD as reported above	608	(779)	669	(245)	
Adjustments:					
Changes in FVOD	-	(157)	-	(458)	
Discontinued operations	(608)	3	(669)	-	
Management basis adjustments	-	10	-	(8)	
Profit/(Loss) from continuing operations before tax as reported	-	(923)	_	(711)	

See Note 12 'Business Segments' of the HSBC Finance Corporation U.S. SEC filings on Form 10-Q for the period ended 31 March 2012 for further information related to business segment results.

Continued reduction of balance sheet in the US





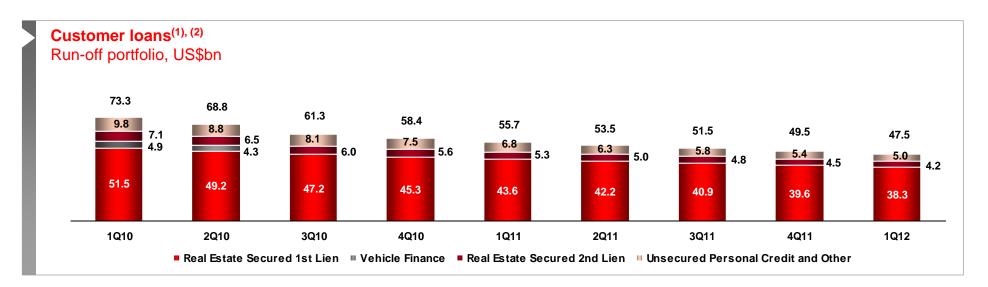
Notes:

(1) Excludes reverse repo balances for all periods presented.

(2) 2+ Delinquency ratio as a percentage of end-of-period customer loans.

(3) During 3Q10, we sold the remainder of our Vehicle Finance loan portfolio to Santander Consumer, USA Inc.

US customer loans – Run-off portfolio and Credit Card and Private Label







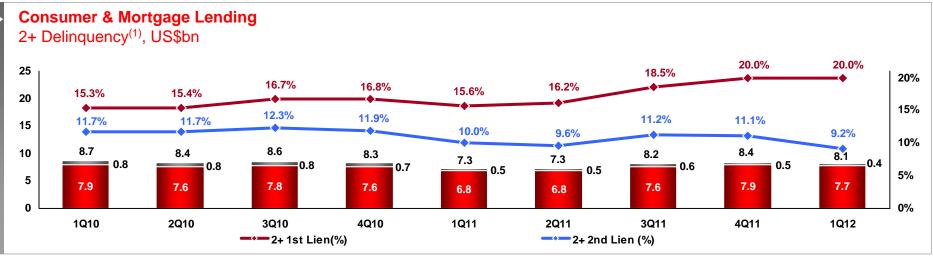
Notes:

(1) Excludes reverse repo balances.

(2) During 3Q10, we sold the remainder of our Vehicle Finance loan portfolio to Santander Consumer, USA Inc.

US Mortgages: Continuing to shrink the Consumer & Mortgage Lending portfolio

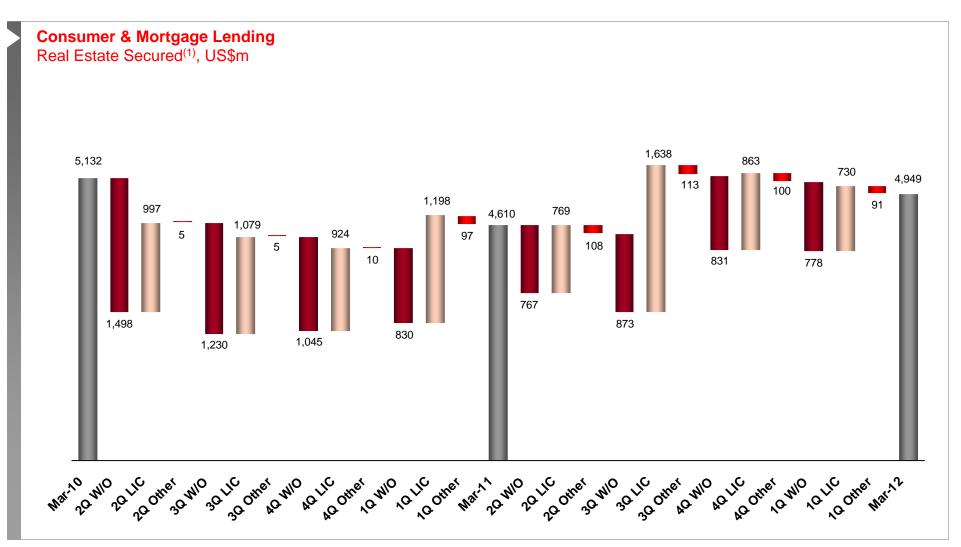




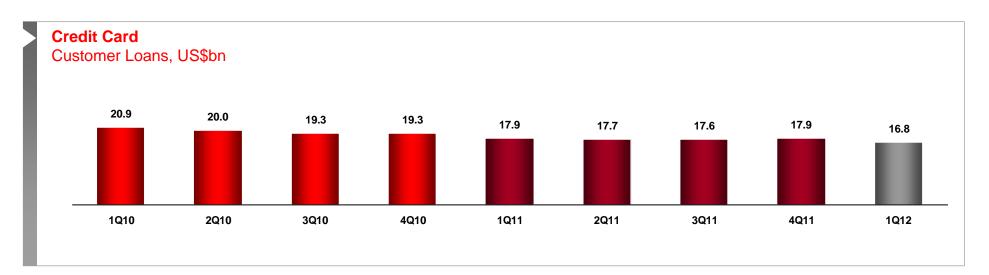
Notes:

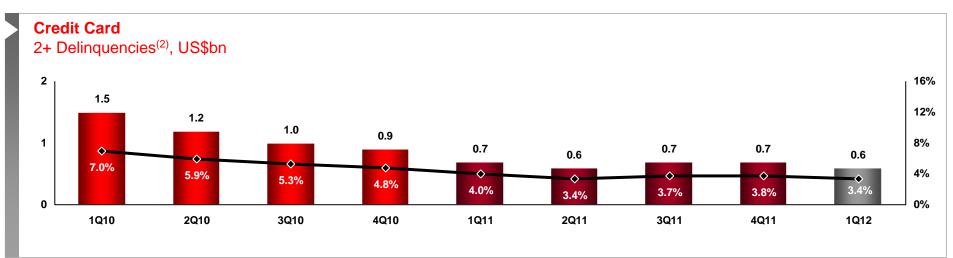
(1) 2+ Delinquency ratio as a percentage of end-of-period customer loans.

Impairment allowance



Managing risk: Credit Card⁽¹⁾



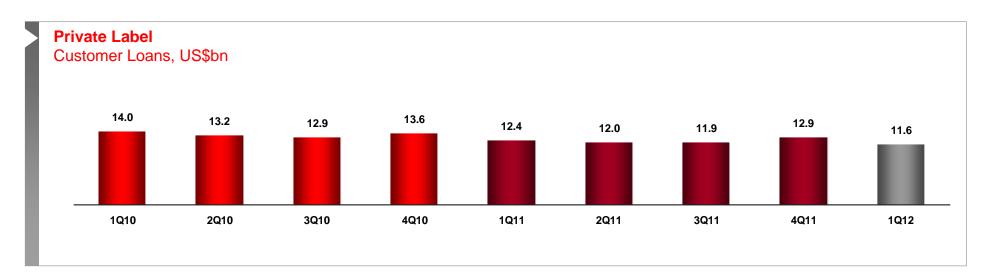


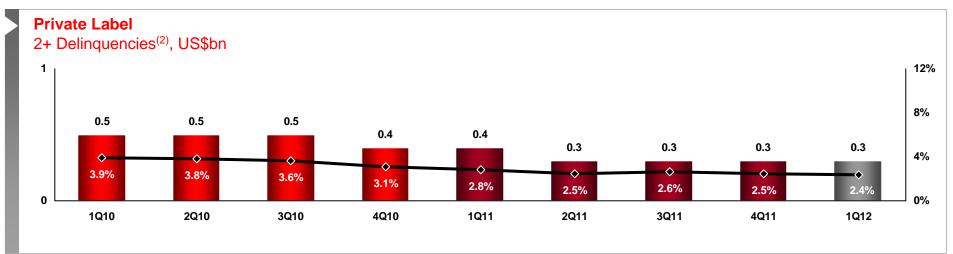
Notes:

(1) During 3Q11, the credit card portfolio was moved to other assets pending the sale to Capital One Financial Group.

(2) 2+ Delinquency ratio as a percentage of end-of-period customer loans.

Managing risk: Private Label⁽¹⁾



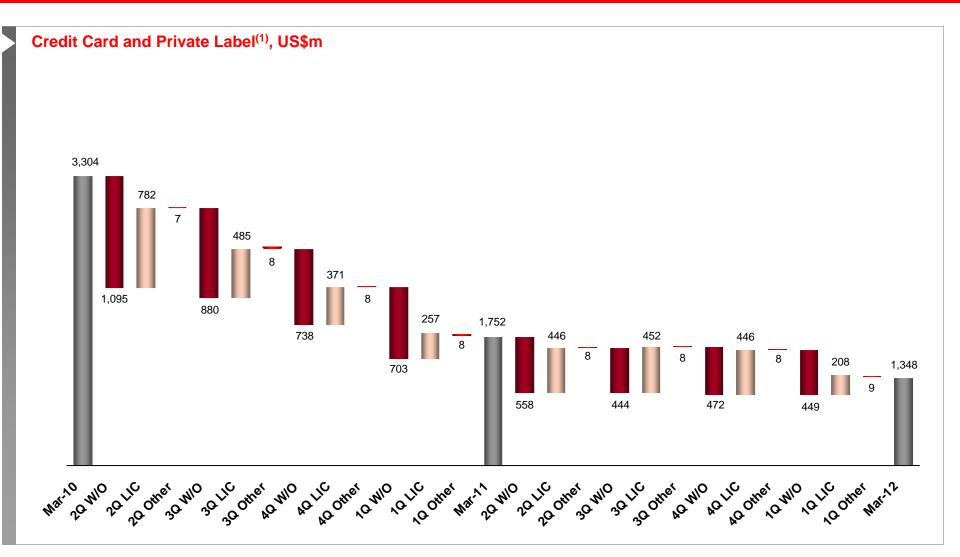


Notes:

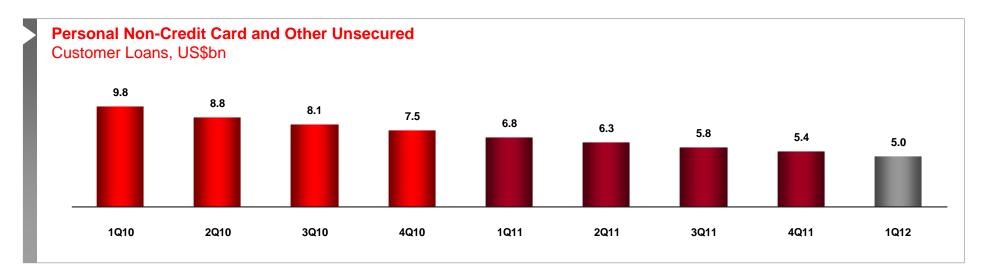
(1) During 3Q11, the private label portfolio was moved to other assets pending the sale to Capital One Financial Group.

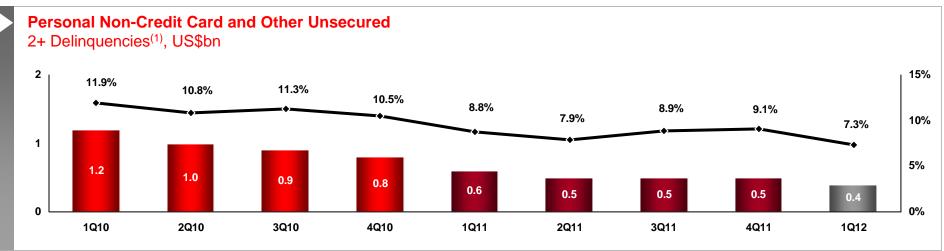
(2) 2+ Delinquency ratio as a percentage of end-of-period customer loans.

Impairment allowance



Managing personal non-credit card run-off

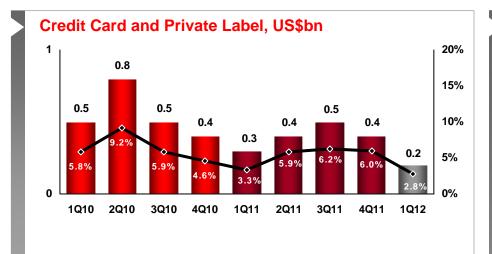


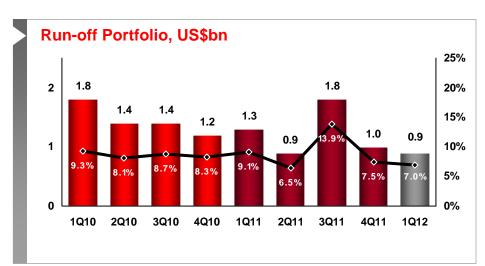


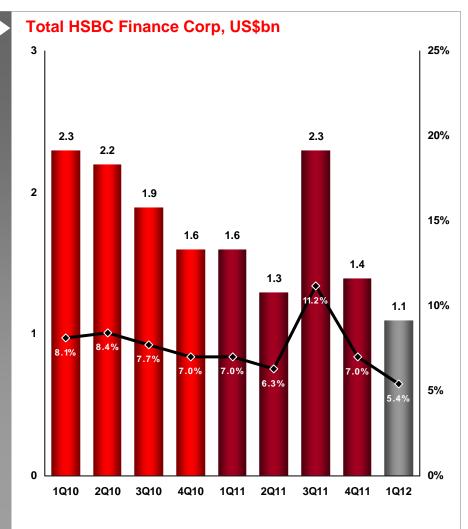
Notes:

(1) 2+ Delinquency ratio as a percentage of end-of-period customer loans.

Loan impairment charges^{(1), (2), (3), (4)}



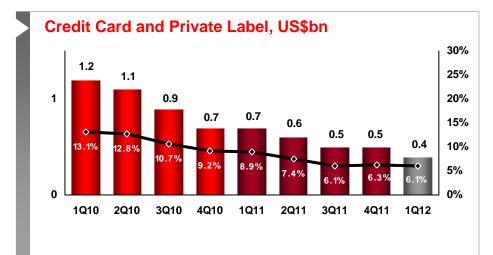


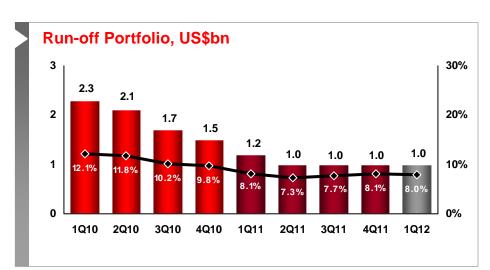


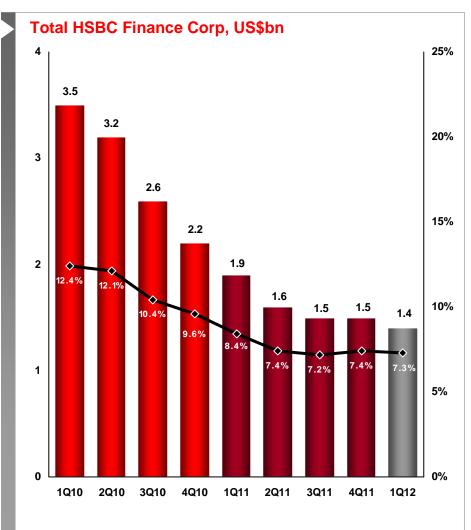
Notes:

- (1) Excludes reverse repo balances.
- (2) Loan impairment charge ratio as a percentage of average total loans (quarter annualised).
- (3) During 3Q10, we sold the remainder of our Vehicle Finance loan portfolio to Santander Consumer, USA Inc.

Amount written-off (1), (2), (3), (4)







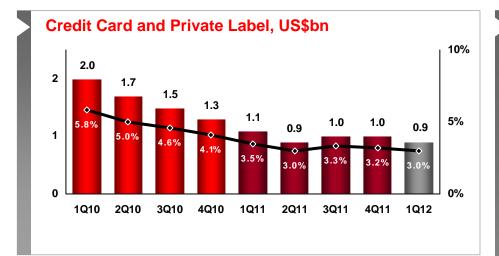
Notes:

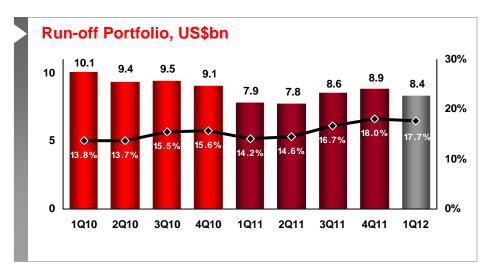
(1) Excludes reverse repo balances.

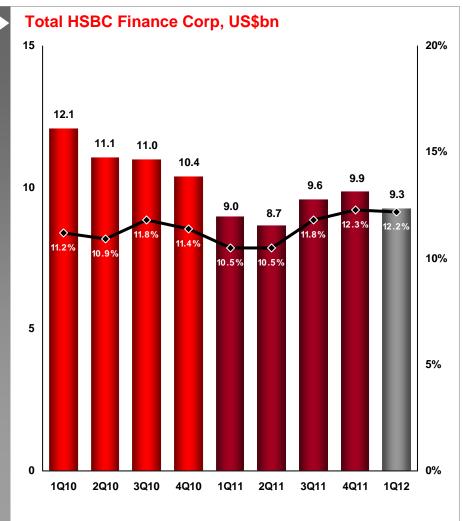
(2) Loans written-off ratio as a percentage of average total loans (quarter annualised).

(3) During 3Q10, we sold the remainder of our Vehicle Finance loan portfolio to Santander Consumer, USA Inc.

2+ Delinquency^{(1), (2), (3), (4)}



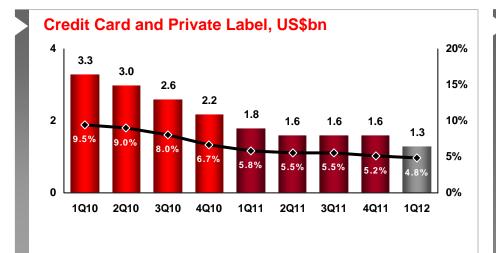


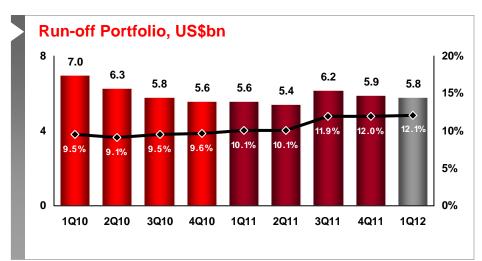


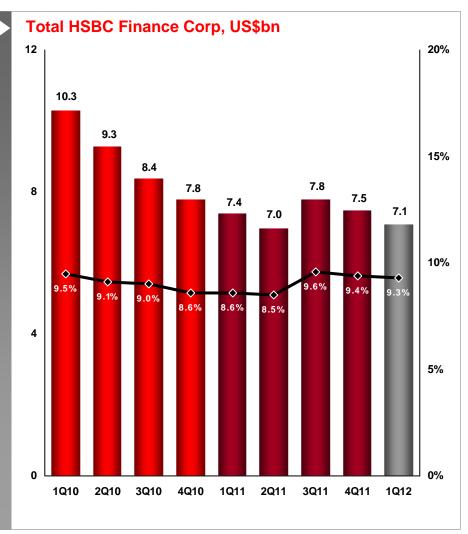
Notes:

- (1) Excludes reverse repo balances.
- (2) 2+ Delinquency ratio as a percentage of end-of-period customer loans.
- (3) During 3Q10, we sold the remainder of our Vehicle Finance loan portfolio to Santander Consumer, USA Inc.

Impairment allowance^{(1), (2), (3), (4)}







Notes:

(1) Excludes reverse repo balances.

(2) Impairment allowance ratio as a percentage of end-of-period total loans, excluding vehicle finance loans classified as held for sale in 2Q09 through 1Q10.

(3) During 3Q10, we sold the remainder of our Vehicle Finance loan portfolio to Santander Consumer, USA Inc.