

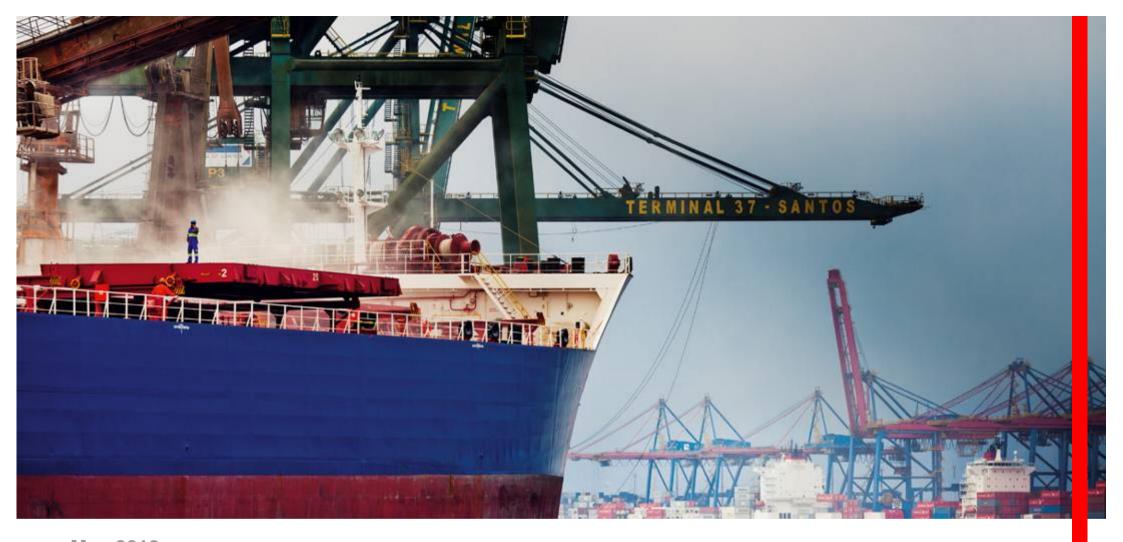
17 May 2012

HSBC HOLDINGS PLC

INVESTOR DAY

The presentation to be given today by Stuart Gulliver, Group Chief Executive, is attached and will be available to view at www.hsbc.com.

ends/all



May 2012

Group Strategy

Investor Day

Stuart Gulliver Group Chief Executive



Forward-looking statements

This presentation and subsequent discussion may contain certain forward-looking statements with respect to the financial condition, results of operations and business of the Group. These forward-looking statements represent the Group's expectations or beliefs concerning future events and involve known and unknown risks and uncertainty 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 our Annual Report and Accounts 2011. Past performance cannot be relied on as a guide to future performance.

This presentation contains non-GAAP financial information. Reconciliation of non-GAAP financial information to the most directly comparable measures under GAAP are provided in the 'Reconciliation of reported and underlying profit before tax' supplement available at www.hsbc.com.

Agenda

Recap and progress on execution

Vision of HSBC

Priorities going forward

Group Strategy

Strategy aligned with two long-term trends

International trade and capital flows



- Build on international trade and commercial banking heritage
- International network in markets that matter

Economic development and wealth creation



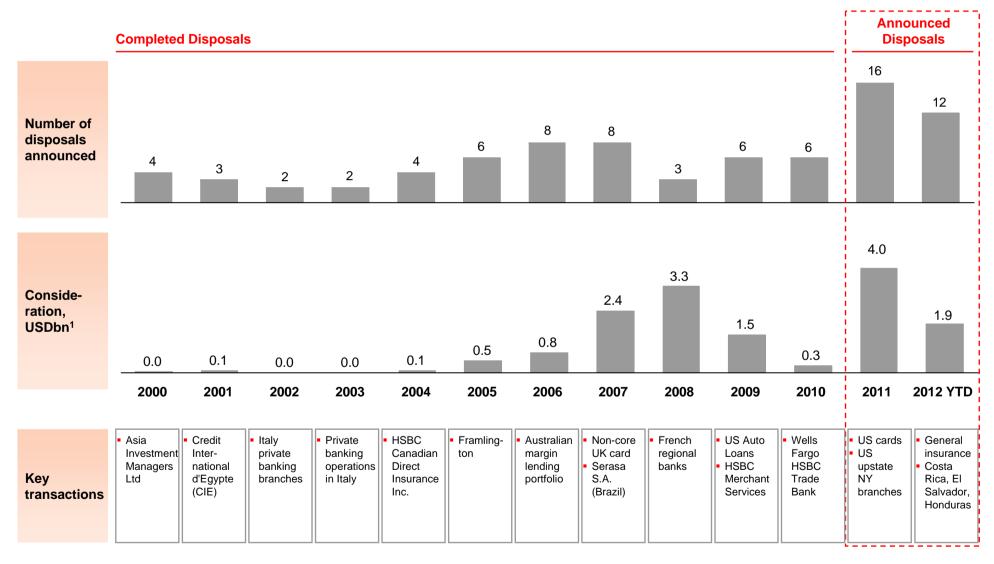
- Most relevant markets for wealth creation
- Retail banking only where we can achieve profitable scale

If we are successful in executing against this strategy, we will be regarded as the world's leading international bank

Progress against May 2011 Report Card

Key execution elements	May 2011 Report Card Metrics	Progress to date		
Capital Deployment Five Filters	 Disposals and closures of non- strategic / underperforming businesses Turnaround of strategically relevant businesses 	 28 transactions to dispose of or close businesses c.USD55bn expected reduction in RWAs c.15k FTE to be transferred c.USD5.9bn total consideration 		
Cost efficiency Four Programmes	 USD2.5-3.5bn in sustainable cost saves by 2013 Simplify and delayer organisation 	 USD2.0bn in total annualised sustainable savings FTE down 14k from 1Q11 (including 1.5k from transactions and US run off portfolios) Global functions re-engineering across the Group 		
3 Growth	 Revenue growth in faster growing markets USD4bn in incremental wealth revenues in the medium term USD1bn in additional CMB and GB&M revenues in the short to medium term 	 1Q12 yoy revenue growth of 7% in Latin America, 16% in Hong Kong, and 18% in Rest of Asia Pacific c.USD300m in incremental Wealth revenues in 2011 c.USD500m in incremental revenues from CMB and GB&M integration in 2011 		

Five Filters – We have announced an unprecedented number of disposals over the last 12 months



⁽¹⁾ Based on consideration at the time of the deal announcement. Consideration for announced transactions, for the purposes of this analysis, is defined as the value received for the sale of a business for legal entity sales and the premium / discount to assets / liabilities received for the sale of a business for asset & liability transfers. The premium for the US Cards and Retail Services sale is as at closing.

Five Filters – Reduce fragmentation in our portfolio through closures and disposals in non-strategic markets

		28 transactions to dispose of or close businesses announced and currently being executed			
JS r	epositioning	 US Upstate New York Branches US Cards and Retail Services 			
		 General Insurance – UK (Motor), HK, Singapore, Mexico, Argentina, Bermuda (Ins. Mgt.), Iraq (Dar Es Salaam Insurance stake) 			
	Businesses	 Pension fund management – Mexico (Afore) 			
Fragmentation	 Private Equity and other – US (PE), Canada (PE, Consumer Finance and Investment Advisory), Middle East (PE), UK (Montagu Private Equity stake) 				
Fragm		 Europe – Slovakia, Georgia (Closure), Poland (RBWM), Russia (RBWM), Hungary (Consumer finance), Malta (Merchant acquiring) 			
Geog	Geographies	 Asia – Thailand (RBWM), Japan (Private banking, Consumer Banking) 			
		 Latin America – Costa Rica, Honduras, El Salvador, Chile (Retail), Colombia, Peru, Uruguay and Paraguay 			
		 Transferred/to be transferred FTE c.15k 			

RWA c.USD55bn

Five Filters – Overall Insurance review addresses General Insurance and other fragmented businesses

General Insurance exit		Countries		Sub-scale / Fragmentation	Countries	
	Latin America	Argentina General InsuranceMexico General Insurance		Life Insurance	El Salvador Life InsuranceHonduras Life Insurance	
General Asia Pacific		 Hong Kong General and Medical Insurance; Hong Kong (HASE) General Insurance Singapore General and Medical Insurance 		Insurance Management Services	Bermuda Insurance Management Services	
	Europe	 UK Motor Insurance 		Pensions	 Mexico Pensions (Afore) 	
	MENA	 Dar Es Salaam Insurance stake 				
			Transferred transferredRWA c.USD	FTE c.1k ¹		

(1) Excludes El Salvador and Honduras



Five Filters – Reduced fragmentation in Europe and Asia

Europe actions

Footprint

simplification

Disposal of non-core businesses

- Georgia full exit
- Slovakia full exit
- Poland RBWM exit
- Russia RBWM exit
- Hungary consumer finance sale
- Malta merchant acquiring sale
- UK Montagu Private Equity stake
- UK Motor Insurance



- Germany
- Switzerland
- Turkey

Asia actions

- Japan RBWM and **GPB** exits
- Thailand RBWM exit

Hong Kong general

insurance disposal;

Hong Kong (HASE)

general insurance

 Singapore general insurance disposal

and medical



Priority Markets

- Hong Kong
- Australia
- Mainland China
- India
- Indonesia
- Malaysia
- Singapore
- Taiwan
- Vietnam

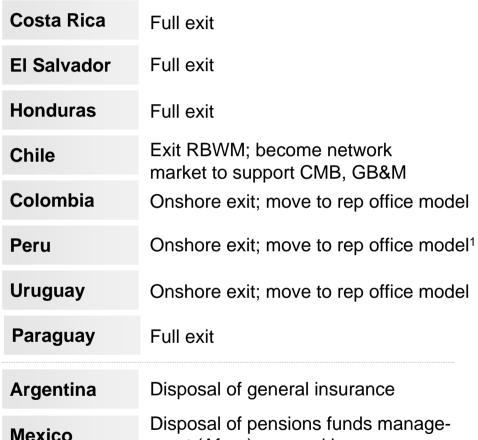
- **Priority Markets**
- UK
- France

- Transferred/to be transferred FTE c.0.1k
- RWA c.USD700m

- Transferred/to be transferred FTE c.0.7k
- RWA c.USD970m

Five Filters – Reduced fragmentation in Latin America

Footpri	int
simplifi	ication





Priority Markets

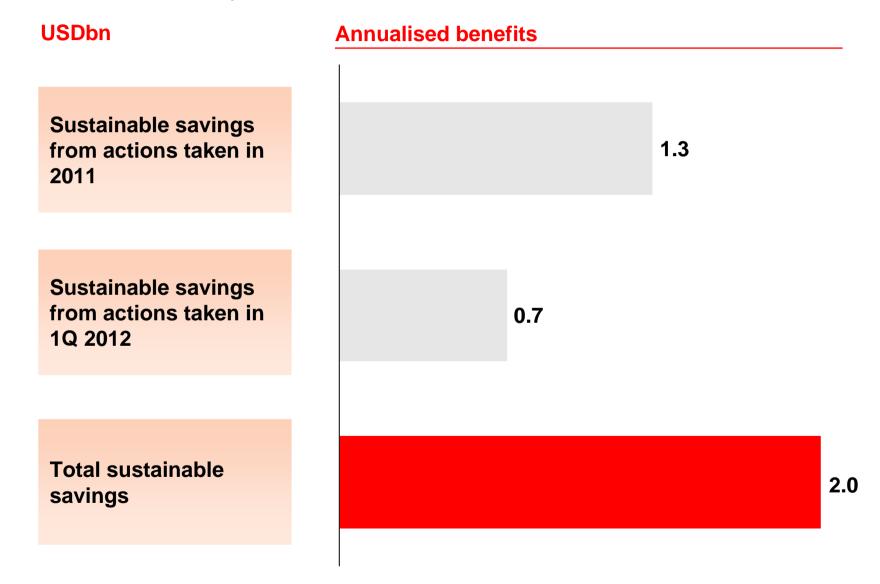
- Argentina
- Brazil
- Mexico

Disposal of noncore businesses

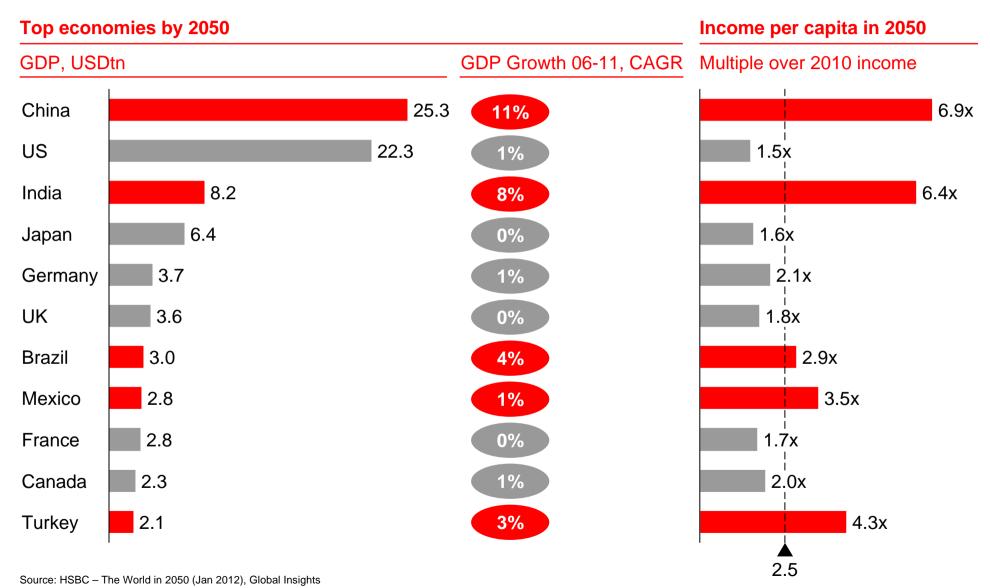
Argentina	Disposal of general insurance			
Mexico	Disposal of pensions funds management (Afore); general insurance			

- Transferred/to be transferred FTE c.6.3k
- RWA c.USD7.1bn

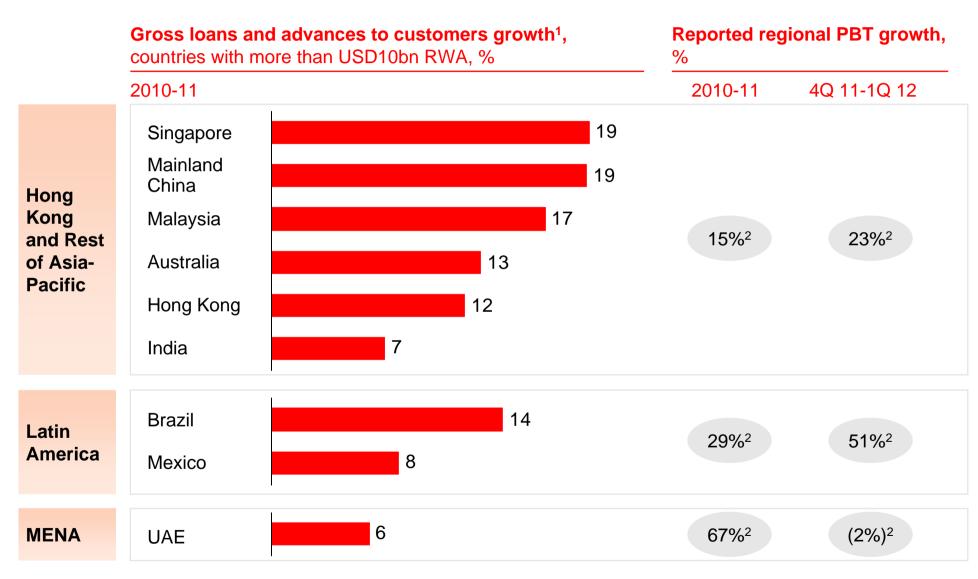
Four Programmes – Sustainable savings booked until 1Q 2012 to deliver USD2bn by 2012YE



Growth – HSBC has exposure to markets with strong fundamentals driving wealth creation



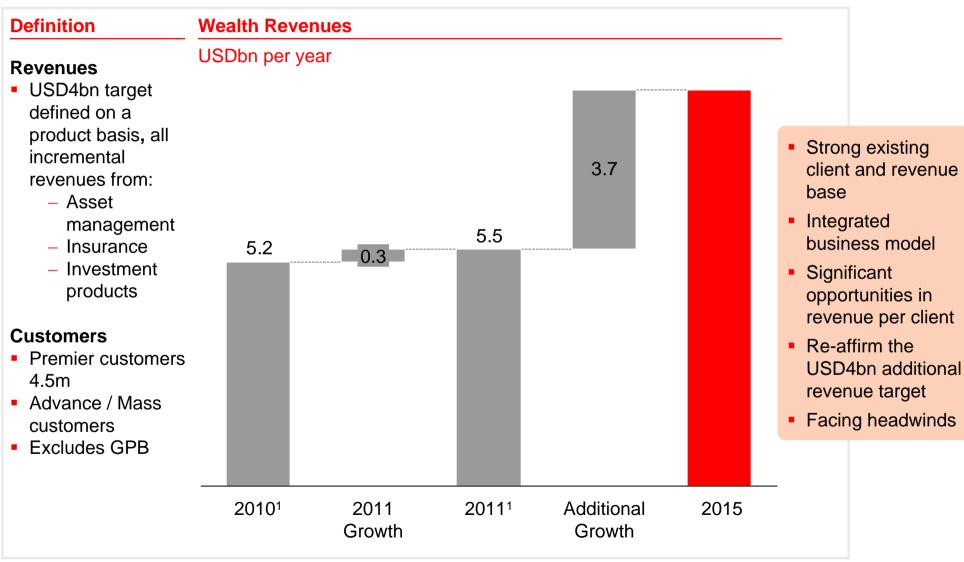
Growth – Progress has been made across faster growing markets



⁽¹⁾ Constant currency

⁽²⁾ Numbers refer to whole region

Growth – Initiatives on-track to position HSBC as a leading wealth provider



⁽¹⁾ Excludes cash FX

Growth – Integration between CMB and GB&M has resulted in c.USD500m in incremental revenues in 2011

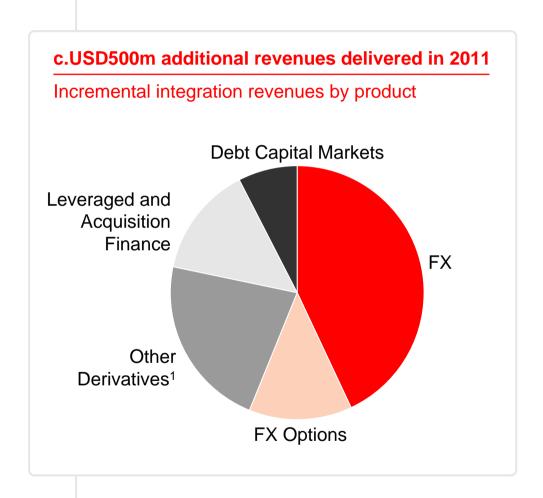
Actions to date

Client targeting

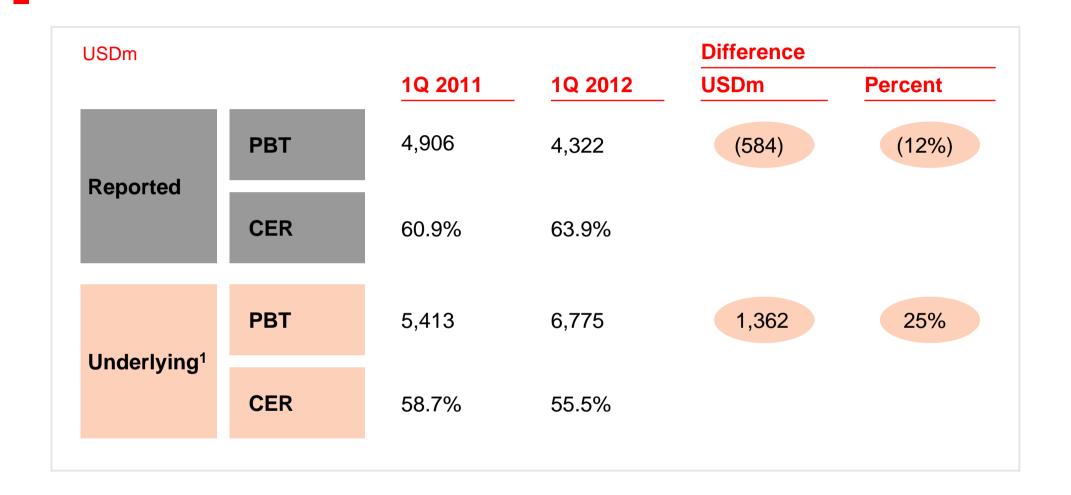
- Clients screened and prioritised for collaborative coverage
- Increased sales coordination across GB&M, Payments, Cash Management and Trade

Collaborative client engagement

- Additional GB coverage resources dedicated to CMB clients in Asia Pacific
- Development and delivery of electronic FX proposition for CMB clients



1Q 2012 results also demonstrated progress



⁽¹⁾ We measure our performance internally on a like-for-like basis by eliminating the effects of exchange differences, acquisitions and disposals of subsidiaries and businesses and the effect of changes in credit spread on the fair value of our long-term debt where the net result of such movements will be zero upon maturity of the debt, all of which distort year-on-year comparisons. We refer to this as our underlying performance.

Agenda

Recap and progress on execution

Vision of HSBC

Priorities going forward

HSBC Vision

Purpose

We enable businesses to thrive and economies to prosper, helping people fulfil their hopes and dreams and realise their ambitions

Reason why we exist

Values

Act with courageous integrity

- Dependable and do the right thing
- Open to different ideas and cultures
- Connected to customers, regulators and each other

How we behave and conduct business

Strategy

- International network connecting faster growing and developed markets
- Develop Wealth and invest in Retail only in markets where we can achieve profitable scale

Where and how we compete

Outcome

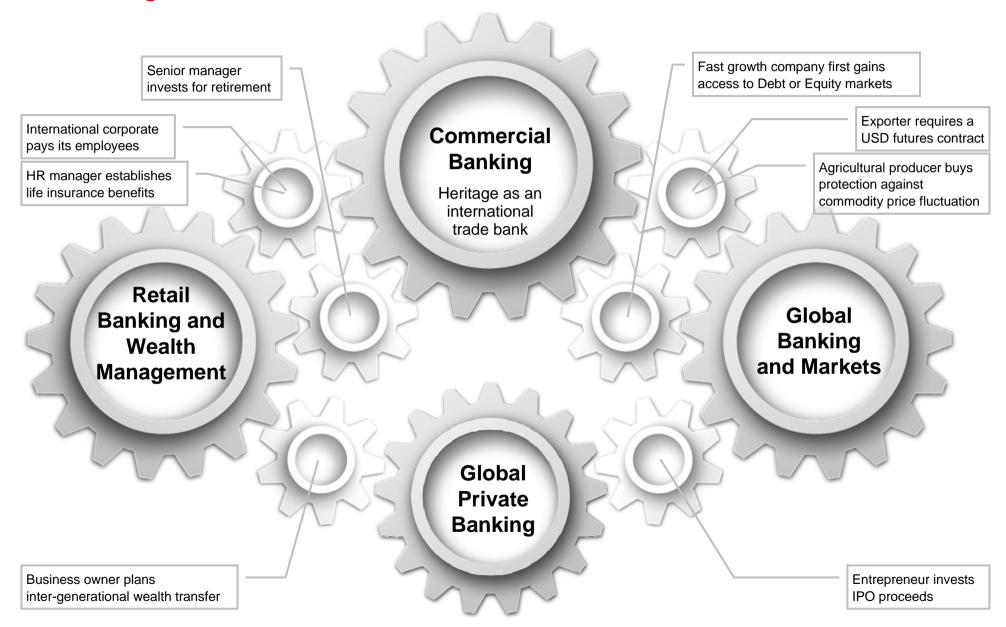
Being the world's leading international Bank



Delivering consistent returns:

- 50% of earnings retained
- 35% to shareholders as dividends
- 15% variable pay

Four integrated Global Businesses



Cohesive portfolio of markets

	Hong Kong and rest of Asia Pacific	Europe	Middle East and North Africa	North America	Latin America
'Home markets'	 Hong Kong¹ 	United Kingdom			
Priority Growth markets	 Australia Mainland China India Indonesia Malaysia Singapore Taiwan Vietnam 	FranceGermanySwitzerlandTurkey	EgyptSaudi ArabiaUAE	CanadaUSA	ArgentinaBrazilMexico
Network markets	 Operations primarily focused on CMB and GB&M international clients and businesses Together with home and priority growth markets these concentrate c.85-90% of international trade and capital flows 				
Small markets	 Markets where HSBC has profitable scale and focused operations Representative Offices 				

⁽¹⁾ Includes Hang Seng Bank

Committed to delivering on our financial targets

Capital Profitability Efficiency

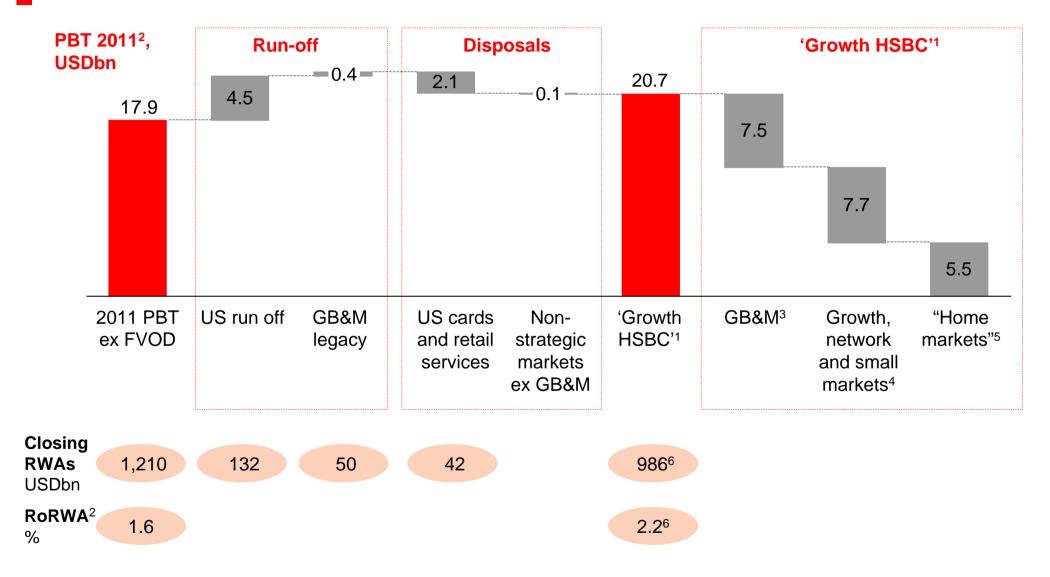
Common equity tier 1
ratio of 9.5 - 10.5%

ROE target of 12 - 15%

CER target of 48 - 52%

Vision

'Growth HSBC'¹ delivered a pre-tax RoRWA² of 2.2% in 2011



⁽¹⁾ Growth HSBC excludes US run off, GB&M legacy, US cards and retail services and non-strategic markets (excluding GB&M); (2) Excludes USD3.9bn change in fair value on own debt related to credit spread changes; (3) Excludes GB&M legacy; (4) Includes Priority Growth Markets, Network Markets and Small Markets all excluding GB&M; (5) Hong Kong and UK both excluding GB&M. Note that the UK includes the Group's head office costs and the UK Bank Levy (c. USD0.6bn); (6) Includes non-strategic markets (ex GB&M)

Agenda

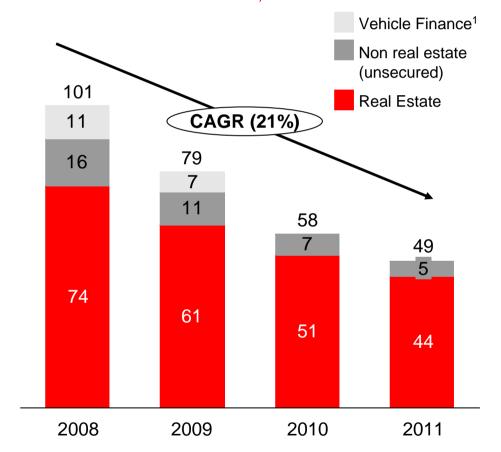
Recap and progress on execution Vision of HSBC **Priorities going forward** Run off **Simplify** Portfolio fragmentation (Five Filters) Organisation, processes and procedures Reposition elements of GPB business model Reposition US business Restructure GB&M structurally challenged products Integration of Global Businesses Capital commitment to priority growth markets Grow

US Legacy Consumer Assets – Running off the CML book



We continue to run off US Legacy consumer assets ...

Run-off Portfolio Receivables, USDbn



... and are actively analysing opportunities to reduce risk and improve returns

Sales

- Identifying segments of the real estate portfolio we may want to consider selling that (i) represent high risk and/or high operational burden or (ii) may be sold on a capital accretive basis
- Full sale of non-real estate portfolio should be explored to reduce operational risk

Servicing

 Continuing to collect effectively and ethically while focusing on expense control and managing operational and employee retention risks

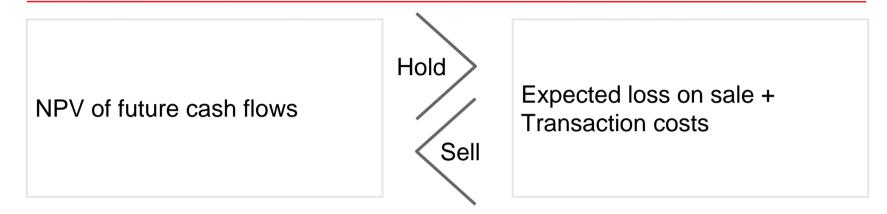
(1) Vehicle Finance sold in 3Q 2010



GB&M – GM Legacy hold vs. sell decisions taken based on a clear economic framework

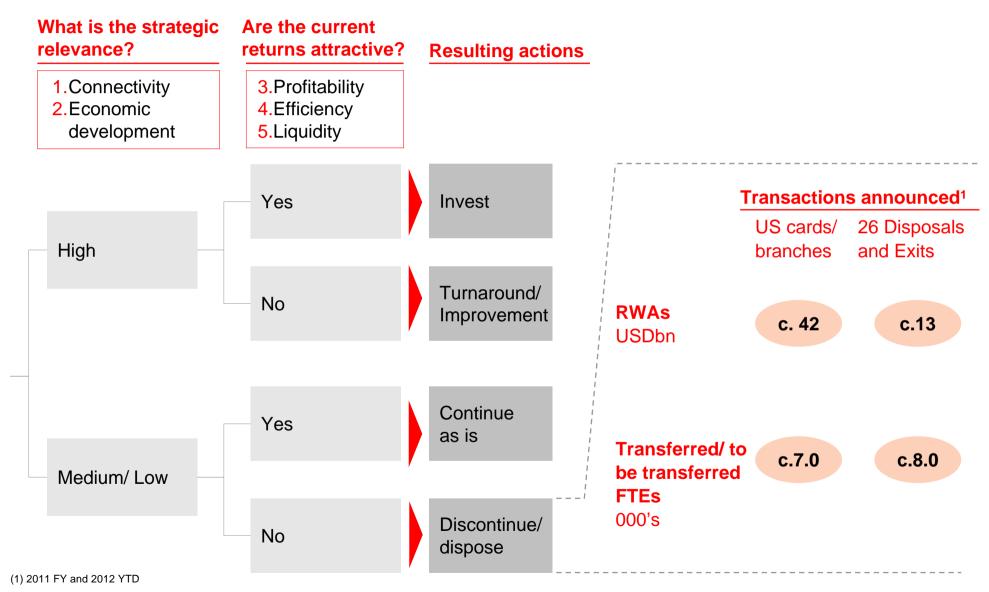


Decision framework



- NPV considers terminal value, net of funding and operational costs as well as Cost of Capital
- Capital charge for projected RWAs assumes 10-15% Core Tier 1 requirement
- Cost of Capital specific to GB&M; determined using various economic factors
- Additional consideration for redeployment of capital

Fragmentation – We continue to use the five filters to drive further strategic actions



Simplifying the organisation and our approach to talent and values



Four Programmes – A strong pipeline of actions to deliver against the cost target

USDbn Four Programmes	Sustainable Savings (Booked) ¹	Confirmed Pipeline	Total (Booked & Pipeline)	Target by 2013	
Implement consistent business models	0.2	0.6	0.8	0.9	Key actions in pipeline
Re-engineer Global Functions	0.3	0.5	0.8	1.0	De-layeringProcurement
Re-engineer operational processes	0.4	0.5	0.9	1.0	 RBWM and CMB Productivity Process Re- engineering
Streamline IT	0.3	0.3	0.6	0.6	Right-shoring
Total	1.2	1.9	3.1	3.5	

(1) 2011 and 1Q 2012

Agenda

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GPB – Elements of business model to be re-positioned



Industry challenges

- Capturing new inflows from faster growing markets and domestic businesses
- International businesses under increasing regulatory scrutiny
- Overall pressure on profitability

HSBC challenges

- 'Federation of Private Banks'
 - Booking centre driven
 - Loosely integrated business and operating model
 - Sub-optimal collaboration with rest of the Group
- Reputational and financial damage after 2010 data theft

Business model going forward

Operational risk and compliance

- Adhere to the highest standards in the industry
- Continue to focus International on transparency and provide access to international investment opportunities

Integrated operating model

- Implement new global operating model with better integration and coordination between regions
- Complete global roll-out of improved data security and compliance systems and processes

Integration with Group

- Intensify collaboration with CMB to access entrepreneur wealth creation
- Create seamless Group wealth proposition

Capturing growth

- Focus investment on most attractive developed and faster growing wealth markets where GPB can build on
 - Access to deep Group client franchise
 - Strong local and international product capabilities

We are reshaping the US business to focus on core activities



Major US transactions announced to date

US Cards and Retail Services

Consideration: USD2.4bn

Transferred FTEs: c.5k

RWAs: c.USD40bn¹

Acquirer: Capital One

Closed 1st May 2012

Upstate New York branches

Consideration: USD1.0bn

• FTEs to be transferred: c.2k

RWAs: c.USD2bn¹

Acquirer: First Niagara

Expected closing date: 2Q 2012

Reposition the US towards international businesses

- Commercial Banking focused on 5 hubs concentrating over 50% of US corporate imports/exports² – California, Florida, Illinois, New York, Texas
- Global Banking serving top-tier multinationals and Global Markets (New York) as a hub for international clients across Americas and world, leveraging USD funding
- Retail Banking Wealth Management and Global Private Bank target internationally mobile clients in large metropolitan centres in the West and East coast

⁽¹⁾ As at 31st March 2012

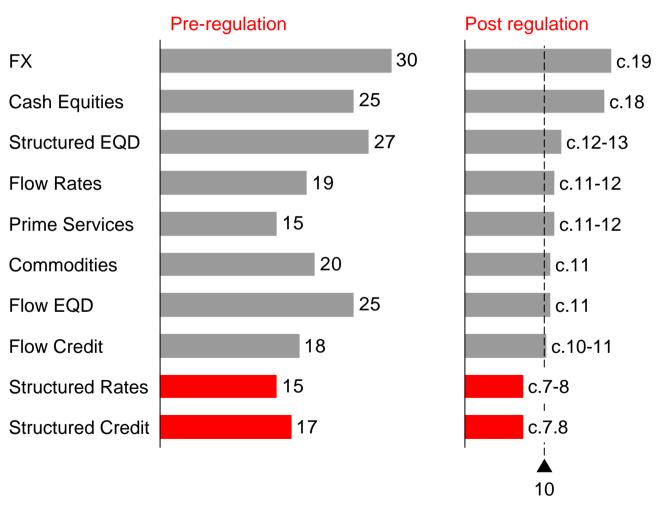
⁽²⁾ International business opportunities were plotted by Metropolitan Statistical Areas (MSAs) and grouped into 5 key regions. These MSAs account for 52% of the international opportunity (Brookings report)

GB&M – Industry is changing and facing profitability challenges

Industry-wide structurally challenged businesses

Industry changes in product profitability

ROE, %



Industry challenges

- Client activity relatively subdued with global investment banking revenue pool forecasts for flat to moderate growth
- Regulatory changes reducing available capital and liquidity
- Overall downward pressure on returns

Source: McKinsey report "Day of Reckoning? New Regulation and Its Impact on Capital-Markets Businesses", September 2011

GB&M – HSBC is well positioned for the new business paradigm



What matters going forward...

Deep client franchise

Access to deep and diversified client base

Network and product capabilities

- Network of markets covering majority of global financial flows
- Global product capabilities

Liquidity and funding

Diversified funding base

...HSBC GB&M execution progress 2011

Faster growing markets

 1Q 2012 vs 1Q 2011 PBT growth in Hong Kong (20%), Rest of Asia Pacific (17%), and Latin America (22%)

Financing focused

 DCM top 5 league table positions in Asia ex Japan, Europe and Latin America¹

 FCM initial success No. 2 in. Hong Kong¹

- CMB collaboration growth of c.USD500m revenues in 2011
- **Connectivity** RBWM / GPB collaboration growth

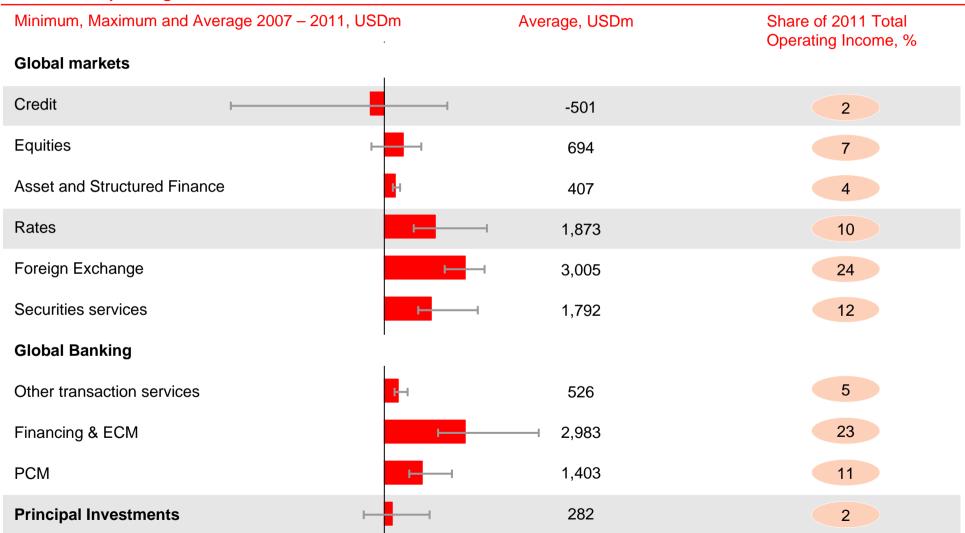
(1) Bloomberg





Challenged products

GB&M Total Operating Income² ex. BSM and Other



⁽¹⁾ Excluding BSM and Other

⁽²⁾ Before loan impairment charges and credit risk provisions



GB&M is taking the necessary actions



Industry changes in product profitability

GM Legacy

- Actively managing down legacy exposure
- In 2011, disposal actions taken to mitigate USD7bn RWA increase; but RWAs increased USD24bn largely due to regulatory changes
- Clear economic framework for hold versus dispose decisions

Ongoing business actions

- **Comprehensive RWA mitigation** actions underway
- **Trading inventory** being managed down
- **Optimising RWA consumption**
- GM Rates reposition in light of capital constraints. GM Credit – **Primary DCM focused business** going forward

Agenda

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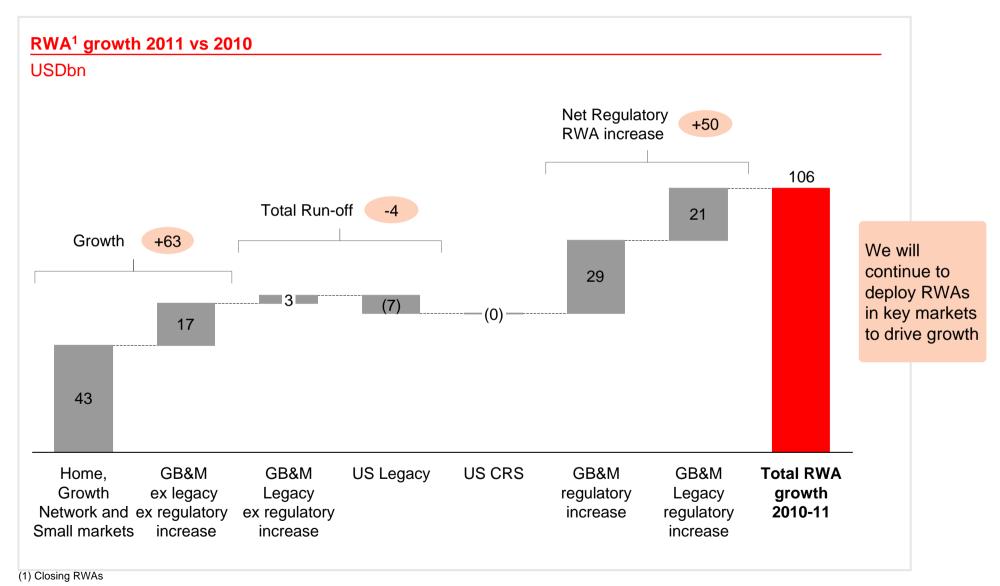


Integration should deliver another USD1bn revenue upside in the short to medium term



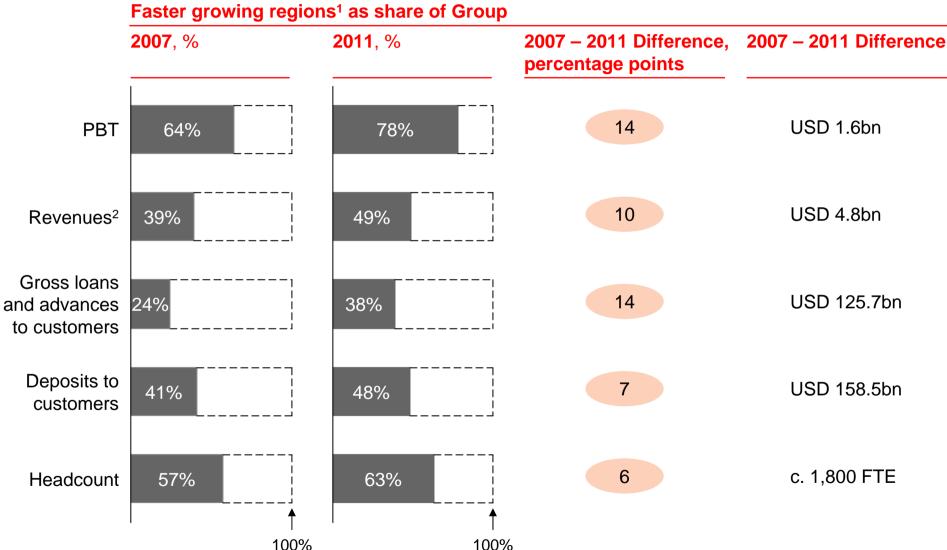
Collaboration areas	Description	Total upside	
Previous target CMB and GB&M	 Original collaboration target from May 2011 c.USD500m achieved in 2011 	Revenues, USDbn 1	
Additional potential CMB and GB&M	 Enhanced coverage of CMB clients Cross-selling of Trade & Receivable Finance (GTRF) to GB&M customers 		
CMB and GPB	 Increased referrals between CMB and GPB 	c.1	
CMB and Insurance (RBWM)	 Cross-selling of Insurance (Trade Credit and Business protection) 		
	Total Upside	c.2	

Apart from regulatory increases, growth in RWAs focused on growth priority markets



HSBC has been shifting towards faster growing regions



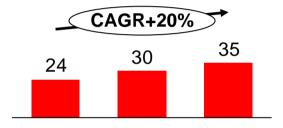


⁽¹⁾ Hong Kong, Rest of Asia Pacific, Middle East and North Africa, Latin America; (2) Net operating income before loan impairment charges and other credit risk provisions

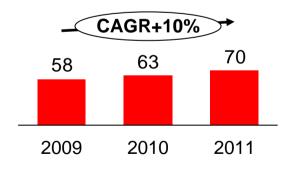
Key opportunities in Commercial Banking

World Trade continues to grow faster than GDP . . .

World merchandise trade², USDtn



World nominal GDP, USDtn



Distinctiveness

- The world's leading trade bank with 9% global market share¹
- International network covering 77% of world trade² and 81% of multinational companies³
- Financing capabilities throughout the trade cycle
- Superior client franchise with over 3.6m clients
- Leading international bank for RMB products, providing capabilities in over 50 countries

Key opportunities

- International revenue opportunity is growing at twice the rate of domestic (19% vs 9%)⁴
- Accessing faster growing markets and all major trade corridors
- Capturing growth opportunities in trade finance as competitors deleverage

- (1) Global market share by revenue, Oliver Wyman Global Transaction Banking survey 2011
- (2) Global Insight 2011
- Dun & Bradstreet
- (4) International revenue pool 19% CAGR 2010-14 vs 9% domestic, McKinsey Global Profit Pool Study 2011

Key opportunities in Growth Priority Markets

Asia Pacific

Mainland China

- Leading foreign bank for RMB in 2011
- Debt and equity financing opportunities
- International desks driving China in/outbound business
- Largest branch network among foreign peers

India

- Invest in accelerating growth of internationally-focused corporate franchise
- Expand distribution for retail opportunity
- RBS integration¹

Singapore

- Develop Wealth management and Private Banking
- Expand Trade Finance

Latin America

Brazil

- Continue strong growth in CMB, particularly with international customers
- Drive collaboration revenues from CMB to GB&M. RBWM and GPB
- Capture Wealth Opportunity and accelerate growth in Premier/Advance

Mexico

- Leverage 1,000+ branches to capture fair share of lending in RBWM and Business Banking
- Grow Wealth Management business
- Drive corporate opportunity through GB&M and CMB collaboration (FX, Trade, DCM)

South - South Corridor

- 9% share of fast growing Brazil China trade
- Recognised as 'Financial institution of the year' (2011) by the Brazil-China Chamber of Commerce for having contributed most to the growth and development of the trade corridor.
- Asia-Latin America desks in place to facilitate cross border business

⁽¹⁾ Subject to regulatory approval

Priorities going forward

Simplify

Key actions

- Aggressively run-off legacy assets
- Fragmentation Continue to dispose non-strategic businesses through Five Filters
- Four Programmes Make HSBC easier to manage and control

Restructure

- Reposition elements of GPB business model
- Reposition the US for growth
- Review of GB&M challenges arising from regulatory environment

Ⅲ Grow

- Integration Capture an additional USD1bn in revenues through Global Businesses coordination
- Active capital deployment in growth portfolio

Report Card

• R

Release capital from run-off (CML, GB&M) and non-strategic businesses

Actions (examples)

- Mitigate regulatory RWA increase
- Continue to shift balance towards
 Growth priorities

By the end of 2013 . . .

- Additional transactions announced and executed
- RWAs increase in 'Growth HSBC' and material reduction on Run-off businesses
- Progress in restructuring US businesses, elements of GPB and GB&M

Simplify HSBC Four Programmes

Capital Deployment

Five Filters

- Simplify and delayer organisation, making HSBC easier to manage and control
- Continue to invest in best-in-class
 Compliance and operational risk
 capabilities
- Achieve USD3.5bn¹ in sustainable savings run-rate and target a 48-52% CER
- Increase costs in faster growing markets with positive jaws
- Reduce controllable costs in developed markets

Growth

- Invest in growth priority markets
- Capture Wealth opportunity (USD4bn¹ in additional revenues by 2015)
- Continue to leverage integration across Global Businesses
- Grow loan, deposit volume and PBT in priority growth markets
- Additional progress on Wealth and Global businesses integration targets

Our purpose

Throughout our history we have been where the growth is, connecting customers to opportunities. We enable businesses to thrive and economies to prosper, helping people fulfil their hopes and dreams and realise their ambitions. This is our role and purpose.

