



## HSBC HOLDINGS PLC

### Data Pack

**4Q 2020**

The financial information on which this supplement is based is unaudited and has been prepared in accordance with HSBC's significant accounting policies as described in the *Annual Report and Accounts 2020*. The financial information does not constitute financial statements prepared in accordance with International Financial Reporting Standards ('IFRSs'), is not complete and should be read in conjunction with the *Annual Report and Accounts 2020*, the *Interim Report 2020*, and other reports and financial information published by HSBC.

Unless stated otherwise, all information is on a reported basis. Where disclosed, adjusted performance information is computed by adjusting reported results for the effects of foreign currency translation differences and significant items, which both distort period-on-period comparisons. We consider adjusted performance provides useful information for investors by aligning internal and external reporting, identifying and quantifying items management believes to be significant, and providing insight into how management assesses period-on-period performance. Definitions and calculations of other alternative performance measures are included in our 'Reconciliation of alternative performance measures' on page 103 of our *Annual Report and Accounts 2020*. All alternative performance measures are reconciled to the closest reported financial measure.

'Significant items' refers collectively to the items that management and investors would ordinarily identify and consider separately to improve the understanding of the underlying trends in the business.

The quarterly comparatives are translated at average 4Q20 exchange rates for the income statement or at the prevailing rates of exchange on 31 December 2020 for the balance sheet. The yearly comparatives are translated at average FY20 exchange rates for the income statement or at the prevailing rates of exchange on 31 December 2020 for the balance sheet.

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**Reported (\$m)**

|   | 31-Dec-20     | 30-Sep-20     | 30-Jun-20     | 31-Mar-20     | 31-Dec-19      | Year to date  |
|---|---------------|---------------|---------------|---------------|----------------|---------------|
| Net interest income   | 6,619         | 6,450         | 6,897         | 7,612         | 7,654          | 27,578        |
| Net fee income  | 2,967         | 2,981         | 2,803         | 3,123         | 2,938          | 11,874        |
| Other operating income  | 2,171         | 2,496         | 3,359         | 2,951         | 2,779          | 10,977        |
| <b>Net operating income before change in expected credit losses and other credit impairment charges<sup>1</sup></b> | <b>11,757</b> | <b>11,927</b> | <b>13,059</b> | <b>13,686</b> | <b>13,371</b>  | <b>50,429</b> |
| Change in expected credit losses and other credit impairment charges  | (1,174)       | (785)         | (3,832)       | (3,026)       | (733)          | (8,817)       |
| Total operating expenses <sup>1</sup>   | (9,864)       | (8,041)       | (8,675)       | (7,852)       | (17,053)       | (34,432)      |
| of which: staff expenses  | (5,079)       | (4,483)       | (4,206)       | (4,308)       | (4,545)        | (18,076)      |
| Share of profit in associates and joint ventures  | 666           | (27)          | 537           | 421           | 518            | 1,597         |
| <b>Profit/(loss) before tax</b>   | <b>1,385</b>  | <b>3,074</b>  | <b>1,089</b>  | <b>3,229</b>  | <b>(3,897)</b> | <b>8,777</b>  |
| Tax expense   | (450)         | (1,035)       | (472)         | (721)         | (1,127)        | (2,678)       |
| <b>Profit/(loss) after tax</b>  | <b>935</b>    | <b>2,039</b>  | <b>617</b>    | <b>2,508</b>  | <b>(5,024)</b> | <b>6,099</b>  |
| <b>Profit/(loss) attributable to:</b>   |               |               |               |               |                |               |
| - ordinary shareholders of the parent company ("PAOS")  | 562           | 1,359         | 192           | 1,785         | (5,509)        | 3,898         |
| - preference shareholders of the parent company   | 23            | 22            | 23            | 22            | 23             | 90            |
| - other equity holders of the parent company  | 175           | 449           | 176           | 441           | 176            | 1,241         |
| - non-controlling interests   | 175           | 209           | 226           | 260           | 286            | 870           |
| (Increase)/decrease in present value of in-force insurance business ("PVIF") (net of tax)                           | 309           | (252)         | (56)          | (254)         | 42             | (253)         |
| Impairment of goodwill and other intangible assets (net of tax)   | (120)         | 2             | 1,154         | —             | 7,349          | 1,036         |
| PAOS net of PVIF and goodwill impairment  | 751           | 1,109         | 1,290         | 1,531         | 1,882          | 4,681         |

**Reported significant items - Totals (\$m)**

|  |       |       |         |       |         |         |
|--|-------|-------|---------|-------|---------|---------|
| Revenue  | (67)  | (138) | (91)    | 359   | (276)   | 63      |
| ECL  | —     | —     | —       | —     | —       | —       |
| Operating expenses                               | (758) | (630) | (1,413) | (172) | (7,969) | (2,973) |
| Share of profit in associates and joint ventures | —     | (462) | —       | —     | —       | (462)   |

**Adjusted (\$m)**

|   | 11,824         | 12,245         | 13,625         | 13,508         | 13,782         | 50,366          |
|---|----------------|----------------|----------------|----------------|----------------|-----------------|
| <b>Net operating income before change in expected credit losses and other credit impairment charges<sup>1</sup></b> | <b>6,620</b>   | <b>6,590</b>   | <b>7,103</b>   | <b>7,710</b>   | <b>7,751</b>   | <b>27,599</b>   |
| of which: net interest income   | <b>2,966</b>   | <b>3,017</b>   | <b>2,899</b>   | <b>3,189</b>   | <b>2,989</b>   | <b>11,874</b>   |
| of which: net fee income  | <b>(1,174)</b> | <b>(806)</b>   | <b>(4,033)</b> | <b>(3,071)</b> | <b>(696)</b>   | <b>(8,817)</b>  |
| Change in expected credit losses and other credit impairment charges  | <b>(9,106)</b> | <b>(7,524)</b> | <b>(7,554)</b> | <b>(7,836)</b> | <b>(9,176)</b> | <b>(31,459)</b> |
| Total operating expenses <sup>1</sup>   | <b>666</b>     | <b>450</b>     | <b>580</b>     | <b>443</b>     | <b>546</b>     | <b>2,059</b>    |
| Share of profit in associates and joint ventures  | <b>2,210</b>   | <b>4,365</b>   | <b>2,618</b>   | <b>3,044</b>   | <b>4,456</b>   | <b>12,149</b>   |
| <b>Profit/(loss) before tax</b>   |                |                |                |                |                |                 |

|  | Quarter ended |           |           |           |           | Year to date |
|--|---------------|-----------|-----------|-----------|-----------|--------------|
|  | 31-Dec-20     | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 |              |
| <b>Earnings metrics</b>  |               |           |           |           |           |              |
| Return on average equity (annualised)  | 1.3 %         | 3.2 %     | 0.5 %     | 4.4 %     | (13.3)%   | 2.3 %        |
| Return on average tangible equity (annualised)   | 1.9 %         | 2.9 %     | 3.5 %     | 4.2 %     | 5.2 %     | 3.1 %        |
| Earnings per share (\$)  | 0.03          | 0.07      | 0.01      | 0.09      | (0.27)    | 0.19         |
| Adjusted ECL / average gross loans (annualised)  | 0.44 %        | 0.29 %    | 1.47 %    | 1.13 %    | 0.26 %    | 0.81 %       |
| <b>Dividends</b>   |               |           |           |           |           |              |
| Dividends per share - declared in respect of the period (\$) <sup>2</sup>                  | 0.15          | —         | —         | —         | —         | 0.15         |
| Dividends paid during the period, net of scrip (\$m)                                       | —             | —         | —         | —         | 1,672     | —            |
| Value of scrip issued during period (\$m)  | —             | —         | —         | —         | 357       | —            |
| <b>Revenue significant items (\$m)</b>   |               |           |           |           |           |              |
| Customer redress programmes  | 1             | (48)      | 26        | —         | (45)      | (21)         |
| Disposals, acquisitions and investment in new businesses                                   | (2)           | —         | (1)       | (7)       | (55)      | (10)         |
| Fair value movements on financial instruments  | (46)          | 11        | (58)      | 357       | (176)     | 264          |
| Restructuring and other related costs  | (20)          | (101)     | (58)      | 9         | —         | (170)        |
| <b>Cost significant items (\$m)</b>  |               |           |           |           |           |              |
| Costs of structural reform   | —             | —         | —         | —         | (32)      | —            |
| Customer redress programmes  | 107           | (3)       | (49)      | (1)       | (183)     | 54           |
| Disposals, acquisitions and investment in new businesses                                   | —             | —         | —         | —         | —         | —            |
| Impairment of goodwill and other intangibles   | (8)           | (57)      | (1,025)   | —         | (7,349)   | (1,090)      |
| Past service costs of guaranteed minimum pension benefits equalisation                     | (17)          | —         | —         | —         | —         | (17)         |
| Restructuring and other related costs  | (836)         | (567)     | (335)     | (170)     | (400)     | (1,908)      |
| Settlements and provisions in connection with legal and regulatory matters                 | (4)           | (3)       | (4)       | (1)       | (5)       | (12)         |
| <b>Share of profit in associates and joint ventures significant items (\$m)</b>            |               |           |           |           |           |              |
| Impairment of goodwill   | —             | (462)     | —         | —         | —         | (462)        |
| <b>Reconciling items - Currency translation on reported items- Totals (\$m)</b>            |               |           |           |           |           |              |
| Revenue  | 178           | 469       | 185       | 134       |           |              |
| ECL  | (21)          | (201)     | (45)      | 37        |           |              |
| Operating expenses   | (120)         | (363)     | (158)     | (152)     |           |              |
| Share of profit in associates and joint ventures   | 15            | 43        | 22        | 28        |           |              |
| Currency translation on revenue significant items  | (2)           | (6)       | 4         | (1)       |           |              |
| Currency translation on operating expense significant items                                | (7)           | (71)      | (2)       | (60)      |           |              |
| Currency translation on share of profit in associates and joint ventures significant items | —             | —         | —         | —         |           |              |

<sup>1</sup> The difference between the consolidated group result and the sum of geographical regions is attributable to inter-segment eliminations and goodwill impairment recognised on the Global Banking and Markets cash-generating unit, which is monitored on a global basis.

<sup>2</sup> On 31st March 2020, HSBC announced the cancellation of the fourth 2019 interim dividend. 2019 has been re-presented accordingly.

|   | Balance sheet date |                  |                  |                  |                  |                  |
|---|--------------------|------------------|------------------|------------------|------------------|------------------|
|   | 31-Dec-20          | 30-Sep-20        | 30-Jun-20        | 31-Mar-20        | 31-Dec-19        | 31-Dec-20        |
| <b>Assets - reported (\$m)</b>  |                    |                  |                  |                  |                  |                  |
| Cash and balances at central banks  | <b>304,481</b>     | 285,508          | 249,673          | 187,386          | 154,099          | 304,481          |
| Items in the course of collection from other banks  | <b>4,094</b>       | 6,165            | 6,289            | 4,649            | 4,956            | 4,094            |
| Hong Kong Government certificates of indebtedness   | <b>40,420</b>      | 40,086           | 39,519           | 38,704           | 38,380           | 40,420           |
| Trading assets  | <b>231,990</b>     | 222,355          | 208,964          | 215,634          | 254,271          | 231,990          |
| Financial assets designated and otherwise mandatorily measured at fair value through profit or loss | <b>45,553</b>      | 44,253           | 41,785           | 40,650           | 43,627           | 45,553           |
| Derivatives   | <b>307,726</b>     | 294,678          | 313,781          | 371,283          | 242,995          | 307,726          |
| Loans and advances to banks   | <b>81,616</b>      | 83,854           | 77,015           | 84,547           | 69,203           | 81,616           |
| Loans and advances to customers (net)   | <b>1,037,987</b>   | 1,041,340        | 1,018,681        | 1,040,282        | 1,036,743        | 1,037,987        |
| Reverse repurchase agreements – non-trading   | <b>230,628</b>     | 221,179          | 226,345          | 222,774          | 240,862          | 230,628          |
| Financial investments   | <b>490,693</b>     | 475,302          | 494,109          | 446,668          | 443,312          | 490,693          |
| Prepayments, accrued income and other assets  | <b>156,412</b>     | 191,040          | 197,425          | 216,224          | 136,680          | 156,412          |
| Current tax assets  | <b>954</b>         | 734              | 821              | 740              | 755              | 954              |
| Interests in associates and joint ventures  | <b>26,684</b>      | 25,087           | 24,800           | 24,547           | 24,474           | 26,684           |
| Goodwill and intangible assets  | <b>20,443</b>      | 20,162           | 19,438           | 20,146           | 20,163           | 20,443           |
| Deferred tax assets   | <b>4,483</b>       | 4,192            | 4,153            | 3,576            | 4,632            | 4,483            |
| <b>Total assets</b>   | <b>2,984,164</b>   | <b>2,955,935</b> | <b>2,922,798</b> | <b>2,917,810</b> | <b>2,715,152</b> | <b>2,984,164</b> |
| <b>Liabilities - reported (\$m)</b>   |                    |                  |                  |                  |                  |                  |
| Hong Kong currency notes in circulation   | <b>40,420</b>      | 40,086           | 39,519           | 38,704           | 38,380           | 40,420           |
| Deposits by banks   | <b>82,080</b>      | 91,739           | 82,715           | 75,504           | 59,022           | 82,080           |
| Customer accounts   | <b>1,642,780</b>   | 1,568,714        | 1,532,380        | 1,440,529        | 1,439,115        | 1,642,780        |
| Repurchase agreements - non-trading   | <b>111,901</b>     | 118,844          | 112,799          | 150,243          | 140,344          | 111,901          |
| Items in the course of transmission to other banks  | <b>4,343</b>       | 14,389           | 6,296            | 4,710            | 4,817            | 4,343            |
| Trading liabilities   | <b>75,266</b>      | 80,338           | 79,612           | 74,410           | 83,170           | 75,266           |
| Financial liabilities designated at fair value  | <b>157,439</b>     | 156,459          | 156,608          | 155,184          | 164,466          | 157,439          |
| Derivatives   | <b>303,001</b>     | 285,239          | 303,059          | 356,616          | 239,497          | 303,001          |
| Debt securities in issue  | <b>95,492</b>      | 102,406          | 110,114          | 99,410           | 104,555          | 95,492           |
| Accruals, deferred income and other liabilities   | <b>128,624</b>     | 163,912          | 173,181          | 196,244          | 118,156          | 128,624          |
| Current tax liabilities   | <b>690</b>         | 1,274            | 1,141            | 914              | 2,150            | 690              |
| Liabilities under insurance contracts   | <b>107,191</b>     | 102,708          | 98,832           | 94,979           | 97,439           | 107,191          |
| Provisions  | <b>3,678</b>       | 3,297            | 3,209            | 3,190            | 3,398            | 3,678            |
| Deferred tax liabilities  | <b>4,313</b>       | 4,490            | 4,491            | 5,262            | 3,375            | 4,313            |
| Subordinated liabilities  | <b>21,951</b>      | 21,779           | 23,621           | 23,640           | 24,600           | 21,951           |
| <b>Total liabilities</b>  | <b>2,779,169</b>   | <b>2,755,674</b> | <b>2,727,577</b> | <b>2,719,539</b> | <b>2,522,484</b> | <b>2,779,169</b> |

# HSBC

## HSBC Holdings plc consolidated

### Equity - reported (\$m)

|                                     |                  |                  |                  |                  |                  |                  |
|-------------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Called up share capital             | <b>10,347</b>    | 10,346           | 10,346           | 10,345           | 10,319           | 10,347           |
| Share premium account               | <b>14,277</b>    | 14,274           | 14,268           | 14,263           | 13,959           | 14,277           |
| Other equity instruments            | <b>22,414</b>    | 20,914           | 20,914           | 20,914           | 20,871           | 22,414           |
| Other reserves                      | <b>8,833</b>     | 3,622            | (301)            | (2,250)          | 2,128            | 8,833            |
| Retained earnings                   | <b>140,572</b>   | 142,748          | 141,809          | 146,499          | 136,678          | 140,572          |
| <b>Total shareholders' equity</b>   | <b>196,443</b>   | <b>191,904</b>   | <b>187,036</b>   | <b>189,771</b>   | <b>183,955</b>   | <b>196,443</b>   |
| Non-controlling interests           | <b>8,552</b>     | 8,357            | 8,185            | 8,500            | 8,713            | 8,552            |
| <b>Total equity</b>                 | <b>204,995</b>   | <b>200,261</b>   | <b>195,221</b>   | <b>198,271</b>   | <b>192,668</b>   | <b>204,995</b>   |
| <b>Total liabilities and equity</b> | <b>2,984,164</b> | <b>2,955,935</b> | <b>2,922,798</b> | <b>2,917,810</b> | <b>2,715,152</b> | <b>2,984,164</b> |

### Other balance sheet data - reported (\$m)

|  |                  |                |                |                |                |                |
|--|------------------|----------------|----------------|----------------|----------------|----------------|
| Loans and advances to customers (gross)                    | <b>1,052,478</b> | 1,055,043      | 1,031,908      | 1,050,667      | 1,045,475      | 1,052,478      |
| Risk-weighted assets <sup>1</sup>                          | <b>857,520</b>   | 857,024        | 854,552        | 857,078        | 843,395        | 857,520        |
| <b>Total shareholders' equity</b>                          | <b>196,443</b>   | <b>191,904</b> | <b>187,036</b> | <b>189,771</b> | <b>183,955</b> | <b>196,443</b> |
| AT1 capital  | <b>(22,414)</b>  | (20,914)       | (20,914)       | (20,914)       | (20,871)       | (22,414)       |
| Preference shares  | —                | (1,405)        | (1,405)        | (1,405)        | (1,405)        | —              |
| Perpetual capital securities                               | —                | —              | —              | —              | —              | —              |
| <b>Ordinary shareholders' equity ("NAV")</b>               | <b>174,029</b>   | <b>169,585</b> | <b>164,717</b> | <b>167,452</b> | <b>161,679</b> | <b>174,029</b> |
| Goodwill, PVIF and other intangibles (net of deferred tax) | <b>(17,606)</b>  | (17,325)       | (16,838)       | (17,433)       | (17,535)       | (17,606)       |
| <b>Tangible equity ("TNAV")</b>                            | <b>156,423</b>   | <b>152,260</b> | <b>147,879</b> | <b>150,019</b> | <b>144,144</b> | <b>156,423</b> |

|   | Year to date   |                |                |                |                | Year ended<br>31-Dec-20 |
|---|----------------|----------------|----------------|----------------|----------------|-------------------------|
|   | 31-Dec-20      | 30-Sep-20      | 30-Jun-20      | 31-Mar-20      | 31-Dec-19      |                         |
| <b>Average TNAV</b>   | <b>150,101</b> | <b>148,700</b> | <b>148,015</b> | <b>147,082</b> | <b>142,847</b> | <b>150,101</b>          |
| Fair value of own debt, DVA and other adjustments   | <b>422</b>     | (260)          | (852)          | (373)          | 1,032          | 422                     |
| <b>Average TNAV excluding fair value of own debt, DVA and other adjustments (RoTE TNAV)</b> | <b>150,523</b> | 148,440        | 147,163        | 146,709        | 143,879        | 150,523                 |

**HSBC**

**HSBC Holdings plc consolidated**

|  | Balance sheet date |           |           |           |           | Balance sheet date |
|--|--------------------|-----------|-----------|-----------|-----------|--------------------|
|  | 31-Dec-20          | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | 31-Dec-20          |
| <b>Adjusted balance sheet data - at most recent balance sheet FX rates (\$m)</b> |                    |           |           |           |           |                    |
| Loans and advances to customers (net)  | <b>1,037,987</b>   | 1,074,491 | 1,075,335 | 1,105,848 | 1,062,695 | 1,037,987          |
| Customer accounts  | <b>1,642,780</b>   | 1,614,877 | 1,611,012 | 1,521,333 | 1,470,207 | 1,642,780          |
| Risk-weighted assets <sup>1</sup>  | <b>857,520</b>     | 877,959   | 890,489   | 897,462   | 855,893   | 857,520            |
| <b>Regulatory capital - Transitional basis (\$m)</b>                             |                    |           |           |           |           |                    |
| Common equity tier 1 capital   | <b>136,050</b>     | 133,383   | 128,446   | 125,218   | 123,966   | 136,050            |
| Additional tier 1 capital  | <b>24,123</b>      | 24,027    | 24,031    | 24,026    | 24,393    | 24,123             |
| Tier 2 capital   | <b>24,250</b>      | 24,424    | 24,765    | 24,713    | 23,791    | 24,250             |
| Total regulatory capital   | <b>184,423</b>     | 181,834   | 177,242   | 173,957   | 172,150   | 184,423            |
| <b>Regulatory capital - end-point basis (\$m)</b>                                |                    |           |           |           |           |                    |
| Common equity tier 1 capital   | <b>136,050</b>     | 133,383   | 128,446   | 125,218   | 123,966   | 136,050            |
| Additional tier 1 capital  | <b>22,411</b>      | 20,910    | 20,914    | 20,909    | 20,870    | 22,411             |
| Tier 2 capital   | <b>14,743</b>      | 14,861    | 15,021    | 15,001    | 14,473    | 14,743             |
| Total regulatory capital   | <b>173,204</b>     | 169,154   | 164,381   | 161,128   | 159,309   | 173,204            |
| <b>Capital ratios - transitional basis</b>                                       |                    |           |           |           |           |                    |
| Common equity tier 1 ratio   | <b>15.9 %</b>      | 15.6 %    | 15.0 %    | 14.6 %    | 14.7 %    | 15.9 %             |
| Tier 1 ratio   | <b>18.7 %</b>      | 18.4 %    | 17.8 %    | 17.4 %    | 17.6 %    | 18.7 %             |
| Total capital ratio  | <b>21.5 %</b>      | 21.2 %    | 20.7 %    | 20.3 %    | 20.4 %    | 21.5 %             |
| <b>Capital ratios - end-point basis</b>  |                    |           |           |           |           |                    |
| Common equity tier 1 ratio   | <b>15.9 %</b>      | 15.6 %    | 15.0 %    | 14.6 %    | 14.7 %    | 15.9 %             |
| Tier 1 ratio   | <b>18.5 %</b>      | 18.0 %    | 17.5 %    | 17.0 %    | 17.2 %    | 18.5 %             |
| Total capital ratio  | <b>20.2 %</b>      | 19.7 %    | 19.2 %    | 18.8 %    | 18.9 %    | 20.2 %             |
| Leverage exposures (\$m)   | <b>2,897,113</b>   | 2,857,360 | 2,801,386 | 2,782,705 | 2,726,543 | 2,897,113          |
| Leverage Ratio   | <b>5.5 %</b>       | 5.4 %     | 5.3 %     | 5.3 %     | 5.3 %     | 5.5 %              |

# HSBC

## HSBC Holdings plc consolidated

### Balance sheet metrics

NAV / share (\$) at the end of the period

|    |             |    |      |    |      |    |      |    |      |    |      |
|----|-------------|----|------|----|------|----|------|----|------|----|------|
| \$ | <b>8.62</b> | \$ | 8.41 | \$ | 8.17 | \$ | 8.30 | \$ | 8.00 | \$ | 8.62 |
|----|-------------|----|------|----|------|----|------|----|------|----|------|

TNAV / share (\$) at the end of the period

|    |             |    |      |    |      |    |      |    |      |    |      |
|----|-------------|----|------|----|------|----|------|----|------|----|------|
| \$ | <b>7.75</b> | \$ | 7.55 | \$ | 7.34 | \$ | 7.44 | \$ | 7.13 | \$ | 7.75 |
|----|-------------|----|------|----|------|----|------|----|------|----|------|

### Ordinary \$0.50 shares

Basic number of ordinary shares in issue (m)

|               |        |        |        |        |        |
|---------------|--------|--------|--------|--------|--------|
| <b>20,184</b> | 20,173 | 20,162 | 20,172 | 20,206 | 20,184 |
|---------------|--------|--------|--------|--------|--------|

Ordinary shares issued during the period (m)

|  | Quarter ended |  | Year ended |
|--|---------------|--|------------|
|--|---------------|--|------------|

|                  |           |           |           |           |           |
|------------------|-----------|-----------|-----------|-----------|-----------|
| <b>31-Dec-20</b> | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | 31-Dec-20 |
|------------------|-----------|-----------|-----------|-----------|-----------|

|                       |   |   |   |    |    |
|-----------------------|---|---|---|----|----|
| <b>of which scrip</b> | 1 | 1 | 1 | 52 | 55 |
|-----------------------|---|---|---|----|----|

|   |   |   |   |    |   |
|---|---|---|---|----|---|
| — | — | — | — | 46 | — |
|---|---|---|---|----|---|

|   |   |   |   |   |   |
|---|---|---|---|---|---|
| <b>Shares bought back during the period (m)</b> | — | — | — | — | — |
|---|---|---|---|---|---|

|   |           |    |      |      |      |
|---|-----------|----|------|------|------|
| <b>Other movements in basic number of ordinary shares during the period</b> | <b>10</b> | 10 | (11) | (86) | (40) |
|---|-----------|----|------|------|------|

|  |               |        |        |        |        |
|--|---------------|--------|--------|--------|--------|
| <b>Average basic number of ordinary shares outstanding during the period (m)</b> | <b>20,179</b> | 20,166 | 20,190 | 20,161 | 20,433 |
|--|---------------|--------|--------|--------|--------|

### Balance sheet data - significant items- Totals (\$m)

Risk-weighted assets - disposals

|   |   |   |   |   |   |
|---|---|---|---|---|---|
| — | — | — | — | — | — |
|---|---|---|---|---|---|

### Balance sheet data - currency translation on reported items- Totals (\$m)

Loans and advances to customers (net)

|        |        |        |        |
|--------|--------|--------|--------|
| 33,151 | 56,654 | 65,566 | 25,952 |
|--------|--------|--------|--------|

Customer accounts

|        |        |        |        |
|--------|--------|--------|--------|
| 46,163 | 78,632 | 80,804 | 31,092 |
|--------|--------|--------|--------|

Risk-weighted assets<sup>1</sup>

|        |        |        |        |
|--------|--------|--------|--------|
| 20,935 | 35,937 | 40,384 | 12,498 |
|--------|--------|--------|--------|

*1 Risk-weighted assets figures presented in the data pack are calculated using the regulatory transitional arrangements for IFRS 9 in article 473a of the Capital Requirements Regulation.*

**HSBC**

**HSBC Holdings plc**

Net Interest Margin

|  | Quarter to date  |                  |                  |                  |                  | Year to date<br>31-Dec-20 |
|--|------------------|------------------|------------------|------------------|------------------|---------------------------|
|  | 31-Dec-20        | 30-Sep-20        | 30-Jun-20        | 31-Mar-20        | 31-Dec-19        |                           |
| <b>Average balances during period (\$m)</b>      |                  |                  |                  |                  |                  |                           |
| Short-term funds and loans and advances to banks | 348,680          | 332,291          | 286,614          | 224,505          | 216,741          | 298,255                   |
| Loans and advances to customers                  | 1,051,692        | 1,051,522        | 1,047,307        | 1,036,554        | 1,038,625        | 1,046,795                 |
| Reverse repurchase agreements – non-trading      | 225,791          | 217,516          | 211,848          | 232,455          | 216,353          | 221,901                   |
| Financial investments                            | 470,099          | 481,113          | 467,079          | 435,609          | 426,054          | 463,542                   |
| Other interest-earning assets                    | 62,741           | 59,012           | 65,330           | 62,579           | 47,823           | 62,407                    |
| <b>Total interest-earning assets</b>             | <b>2,159,003</b> | <b>2,141,454</b> | <b>2,078,178</b> | <b>1,991,702</b> | <b>1,945,596</b> | <b>2,092,900</b>          |
| <b>Interest income during period (\$m)</b>       |                  |                  |                  |                  |                  |                           |
| Short-term funds and loans and advances to banks | 247              | 257              | 277              | 483              | 524              | 1,264                     |
| Loans and advances to customers                  | 6,663            | 6,750            | 7,444            | 8,534            | 8,697            | 29,391                    |
| Reverse repurchase agreements – non-trading      | 271              | 256              | 384              | 908              | 835              | 1,819                     |
| Financial investments                            | 1,797            | 1,895            | 2,048            | 2,403            | 2,500            | 8,143                     |
| Other interest-earning assets                    | 323              | 297              | 219              | 300              | 673              | 1,139                     |
| <b>Total</b>                                     | <b>9,301</b>     | <b>9,455</b>     | <b>10,372</b>    | <b>12,628</b>    | <b>13,229</b>    | <b>41,756</b>             |
| <b>Average balances during period (\$m)</b>      |                  |                  |                  |                  |                  |                           |
| Deposits by banks                                | 73,622           | 64,908           | 66,641           | 56,890           | 53,930           | 65,536                    |
| Customer accounts                                | 1,318,889        | 1,289,726        | 1,228,367        | 1,178,914        | 1,175,998        | 1,254,249                 |
| Repurchase agreements – non-trading              | 107,666          | 115,148          | 122,228          | 156,767          | 135,341          | 125,376                   |
| Debt securities in issue – non-trading           | 210,501          | 221,507          | 224,735          | 221,774          | 219,806          | 219,610                   |
| Other interest-bearing liabilities               | 74,224           | 76,861           | 80,124           | 74,389           | 63,644           | 76,395                    |
| <b>Total interest-bearing liabilities</b>        | <b>1,784,902</b> | <b>1,768,150</b> | <b>1,722,095</b> | <b>1,688,734</b> | <b>1,648,719</b> | <b>1,741,166</b>          |
| Non-interest bearing current accounts            | 294,420          | 272,658          | 266,841          | 237,514          | 229,763          | 267,944                   |
| <b>Interest expense during period (\$m)</b>      |                  |                  |                  |                  |                  |                           |
| Deposits by banks                                | 57               | 47               | 92               | 134              | 123              | 330                       |
| Customer accounts                                | 1,116            | 1,292            | 1,670            | 2,400            | 2,722            | 6,478                     |
| Repurchase agreements – non-trading              | 106              | 103              | 130              | 624              | 600              | 963                       |
| Debt securities in issue – non-trading           | 1,043            | 1,182            | 1,257            | 1,462            | 1,548            | 4,944                     |
| Other interest-bearing liabilities               | 360              | 381              | 326              | 396              | 582              | 1,463                     |
| <b>Total</b>                                     | <b>2,682</b>     | <b>3,005</b>     | <b>3,475</b>     | <b>5,016</b>     | <b>5,575</b>     | <b>14,178</b>             |
| <b>Net interest margin (%)</b>                   | <b>1.22 %</b>    | <b>1.20 %</b>    | <b>1.33 %</b>    | <b>1.54 %</b>    | <b>1.56 %</b>    | <b>1.32 %</b>             |

|   | Quarter ended |                    |              |              |                    | Year to date  |
|---|---------------|--------------------|--------------|--------------|--------------------|---------------|
|   | 31-Dec-20     | 30-Sep-20          | 30-Jun-20    | 31-Mar-20    | 31-Dec-19          |               |
| <b>Reported (\$m)</b>   |               |                    |              |              |                    |               |
| Net interest income   | 3,550         | 3,478              | 3,689        | 4,368        | 4,392              | 15,085        |
| Net fee income  | 1,326         | 1,391              | 1,224        | 1,467        | 1,351              | 5,408         |
| Other operating income/(expense)  | 444           | 540                | 743          | (221)        | 571                | 1,506         |
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>5,320</b>  | <b>5,409</b>       | <b>5,656</b> | <b>5,614</b> | <b>6,314</b>       | <b>21,999</b> |
| Change in expected credit losses and other credit impairment charges                                    | (310)         | (343)              | (1,094)      | (1,108)      | (425)              | (2,855)       |
| Total operating expenses  | (4,006)       | (3,871)            | (3,745)      | (3,824)      | (4,682)            | (15,446)      |
| of which: staff expenses  | (1,588)       | (1,438)            | (1,322)      | (1,453)      | (1,552)            | (5,801)       |
| Share of profit in associates and joint ventures  | 4             | 10                 | (4)          | (4)          | 5                  | 6             |
| <b>Profit/(loss) before tax</b>   | <b>1,008</b>  | <b>1,205</b>       | <b>813</b>   | <b>678</b>   | <b>1,212</b>       | <b>3,704</b>  |
| <b>Reported Significant items - Totals (\$m)</b>  |               |                    |              |              |                    |               |
| Revenue   | (1)           | (32)               | 26           | (7)          | (95)               | (14)          |
| ECL   | —             | —                  | —            | —            | —                  | —             |
| Operating expenses  | (10)          | (189)              | (215)        | (8)          | (718)              | (422)         |
| Share of profit in associates and joint ventures  | —             | —                  | —            | —            | —                  | —             |
| <b>Adjusted (\$m)</b>   |               |                    |              |              |                    |               |
| Net operating income before change in expected credit losses and other credit impairment charges        | 5,321         | 5,520              | 5,823        | 5,689        | 6,473              | 22,013        |
| of which: net interest income   | 3,550         | 3,561              | 3,788        | 4,419        | 4,467              | 15,090        |
| of which: net fee income  | 1,327         | 1,406              | 1,263        | 1,490        | 1,372              | 5,408         |
| Change in expected credit losses and other credit impairment charges                                    | (310)         | (359)              | (1,158)      | (1,115)      | (394)              | (2,855)       |
| Total operating expenses  | (3,996)       | (3,739)            | (3,674)      | (3,882)      | (4,000)            | (15,024)      |
| Share of profit in associates and joint ventures  | 4             | 10                 | (4)          | (4)          | 5                  | 6             |
| <b>Profit/(loss) before tax</b>   | <b>1,019</b>  | <b>1,432</b>       | <b>987</b>   | <b>688</b>   | <b>2,084</b>       | <b>4,140</b>  |
| <b>Earnings metrics - adjusted</b>  |               |                    |              |              |                    |               |
| Return on average tangible equity (annualised, YTD) <sup>1</sup>  | 9.1 %         | 7.6 %              | 6.0 %        | 2.1 %        | 19.7 %             | 9.1 %         |
| <hr/>   |               |                    |              |              |                    |               |
| <b>Balance sheet - reported (\$m)</b>   |               | Balance sheet date |              |              | Balance sheet date |               |
| Loans and advances to customers (gross)   | 474,088       | 30-Sep-20          | 30-Jun-20    | 31-Mar-20    | 31-Dec-19          | 31-Dec-20     |
| Loans and advances to customers (net)   | 469,186       | 464,193            | 434,000      | 429,462      | 446,269            | 474,088       |
| Total external assets   | 881,918       | 851,093            | 814,719      | 760,446      | 772,139            | 881,918       |
| Customer accounts   | 834,759       | 793,612            | 775,870      | 749,294      | 753,769            | 834,759       |
| Risk-weighted assets  | 172,787       | 173,160            | 161,744      | 161,095      | 162,627            | 172,787       |
| <b>Adjusted balance sheet data - at most recent balance sheet date FX rates (\$m)</b>                   |               |                    |              |              |                    |               |
| Loans and advances to customers (net)   | 469,186       | 475,569            | 456,324      | 455,583      | 455,618            | 469,186       |
| Customer accounts   | 834,759       | 814,256            | 810,616      | 785,615      | 768,151            | 834,759       |
| Risk-weighted assets  | 172,787       | 177,331            | 168,686      | 168,618      | 164,567            | 172,787       |

|  | Quarter ended |              |              |              |              | Year to date  |
|--|---------------|--------------|--------------|--------------|--------------|---------------|
|  | 31-Dec-20     | 30-Sep-20    | 30-Jun-20    | 31-Mar-20    | 31-Dec-19    |               |
| <b>Management View of Adjusted Revenue - at originally reported average FX rates (\$m)</b> |               |              |              |              |              |               |
| Retail Banking   | <b>3,043</b>  | <b>2,999</b> | <b>3,063</b> | <b>3,831</b> | <b>3,989</b> | <b>12,938</b> |
| Net interest income  | <b>2,721</b>  | <b>2,686</b> | <b>2,818</b> | <b>3,482</b> | <b>3,570</b> | <b>11,708</b> |
| Non-interest income  | <b>322</b>    | <b>313</b>   | <b>245</b>   | <b>349</b>   | <b>419</b>   | <b>1,230</b>  |
| Wealth Management  | <b>2,053</b>  | <b>2,160</b> | <b>2,183</b> | <b>1,423</b> | <b>2,107</b> | <b>7,818</b>  |
| - Investment distribution  | <b>736</b>    | <b>872</b>   | <b>719</b>   | <b>883</b>   | <b>720</b>   | <b>3,209</b>  |
| - Life insurance manufacturing   | <b>628</b>    | <b>601</b>   | <b>793</b>   | <b>(206)</b> | <b>677</b>   | <b>1,816</b>  |
| - Private Banking  | <b>407</b>    | <b>418</b>   | <b>410</b>   | <b>511</b>   | <b>452</b>   | <b>1,746</b>  |
| Net interest income  | <b>156</b>    | <b>142</b>   | <b>159</b>   | <b>213</b>   | <b>217</b>   | <b>670</b>    |
| Non-interest income  | <b>251</b>    | <b>276</b>   | <b>251</b>   | <b>298</b>   | <b>235</b>   | <b>1,076</b>  |
| - Asset management   | <b>282</b>    | <b>269</b>   | <b>261</b>   | <b>235</b>   | <b>258</b>   | <b>1,047</b>  |
| Other  | <b>73</b>     | <b>93</b>    | <b>139</b>   | <b>126</b>   | <b>208</b>   | <b>429</b>    |
| Markets Treasury, HSBC Holdings interest expense and Argentina hyperinflation <sup>2</sup> | <b>152</b>    | <b>189</b>   | <b>245</b>   | <b>241</b>   | <b>105</b>   | <b>828</b>    |
| <b>Net operating income</b>  | <b>5,321</b>  | <b>5,441</b> | <b>5,630</b> | <b>5,621</b> | <b>6,409</b> | <b>22,013</b> |
| <b>Management View of Adjusted Revenue - at most recent period average FX rates (\$m)</b>  |               |              |              |              |              |               |
| Retail Banking   | <b>3,043</b>  | <b>3,052</b> | <b>3,185</b> | <b>3,878</b> | <b>4,015</b> | <b>12,938</b> |
| Net interest income  | <b>2,721</b>  | <b>2,734</b> | <b>2,928</b> | <b>3,527</b> | <b>3,598</b> | <b>11,708</b> |
| Non-interest income  | <b>322</b>    | <b>318</b>   | <b>257</b>   | <b>351</b>   | <b>417</b>   | <b>1,230</b>  |
| Wealth Management  | <b>2,053</b>  | <b>2,178</b> | <b>2,234</b> | <b>1,438</b> | <b>2,144</b> | <b>7,818</b>  |
| - Investment distribution  | <b>736</b>    | <b>879</b>   | <b>733</b>   | <b>893</b>   | <b>727</b>   | <b>3,209</b>  |
| - Life insurance manufacturing   | <b>628</b>    | <b>605</b>   | <b>805</b>   | <b>(221)</b> | <b>685</b>   | <b>1,816</b>  |
| - Private Banking  | <b>407</b>    | <b>422</b>   | <b>425</b>   | <b>526</b>   | <b>468</b>   | <b>1,746</b>  |
| Net interest income  | <b>156</b>    | <b>143</b>   | <b>165</b>   | <b>219</b>   | <b>223</b>   | <b>670</b>    |
| Non-interest income  | <b>251</b>    | <b>279</b>   | <b>260</b>   | <b>307</b>   | <b>245</b>   | <b>1,076</b>  |
| - Asset management   | <b>282</b>    | <b>272</b>   | <b>271</b>   | <b>240</b>   | <b>264</b>   | <b>1,047</b>  |
| Other  | <b>73</b>     | <b>100</b>   | <b>155</b>   | <b>132</b>   | <b>213</b>   | <b>429</b>    |
| Markets Treasury, HSBC Holdings interest expense and Argentina hyperinflation <sup>2</sup> | <b>152</b>    | <b>190</b>   | <b>249</b>   | <b>241</b>   | <b>101</b>   | <b>828</b>    |
| <b>Net operating income</b>  | <b>5,321</b>  | <b>5,520</b> | <b>5,823</b> | <b>5,689</b> | <b>6,473</b> | <b>22,013</b> |

**Reported revenue significant items (\$m)**

|  |     |      |    |     |      |     |
|--|-----|------|----|-----|------|-----|
| Customer redress programmes                              | —   | (31) | 26 | —   | (47) | (5) |
| Disposals, acquisitions and investment in new businesses | (1) | (1)  | —  | (7) | (48) | (9) |
| Fair value movement on financial instruments             | —   | —    | —  | —   | —    | —   |
| Restructuring and other related costs                    | —   | —    | —  | —   | —    | —   |

**Reported cost significant items (\$m)**

|  |       |       |      |     |       |       |
|--|-------|-------|------|-----|-------|-------|
| Costs of structural reform   | —     | —     | —    | —   | —     | —     |
| Customer redress programmes  | 109   | 4     | (48) | (1) | (180) | 64    |
| Disposals, acquisitions and investment in new businesses                   | —     | —     | —    | —   | —     | —     |
| Impairment of goodwill and other intangibles                               | 15    | (224) | (85) | —   | (431) | (294) |
| Past service costs of guaranteed minimum pension benefits equalisation     | —     | —     | —    | —   | —     | —     |
| Restructuring and other related costs                                      | (134) | 31    | (82) | (7) | (110) | (192) |
| Settlements and provisions in connection with legal and regulatory matters | —     | —     | —    | —   | 3     | —     |

**Share of profit in associates and joint ventures significant items (\$m)**

|                        |   |   |   |   |   |   |
|------------------------|---|---|---|---|---|---|
| Impairment of goodwill | — | — | — | — | — | — |
|------------------------|---|---|---|---|---|---|

**Reported Balance sheet data - significant items- Totals (\$m)**

|                                  |   |   |   |   |   |   |
|----------------------------------|---|---|---|---|---|---|
| Risk-weighted assets - disposals | — | — | — | — | — | — |
|----------------------------------|---|---|---|---|---|---|

**Reconciling items - Currency translation on reported items- Totals (\$m)**

|  |        |        |        |        |
|--|--------|--------|--------|--------|
| Revenue  | 79     | 193    | 68     | 63     |
| ECL  | (16)   | (64)   | (7)    | 31     |
| Operating expenses   | (55)   | (156)  | (66)   | (63)   |
| Share of profit in associates and joint ventures   | —      | —      | —      | —      |
| Currency translation on revenue significant items  | —      | —      | —      | (1)    |
| Currency translation on operating expense significant items                                | 2      | (12)   | —      | (27)   |
| Currency translation on share of profit in associates and joint ventures significant items | —      | —      | —      | —      |
| Loans and advances to customers (net)  | 16,053 | 26,837 | 29,891 | 12,593 |
| Customer accounts  | 20,644 | 34,746 | 36,321 | 14,382 |
| Risk-weighted assets   | 4,171  | 6,942  | 7,523  | 1,940  |

*1 RoTE excluding significant items and UK bank levy (%).*

*2 At 4Q20 we renamed our Balance Sheet Management function as Markets Treasury to reflect the activities it undertakes more accurately and its relationship to our Group Treasury function more broadly.*

|  | Quarter ended |                    |              |            |                    | Year to date |
|--|---------------|--------------------|--------------|------------|--------------------|--------------|
|  | 31-Dec-20     | 30-Sep-20          | 30-Jun-20    | 31-Mar-20  | 31-Dec-19          |              |
| <b>Reported (\$m)</b>  |               |                    |              |            |                    |              |
| Net interest income  | 2,210         | 2,208              | 2,287        | 2,596      | 2,722              | 9,301        |
| Net fee income   | 808           | 787                | 734          | 896        | 790                | 3,225        |
| Other operating income   | 128           | 153                | 246          | 241        | 168                | 768          |
| Net operating income before change in expected credit losses and other credit impairment charges | 3,146         | 3,148              | 3,267        | 3,733      | 3,680              | 13,294       |
| Change in expected credit losses and other credit impairment charges                             | (874)         | (354)              | (2,151)      | (1,375)    | (286)              | (4,754)      |
| Total operating expenses   | (1,916)       | (1,587)            | (1,698)      | (1,699)    | (4,766)            | (6,900)      |
| of which: staff expenses   | (789)         | (619)              | (577)        | (621)      | (646)              | (2,606)      |
| Share of profit in associates and joint ventures   | (1)           | —                  | —            | —          | —                  | (1)          |
| <b>Profit/(loss) before tax</b>  | <b>355</b>    | <b>1,207</b>       | <b>(582)</b> | <b>659</b> | <b>(1,372)</b>     | <b>1,639</b> |
| <b>Reported Significant items - Totals (\$m)</b>   |               |                    |              |            |                    |              |
| Revenue  | (1)           | (17)               | —            | —          | 2                  | (18)         |
| ECL  | —             | —                  | —            | —          | —                  | —            |
| Operating expenses   | (152)         | 48                 | (105)        | (2)        | (2,982)            | (211)        |
| Share of profit in associates and joint ventures   | —             | —                  | —            | —          | —                  | —            |
| <b>Adjusted (\$m)</b>  |               |                    |              |            |                    |              |
| Net operating income before change in expected credit losses and other credit impairment charges | 3,147         | 3,209              | 3,392        | 3,794      | 3,717              | 13,312       |
| of which: net interest income  | 2,210         | 2,255              | 2,366        | 2,628      | 2,739              | 9,317        |
| of which: net fee income   | 808           | 797                | 763          | 917        | 804                | 3,225        |
| Change in expected credit losses and other credit impairment charges                             | (874)         | (359)              | (2,250)      | (1,405)    | (282)              | (4,754)      |
| Total operating expenses   | (1,764)       | (1,658)            | (1,657)      | (1,729)    | (1,806)            | (6,689)      |
| Share of profit in associates and joint ventures   | (1)           | —                  | (1)          | —          | —                  | (1)          |
| <b>Profit/(loss) before tax</b>  | <b>508</b>    | <b>1,192</b>       | <b>(516)</b> | <b>660</b> | <b>1,629</b>       | <b>1,868</b> |
| <b>Earnings metrics - adjusted</b>   |               |                    |              |            |                    |              |
| Return on average tangible equity (annualised, YTD) <sup>1</sup>                                 | 1.3 %         | 1.1 %              | (1.6)%       | 2.7 %      | 13.0 %             | 1.3 %        |
| <hr/>  |               |                    |              |            |                    |              |
| <b>Balance sheet - reported (\$m)</b>  |               | Balance sheet date |              |            | Balance sheet date |              |
| Loans and advances to customers (gross)  | 351,098       | 30-Sep-20          | 30-Jun-20    | 31-Mar-20  | 31-Dec-19          | 31-Dec-20    |
| Loans and advances to customers (net)  | 343,182       | 350,947            | 351,687      | 356,015    | 350,648            | 351,098      |
| Total external assets  | 570,295       | 343,702            | 344,567      | 350,638    | 346,105            | 343,182      |
| Customer accounts  | 470,428       | 555,635            | 549,530      | 518,904    | 511,474            | 570,295      |
| Risk-weighted assets   | 327,734       | 431,021            | 418,263      | 379,842    | 388,723            | 470,428      |
| <hr/>  |               |                    |              |            |                    |              |
| <b>Adjusted balance sheet data -- at most recent balance sheet date FX rates (\$m)</b>           |               |                    |              |            |                    |              |
| Loans and advances to customers (net)  | 343,182       | 353,989            | 362,411      | 371,367    | 353,781            | 343,182      |
| Customer accounts  | 470,428       | 444,528            | 441,266      | 402,592    | 397,182            | 470,428      |
| Risk-weighted assets   | 327,734       | 342,713            | 348,564      | 346,372    | 332,543            | 327,734      |

|  | Quarter ended |              |              |              |              | Year to date  |
|--|---------------|--------------|--------------|--------------|--------------|---------------|
|  | 31-Dec-20     | 30-Sep-20    | 30-Jun-20    | 31-Mar-20    | 31-Dec-19    |               |
| <b>Management View of Adjusted Revenue - at originally reported average FX rates (\$m)</b> |               |              |              |              |              |               |
| Global Trade and Receivables Finance   | 423           | 429          | 423          | 469          | 432          | 1,744         |
| Credit and Lending   | 1,457         | 1,442        | 1,359        | 1,382        | 1,328        | 5,640         |
| Global Liquidity and Cash Management   | 895           | 936          | 1,014        | 1,333        | 1,425        | 4,178         |
| Markets products, Insurance and Investments and other                                      | 364           | 341          | 413          | 478          | 501          | 1,596         |
| Markets Treasury, HSBC Holdings interest expense and Argentina hyperinflation <sup>2</sup> | 8             | 17           | 58           | 71           | (8)          | 154           |
| <b>Net operating income</b>  | <b>3,147</b>  | <b>3,165</b> | <b>3,267</b> | <b>3,733</b> | <b>3,678</b> | <b>13,312</b> |
| <b>Management View of Adjusted Revenue - at most recent period average FX rates (\$m)</b>  |               |              |              |              |              |               |
| Global Trade and Receivables Finance   | 423           | 434          | 437          | 475          | 438          | 1,744         |
| Credit and Lending   | 1,457         | 1,461        | 1,412        | 1,408        | 1,349        | 5,640         |
| Global Liquidity and Cash Management   | 895           | 946          | 1,043        | 1,345        | 1,436        | 4,178         |
| Markets products, Insurance and Investments and other                                      | 364           | 349          | 436          | 491          | 506          | 1,596         |
| Markets Treasury, HSBC Holdings interest expense and Argentina hyperinflation <sup>2</sup> | 8             | 19           | 64           | 75           | (12)         | 154           |
| <b>Net operating income</b>  | <b>3,147</b>  | <b>3,209</b> | <b>3,392</b> | <b>3,794</b> | <b>3,717</b> | <b>13,312</b> |
| <b>Reported Revenue significant items (\$m)</b>  |               |              |              |              |              |               |
| Customer redress programmes  | 1             | (17)         | —            | —            | 2            | (16)          |
| Disposals, acquisitions and investment in new businesses                                   | —             | —            | —            | —            | —            | —             |
| Fair value movement on financial instruments   | (1)           | —            | —            | —            | —            | (1)           |
| Restructuring and other related costs  | (1)           | —            | —            | —            | —            | (1)           |
| <b>Reported Cost significant items (\$m)</b>   |               |              |              |              |              |               |
| Costs of structural reform   | —             | —            | —            | —            | —            | —             |
| Customer redress programmes  | —             | —            | (1)          | —            | (2)          | (1)           |
| Disposals, acquisitions and investment in new businesses                                   | —             | —            | —            | —            | —            | —             |
| Impairment of goodwill and other intangibles   | (1)           | (3)          | (41)         | —            | (2,956)      | (45)          |
| Past service costs of guaranteed minimum pension benefits equalisation                     | —             | —            | —            | —            | —            | —             |
| Restructuring and other related costs  | (151)         | 51           | (63)         | (2)          | (24)         | (165)         |
| Settlements and provisions in connection with legal and regulatory matters                 | —             | —            | —            | —            | —            | —             |

**Share of profit in associates and joint ventures significant items (\$m)**

Impairment of goodwill

**Reported Balance sheet data - significant items- Totals (\$m)**

Risk-weighted assets - disposals

**Reconciling items Currency translation on reported items - Totals (\$m)**

Revenue

44 125 61 40

ECL

(5) (99) (30) 4

Operating expenses

(21) (73) (32) (49)

Share of profit in associates and joint ventures

— (1) — —

Currency translation on revenue significant items

— — — 1

Currency translation on operating expense significant items

2 (9) — (27)

Currency translation on share of profit in associates and joint ventures

significant items

— — — —

Loans and advances to customers (net)

10,287 17,844 20,729 7,676

Customer accounts

13,507 23,003 22,750 8,459

Risk-weighted assets

10,335 17,677 19,718 6,671

| Reported (\$m)  |
|---|
| Net interest income   |
| 1,106   |
| Net fee income  |
| 841   |
| Other operating income  |
| 1,352   |
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> |
| Change in expected credit losses and other credit impairment charges                                    |
| 9   |
| Total operating expenses <sup>1</sup>   |
| of which: staff expenses  |
| Share of profit in associates and joint ventures  |
| <b>Profit/(loss) before tax</b>   |

**Reported Significant items - Totals (\$m)**

|  |       |       |       |      |         |       |
|--|-------|-------|-------|------|---------|-------|
| Revenue  | (212) | (104) | (179) | 186  | (44)    | (309) |
| ECL  | —     | —     | —     | —    | —       | —     |
| Operating expenses                               | (134) | (130) | (625) | (16) | (4,056) | (905) |
| Share of profit in associates and joint ventures | —     | —     | —     | —    | —       | —     |

**Adjusted (\$m)**

|   |         |         |         |         |         |         |
|---|---------|---------|---------|---------|---------|---------|
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | 3,511   | 3,672   | 4,591   | 3,830   | 3,765   | 15,303  |
| of which: net interest income   | 1,106   | 1,056   | 1,157   | 1,259   | 1,290   | 4,518   |
| of which: net fee income  | 840     | 828     | 871     | 788     | 828     | 3,267   |
| Change in expected credit losses and other credit impairment charges                                    | 9       | (101)   | (610)   | (553)   | (36)    | (1,209) |
| Total operating expenses  | (2,470) | (2,321) | (2,285) | (2,405) | (2,516) | (9,264) |
| Share of profit in associates and joint ventures  | —       | —       | —       | —       | —       | —       |
| <b>Profit/(loss) before tax</b>   | 1,050   | 1,250   | 1,696   | 872     | 1,213   | 4,830   |

**Earnings metrics - adjusted**

|  |       |       |       |       |       |       |
|--|-------|-------|-------|-------|-------|-------|
| Return on average tangible equity (annualised, YTD) <sup>2</sup> | 6.7 % | 6.9 % | 7.7 % | 6.3 % | 9.8 % | 6.7 % |
|--|-------|-------|-------|-------|-------|-------|

**Balance sheet - reported (\$m)**

|   | 31-Dec-20 | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | Balance sheet date |
|---|-----------|-----------|-----------|-----------|-----------|--------------------|
| Loans and advances to customers (gross) | 226,024   | 238,670   | 244,937   | 263,888   | 247,423   | 31-Dec-20          |
| Loans and advances to customers (net)   | 224,364   | 236,902   | 243,355   | 262,670   | 246,492   | 226,024            |
| Total external assets                   | 1,347,440 | 1,380,766 | 1,390,006 | 1,474,089 | 1,272,875 | 224,364            |
| Customer accounts                       | 336,983   | 343,365   | 337,573   | 310,977   | 295,880   | 1,347,440          |
| Risk-weighted assets                    | 265,147   | 267,162   | 277,633   | 285,377   | 273,430   | 336,983            |

**Adjusted balance sheet data - at most recent balance sheet date FX rates (\$m)**

|                                       |         |         |         |         |         |         |
|---------------------------------------|---------|---------|---------|---------|---------|---------|
| Loans and advances to customers (net) | 224,364 | 243,668 | 255,235 | 277,524 | 252,131 | 224,364 |
| Customer accounts                     | 336,983 | 355,339 | 358,392 | 332,645 | 304,094 | 336,983 |
| Risk-weighted assets                  | 265,147 | 272,886 | 287,770 | 297,139 | 276,804 | 265,147 |

|  | Quarter ended |              |              |              |              | Year to date  |
|--|---------------|--------------|--------------|--------------|--------------|---------------|
|  | 31-Dec-20     | 30-Sep-20    | 30-Jun-20    | 31-Mar-20    | 31-Dec-19    |               |
| <b>Management View of Adjusted Revenue - at originally reported average FX rates (\$m)</b> |               |              |              |              |              |               |
| Global Markets   |               |              |              |              |              |               |
| - FICC   | 1,430         | 1,588        | 2,139        | 2,133        | 1,247        | 7,290         |
| - Foreign Exchange   | 1,069         | 1,296        | 2,069        | 1,844        | 1,073        | 6,278         |
| - Rates  | 689           | 766          | 788          | 1,129        | 669          | 3,373         |
| - Credit   | 151           | 232          | 676          | 675          | 276          | 1,734         |
| - Equities   | 229           | 298          | 605          | 40           | 128          | 1,171         |
| Securities Services  | 361           | 292          | 70           | 289          | 174          | 1,012         |
| Global Banking   | 439           | 409          | 434          | 510          | 518          | 1,792         |
| Global Liquidity and Cash Management   | 907           | 953          | 1,002        | 942          | 986          | 3,804         |
| Global Trade and Receivables Finance   | 469           | 457          | 487          | 608          | 674          | 2,021         |
| Principal Investments  | 185           | 192          | 199          | 193          | 198          | 769           |
| Credit and Funding Valuation Adjustment  | 74            | 52           | 223          | (235)        | 45           | 114           |
| Other  | 70            | 32           | (9)          | (346)        | 191          | (252)         |
| Markets Treasury, HSBC Holdings interest expense and Argentina hyperinflation <sup>3</sup> | (121)         | (153)        | (159)        | (142)        | (119)        | (575)         |
| <b>Net operating income</b>  | <b>58</b>     | <b>84</b>    | <b>103</b>   | <b>96</b>    | <b>(25)</b>  | <b>340</b>    |
|  | <b>3,511</b>  | <b>3,614</b> | <b>4,419</b> | <b>3,759</b> | <b>3,715</b> | <b>15,303</b> |
| <b>Management View of Adjusted Revenue - at most recent period average FX rates (\$m)</b>  |               |              |              |              |              |               |
| Global Markets   |               |              |              |              |              |               |
| - FICC   | 1,430         | 1,608        | 2,204        | 2,164        | 1,260        | 7,290         |
| - Foreign Exchange   | 1,069         | 1,311        | 2,134        | 1,867        | 1,082        | 6,278         |
| - Rates  | 689           | 776          | 814          | 1,149        | 676          | 3,373         |
| - Credit   | 151           | 234          | 693          | 678          | 276          | 1,734         |
| - Equities   | 229           | 301          | 627          | 40           | 130          | 1,171         |
| Securities Services  | 361           | 297          | 70           | 297          | 178          | 1,012         |
| Global Banking   | 439           | 416          | 452          | 521          | 527          | 1,792         |
| Global Liquidity and Cash Management   | 907           | 967          | 1,038        | 958          | 998          | 3,804         |
| Global Trade and Receivables Finance   | 469           | 462          | 499          | 613          | 676          | 2,021         |
| Principal Investments  | 185           | 195          | 208          | 197          | 201          | 769           |
| Credit and Funding Valuation Adjustment  | 74            | 53           | 228          | (239)        | 46           | 114           |
| Other  | 70            | 33           | (9)          | (354)        | 194          | (252)         |
| Markets Treasury, HSBC Holdings interest expense and Argentina hyperinflation <sup>3</sup> | (121)         | (150)        | (142)        | (132)        | (114)        | (575)         |
| <b>Net operating income</b>  | <b>58</b>     | <b>88</b>    | <b>113</b>   | <b>102</b>   | <b>(23)</b>  | <b>340</b>    |
|  | <b>3,511</b>  | <b>3,672</b> | <b>4,591</b> | <b>3,830</b> | <b>3,765</b> | <b>15,303</b> |

**Reported Revenue significant items (\$m)**

|  |       |       |       |     |      |       |
|--|-------|-------|-------|-----|------|-------|
| Customer redress programmes                              | —     | —     | —     | —   | —    | —     |
| Disposals, acquisitions and investment in new businesses | —     | —     | —     | —   | —    | —     |
| Fair value movement on financial instruments             | (64)  | (3)   | (121) | 186 | (44) | (2)   |
| Restructuring and other related costs                    | (148) | (101) | (58)  | —   | —    | (307) |

**Reported Cost significant items (\$m)**

|  |       |       |       |      |         |       |
|--|-------|-------|-------|------|---------|-------|
| Costs of structural reform   | —     | —     | —     | —    | (6)     | —     |
| Customer redress programmes  | —     | —     | —     | —    | —       | —     |
| Disposals, acquisitions and investment in new businesses                   | —     | —     | —     | —    | —       | —     |
| Impairment of goodwill and other intangibles                               | 1     | (11)  | (567) | —    | (3,962) | (577) |
| Past service costs of guaranteed minimum pension benefits equalisation     | —     | —     | —     | —    | —       | —     |
| Restructuring and other related costs                                      | (135) | (119) | (58)  | (14) | (86)    | (326) |
| Settlements and provisions in connection with legal and regulatory matters | —     | —     | —     | (2)  | (2)     | (2)   |

**Share of profit in associates and joint ventures significant items (\$m)**

|                        |   |   |   |   |   |   |
|------------------------|---|---|---|---|---|---|
| Impairment of goodwill | — | — | — | — | — | — |
|------------------------|---|---|---|---|---|---|

**Reported Balance sheet data - significant items- Totals (\$m)**

|                                  |   |   |   |   |   |   |
|----------------------------------|---|---|---|---|---|---|
| Risk-weighted assets - disposals | — | — | — | — | — | — |
|----------------------------------|---|---|---|---|---|---|

**Reconciling items Currency translation on reported items - Totals (\$m)**

|  |        |        |        |       |  |  |
|--|--------|--------|--------|-------|--|--|
| Revenue  | 59     | 164    | 76     | 49    |  |  |
| ECL  | (1)    | (37)   | (8)    | 2     |  |  |
| Operating expenses   | (42)   | (148)  | (69)   | (52)  |  |  |
| Share of profit in associates and joint ventures   | —      | —      | —      | —     |  |  |
| <br>Currency translation on revenue significant items                                      | 1      | (8)    | 5      | (1)   |  |  |
| Currency translation on operating expense significant items                                | (3)    | (39)   | —      | (3)   |  |  |
| Currency translation on share of profit in associates and joint ventures significant items | —      | —      | —      | —     |  |  |
| <br>Loans and advances to customers (net)  | 6,766  | 11,880 | 14,854 | 5,639 |  |  |
| Customer accounts  | 11,974 | 20,819 | 21,668 | 8,214 |  |  |
| Risk-weighted assets   | 5,724  | 10,137 | 11,762 | 3,374 |  |  |

*1 Includes the goodwill impairment recognised on the Global Banking and Markets cash-generating unit, for which goodwill is monitored on a global basis and has not been reflected in the geographical regions' or countries' data.*

*2 RoTE excluding significant items and UK bank levy (%).*

*3 At 4Q20 we renamed our Balance Sheet Management function as Markets Treasury to reflect the activities it undertakes more accurately and its relationship to our Group Treasury function more broadly.*

**Reported (\$m)**

|   |              |              |              |            |              |              |
|---|--------------|--------------|--------------|------------|--------------|--------------|
| Net interest income   | (247)        | (276)        | (202)        | (601)      | (751)        | (1,326)      |
| Net fee income  | (8)          | (15)         | 2            | (5)        | (15)         | (26)         |
| Other operating income  | 247          | 151          | 96           | 1,000      | 472          | 1,494        |
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>(8)</b>   | <b>(140)</b> | <b>(104)</b> | <b>394</b> | <b>(294)</b> | <b>142</b>   |
| Change in expected credit losses and other credit impairment charges                                    | 1            | 12           | (14)         | 2          | 16           | 1            |
| Total operating expenses  | (1,338)      | (171)        | (431)        | 23         | (1,082)      | (1,917)      |
| <i>of which: staff expenses</i>   | (1,523)      | (1,427)      | (1,454)      | (1,292)    | (1,339)      | (5,696)      |
| Share of profit in associates and joint ventures  | 663          | (37)         | 541          | 425        | 513          | 1,592        |
| <b>Profit/(loss) before tax</b>   | <b>(682)</b> | <b>(336)</b> | <b>(8)</b>   | <b>844</b> | <b>(847)</b> | <b>(182)</b> |

**Reported Significant items - Totals (\$m)**

|  |       |       |       |       |       |         |
|--|-------|-------|-------|-------|-------|---------|
| Revenue  | 147   | 15    | 62    | 180   | (139) | 404     |
| ECL  | —     | —     | —     | —     | —     | —       |
| Operating expenses                               | (462) | (359) | (468) | (146) | (213) | (1,435) |
| Share of profit in associates and joint ventures | —     | (462) | —     | —     | —     | (462)   |

**Adjusted (\$m)**

|  |              |            |            |            |              |              |
|--|--------------|------------|------------|------------|--------------|--------------|
| Net operating income before change in expected credit losses and other credit impairment charges | (155)        | (156)      | (181)      | 195        | (173)        | (262)        |
| <i>of which: net interest expense</i>  | (246)        | (282)      | (208)      | (596)      | (745)        | (1,326)      |
| <i>of which: net fee income/(expense)</i>  | (9)          | (14)       | 2          | (6)        | (15)         | (26)         |
| Change in expected credit losses and other credit impairment charges                             | 1            | 13         | (15)       | 2          | 16           | 1            |
| Total operating expenses   | (876)        | 194        | 62         | 180        | (854)        | (482)        |
| Share of profit in associates and joint ventures   | 663          | 440        | 585        | 447        | 541          | 2,054        |
| <b>Profit/(loss) before tax</b>  | <b>(367)</b> | <b>491</b> | <b>451</b> | <b>824</b> | <b>(470)</b> | <b>1,311</b> |

**Earnings metrics - adjusted**

|  |       |       |       |       |       |       |
|--|-------|-------|-------|-------|-------|-------|
| Return on average tangible equity (annualised, YTD) <sup>1</sup> | 3.1 % | 4.6 % | 4.7 % | 4.8 % | 0.8 % | 3.1 % |
|--|-------|-------|-------|-------|-------|-------|

**Balance sheet - reported (\$m)**

|   | Balance sheet date |           |           |           |           |           |
|---|--------------------|-----------|-----------|-----------|-----------|-----------|
|   | 31-Dec-20          | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | 31-Dec-20 |
| Loans and advances to customers (gross) | 1,268              | 1,233     | 1,284     | 1,302     | 1,135     | 1,268     |
| Loans and advances to customers (net)   | 1,255              | 1,220     | 1,272     | 1,282     | 1,121     | 1,255     |
| Total external assets                   | 184,511            | 168,441   | 168,543   | 164,371   | 158,664   | 184,511   |
| Customer accounts                       | 610                | 716       | 674       | 416       | 743       | 610       |
| Risk-weighted assets                    | 91,852             | 84,324    | 84,288    | 83,952    | 81,466    | 91,852    |

**Adjusted balance sheet data -- at most recent balance sheet date FX rates (\$m)**

|                                       |        |        |        |        |        |        |
|---------------------------------------|--------|--------|--------|--------|--------|--------|
| Loans and advances to customers (net) | 1,255  | 1,265  | 1,365  | 1,374  | 1,165  | 1,255  |
| Customer accounts                     | 610    | 754    | 738    | 481    | 780    | 610    |
| Risk-weighted assets                  | 91,852 | 85,029 | 85,469 | 85,333 | 81,979 | 91,852 |

|  |              |              | Quarter ended |            |              | Year to date |
|--|--------------|--------------|---------------|------------|--------------|--------------|
|  | 31-Dec-20    | 30-Sep-20    | 30-Jun-20     | 31-Mar-20  | 31-Dec-19    | 31-Dec-20    |
| <b>Management View of Adjusted Revenue - at originally reported average FX rates (\$m)</b>                 |              |              |               |            |              |              |
| Central Treasury   | (12)         | (32)         | (64)          | 265        | (51)         | 156          |
| Legacy Credit  | 3            | 28           | 43            | (91)       | 13           | (17)         |
| Other  | (146)        | (151)        | (145)         | 40         | (117)        | (401)        |
| <b>Net operating income</b>  | <b>(155)</b> | <b>(155)</b> | <b>(166)</b>  | <b>214</b> | <b>(155)</b> | <b>(262)</b> |
| <b>Memo</b>  |              |              |               |            |              |              |
| Markets Treasury previously reported in Corporate Centre - now allocated to global businesses <sup>2</sup> | 610          | 671          | 772           | 756        | 348          | 2,809        |
| <b>Management View of Adjusted Revenue - at most recent period average FX rates (\$m)</b>                  |              |              |               |            |              |              |
| Central Treasury   | (12)         | (32)         | (64)          | 265        | (47)         | 156          |
| Legacy Credit  | 3            | 28           | 42            | (92)       | 13           | (17)         |
| Other  | (146)        | (152)        | (159)         | 22         | (139)        | (401)        |
| <b>Net operating income</b>  | <b>(155)</b> | <b>(156)</b> | <b>(181)</b>  | <b>195</b> | <b>(173)</b> | <b>(262)</b> |
| <b>Memo</b>  |              |              |               |            |              |              |
| Markets Treasury previously reported in Corporate Centre - now allocated to global businesses <sup>2</sup> | 610          | 673          | 796           | 770        | 380          | 2,809        |
| <b>Reported Revenue significant items (\$m)</b>  |              |              |               |            |              |              |
| Customer redress programmes  | —            | —            | —             | —          | —            | —            |
| Disposals, acquisitions and investment in new businesses   | (1)          | 1            | (1)           | —          | (7)          | (1)          |
| Fair value movement on financial instruments   | 19           | 14           | 63            | 171        | (132)        | 267          |
| Restructuring and other related costs  | 129          | —            | —             | 9          | —            | 138          |
| <b>Reported Cost significant items (\$m)</b>   |              |              |               |            |              |              |
| Costs of structural reform   | —            | —            | —             | —          | (26)         | —            |
| Customer redress programmes  | (2)          | (7)          | —             | —          | (1)          | (9)          |
| Disposals, acquisitions and investment in new businesses   | —            | —            | —             | —          | —            | —            |
| Impairment of goodwill and other intangibles   | (23)         | 181          | (332)         | —          | —            | (174)        |
| Past service costs of guaranteed minimum pension benefits equalisation                                     | (17)         | —            | —             | —          | —            | (17)         |
| Restructuring and other related costs  | (416)        | (530)        | (132)         | (147)      | (180)        | (1,225)      |
| Settlements and provisions in connection with legal and regulatory matters                                 | (4)          | (3)          | (4)           | 1          | (6)          | (10)         |

**HSBC****Corporate Centre****Share of profit in associates and joint ventures significant items (\$m)**

|                        |   |       |   |   |   |       |
|------------------------|---|-------|---|---|---|-------|
| Impairment of goodwill | — | (462) | — | — | — | (462) |
|------------------------|---|-------|---|---|---|-------|

**Reported Balance sheet data - significant items- Totals (\$m)**

|                                  |   |   |   |   |   |   |
|----------------------------------|---|---|---|---|---|---|
| Risk-weighted assets - disposals | — | — | — | — | — | — |
|----------------------------------|---|---|---|---|---|---|

**Reconciling items Currency translation on reported items - Totals (\$m)**

|  |         |        |         |        |
|--|---------|--------|---------|--------|
| Revenue  | (4)     | (13)   | (20)    | (18)   |
| ECL  | 1       | (1)    | —       | —      |
| Operating expenses   | (2)     | 14     | 9       | 12     |
| Share of profit in associates and joint ventures   | 15      | 44     | 22      | 28     |
| <br>Currency translation on revenue significant items                                      | <br>(3) | <br>2  | <br>(1) | <br>—  |
| Currency translation on operating expense significant items                                | (8)     | (11)   | (2)     | (3)    |
| Currency translation on share of profit in associates and joint ventures significant items | —       | —      | —       | —      |
| <br>Loans and advances to customers (net)  | <br>45  | <br>93 | <br>92  | <br>44 |
| Customer accounts  | 38      | 64     | 65      | 37     |
| Risk-weighted assets   | 705     | 1,181  | 1,381   | 513    |

1 RoTE excluding significant items and UK bank levy (%).

2 At 4Q20 we renamed our Balance Sheet Management function as Markets Treasury to reflect the activities it undertakes more accurately and its relationship to our Group Treasury function more broadly.

**Europe - TOTAL**

| Reported (\$m)  | 31-Dec-20      | 30-Sep-20    | 30-Jun-20      | 31-Mar-20    | 31-Dec-19      | Year to date   |
|---|----------------|--------------|----------------|--------------|----------------|----------------|
| Net interest income   | 1,521          | 1,391        | 1,337          | 1,446        | 1,349          | 5,695          |
| Net fee income  | 927            | 827          | 811            | 936          | 923            | 3,501          |
| Other operating income  | 2,506          | 2,271        | 2,408          | 2,038        | 2,301          | 9,223          |
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>4,954</b>   | <b>4,489</b> | <b>4,556</b>   | <b>4,420</b> | <b>4,573</b>   | <b>18,419</b>  |
| Change in expected credit losses and other credit impairment charges                                    | (513)          | (353)        | (2,017)        | (868)        | (128)          | (3,751)        |
| Total operating expenses  | (5,715)        | (4,058)      | (5,139)        | (3,962)      | (8,123)        | (18,874)       |
| <i>of which: staff expenses</i>   | (2,293)        | (1,848)      | (1,666)        | (1,517)      | (1,793)        | (7,324)        |
| Share of profit in associates and joint ventures  | 45             | 6            | 50             | (100)        | (30)           | 1              |
| <b>Profit/(loss) before tax</b>   | <b>(1,229)</b> | <b>84</b>    | <b>(2,550)</b> | <b>(510)</b> | <b>(3,708)</b> | <b>(4,205)</b> |

**Reported Significant items - Totals (\$m)**

| Revenue  | 31-Dec-20 | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | 31-Dec-20 |
|--|-----------|-----------|-----------|-----------|-----------|-----------|
| ECL  | —         | —         | —         | —         | —         | —         |
| Operating expenses                               | (648)     | (224)     | (1,276)   | (55)      | (2,999)   | (2,203)   |
| Share of profit in associates and joint ventures | —         | —         | —         | —         | —         | —         |

**Adjusted (\$m)**

| Net operating income before change in expected credit losses and other credit impairment charges | 31-Dec-20    | 30-Sep-20  | 30-Jun-20      | 31-Mar-20    | 31-Dec-19    | 31-Dec-20      |
|--|--------------|------------|----------------|--------------|--------------|----------------|
| <i>of which: net interest income</i>   | 4,852        | 4,683      | 4,862          | 4,359        | 4,957        | 18,177         |
| Change in expected credit losses and other credit impairment charges                             | 1,522        | 1,485      | 1,442          | 1,534        | 1,460        | 5,716          |
| Total operating expenses   | (513)        | (355)      | (2,149)        | (905)        | (136)        | (3,751)        |
| Share of profit in associates and joint ventures   | (5,067)      | (3,909)    | (4,077)        | (4,062)      | (5,253)      | (16,671)       |
| <b>Profit/(loss) before tax</b>  | <b>45</b>    | <b>5</b>   | <b>54</b>      | <b>(103)</b> | <b>(31)</b>  | <b>1</b>       |
|  | <b>(683)</b> | <b>424</b> | <b>(1,310)</b> | <b>(711)</b> | <b>(463)</b> | <b>(2,244)</b> |

**Balance sheet - reported (\$m)**

| Loans and advances to customers (gross) | 31-Dec-20 | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | 31-Dec-20 |
|---|-----------|-----------|-----------|-----------|-----------|-----------|
| Loans and advances to customers (net)   | 414,940   | 404,224   | 384,410   | 390,277   | 397,464   | 414,940   |
| Total external assets                   | 408,495   | 398,181   | 378,729   | 386,222   | 393,849   | 408,495   |
| Customer accounts                       | 1,337,006 | 1,307,736 | 1,262,665 | 1,264,233 | 1,174,126 | 1,337,006 |
| Risk-weighted assets <sup>1</sup>       | 629,647   | 593,172   | 562,505   | 531,992   | 528,718   | 629,647   |
|   | 284,322   | 281,223   | 278,500   | 280,541   | 280,983   | 284,322   |

**Balance sheet data - at most recent balance sheet date FX rates (\$m)**

Loans and advances to customers (net)

Customer accounts

|                |         |         |         |         |         |
|----------------|---------|---------|---------|---------|---------|
| <b>408,495</b> | 420,011 | 417,857 | 425,575 | 411,871 | 408,495 |
| <b>629,647</b> | 625,957 | 620,908 | 586,224 | 551,696 | 629,647 |

**Europe - Wealth and Personal Banking****Reported (\$m)****Net operating income before change in expected credit losses and other credit impairment charges***of which: net interest income*

Change in expected credit losses and other credit impairment charges

Total operating expenses

*of which: staff expenses*

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|                | Quarter ended  |                |                |                |                | Year to date |
|----------------|----------------|----------------|----------------|----------------|----------------|--------------|
|                | 31-Dec-20      | 30-Sep-20      | 30-Jun-20      | 31-Mar-20      | 31-Dec-19      | 31-Dec-20    |
| <b>1,754</b>   | <b>1,608</b>   | <b>1,621</b>   | <b>1,507</b>   | <b>2,237</b>   | <b>6,490</b>   |              |
| <b>1,055</b>   | <b>1,011</b>   | <b>989</b>     | <b>1,127</b>   | <b>1,084</b>   | <b>4,182</b>   |              |
| <b>(78)</b>    | <b>(114)</b>   | <b>(497)</b>   | <b>(478)</b>   | <b>(83)</b>    | <b>(1,167)</b> |              |
| <b>(1,595)</b> | <b>(1,357)</b> | <b>(1,534)</b> | <b>(1,517)</b> | <b>(2,126)</b> | <b>(6,003)</b> |              |
| <b>(597)</b>   | <b>(482)</b>   | <b>(433)</b>   | <b>(481)</b>   | <b>(556)</b>   | <b>(1,993)</b> |              |
| —              | —              | —              | —              | —              | —              | —            |
| <b>81</b>      | <b>137</b>     | <b>(410)</b>   | <b>(488)</b>   | <b>28</b>      | <b>(680)</b>   |              |

**Reported Significant items - Totals (\$m)**

Revenue

ECL

Operating expenses

Share of profit in associates and joint ventures

**Adjusted (\$m)****Net operating income before change in expected credit losses and other credit impairment charges***of which: net interest income*

Change in expected credit losses and other credit impairment charges

Total operating expenses

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|                |                |                |                |                |                |
|----------------|----------------|----------------|----------------|----------------|----------------|
| <b>(8)</b>     | <b>(31)</b>    | <b>26</b>      | <b>—</b>       | <b>(46)</b>    | <b>(13)</b>    |
| —              | —              | —              | —              | —              | —              |
| <b>39</b>      | <b>56</b>      | <b>(168)</b>   | <b>1</b>       | <b>(261)</b>   | <b>(72)</b>    |
| —              | —              | —              | —              | —              | —              |
| <b>1,762</b>   | <b>1,676</b>   | <b>1,705</b>   | <b>1,568</b>   | <b>2,365</b>   | <b>6,503</b>   |
| <b>1,055</b>   | <b>1,066</b>   | <b>1,031</b>   | <b>1,174</b>   | <b>1,166</b>   | <b>4,187</b>   |
| <b>(78)</b>    | <b>(116)</b>   | <b>(528)</b>   | <b>(497)</b>   | <b>(85)</b>    | <b>(1,167)</b> |
| <b>(1,634)</b> | <b>(1,443)</b> | <b>(1,454)</b> | <b>(1,580)</b> | <b>(1,920)</b> | <b>(5,931)</b> |
| —              | —              | —              | —              | —              | —              |
| <b>50</b>      | <b>117</b>     | <b>(277)</b>   | <b>(509)</b>   | <b>360</b>     | <b>(595)</b>   |

**Balance sheet - reported (\$m)**

Loans and advances to customers (gross)

Loans and advances to customers (net)

Total external assets

Customer accounts

Risk-weighted assets

|                | Balance sheet date |                |                |                |                | Balance sheet date |
|----------------|--------------------|----------------|----------------|----------------|----------------|--------------------|
|                | 31-Dec-20          | 30-Sep-20      | 30-Jun-20      | 31-Mar-20      | 31-Dec-19      | 31-Dec-20          |
| <b>220,255</b> | <b>206,497</b>     | <b>191,671</b> | <b>191,599</b> | <b>201,949</b> | <b>220,255</b> |                    |
| <b>217,870</b> | <b>204,244</b>     | <b>189,581</b> | <b>189,955</b> | <b>200,670</b> | <b>217,870</b> |                    |
| <b>361,385</b> | <b>334,722</b>     | <b>313,304</b> | <b>293,536</b> | <b>299,385</b> | <b>361,385</b> |                    |
| <b>289,610</b> | <b>267,190</b>     | <b>251,921</b> | <b>242,663</b> | <b>251,243</b> | <b>289,610</b> |                    |
| <b>54,297</b>  | <b>48,065</b>      | <b>45,066</b>  | <b>46,510</b>  | <b>46,544</b>  | <b>54,297</b>  |                    |

**Balance sheet data - at most recent balance sheet date FX rates (\$m)**

Loans and advances to customers (net)

Customer accounts

|                |                |                |                |                |                |
|----------------|----------------|----------------|----------------|----------------|----------------|
| <b>217,870</b> | <b>215,487</b> | <b>209,231</b> | <b>209,052</b> | <b>209,574</b> | <b>217,870</b> |
| <b>289,610</b> | <b>281,960</b> | <b>278,112</b> | <b>266,992</b> | <b>261,972</b> | <b>289,610</b> |

## Europe - Commercial Banking

Reported (\$m)

Net operating income before change in expected credit losses and other credit impairment charges

of which: net interest income

Change in expected credit losses and other credit impairment charges

Total operating expenses

of which: staff expenses

Share of profit in associates and joint ventures

Profit/(loss) before tax

|       | Quarter ended |           |           |           |           | Year to date |
|-------|---------------|-----------|-----------|-----------|-----------|--------------|
|       | 31-Dec-20     | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | 31-Dec-20    |
| 1,201 | 1,134         | 1,072     | 1,166     | 1,404     |           | 4,573        |
| 730   | 701           | 646       | 689       | 721       |           | 2,766        |
| (416) | (233)         | (1,154)   | (219)     | (67)      |           | (2,022)      |
| (899) | (638)         | (788)     | (755)     | (3,525)   |           | (3,080)      |
| (396) | (241)         | (221)     | (236)     | (254)     |           | (1,094)      |
| —     | —             | —         | —         | —         |           | —            |
| (114) | 263           | (870)     | 192       | (2,188)   |           | (529)        |

## Reported Significant items - Totals (\$m)

|  |       |      |       |     |         |       |
|--|-------|------|-------|-----|---------|-------|
| Revenue  | (3)   | (16) | —     | —   | 2       | (19)  |
| ECL  | —     | —    | —     | —   | —       | —     |
| Operating expenses                               | (140) | 55   | (103) | (2) | (2,543) | (190) |
| Share of profit in associates and joint ventures | —     | —    | —     | —   | —       | —     |

## Adjusted (\$m)

|  |       |       |         |       |         |         |
|--|-------|-------|---------|-------|---------|---------|
| Net operating income before change in expected credit losses and other credit impairment charges | 1,204 | 1,178 | 1,152   | 1,220 | 1,449   | 4,592   |
| of which: net interest income  | 731   | 736   | 697     | 721   | 747     | 2,782   |
| Change in expected credit losses and other credit impairment charges                             | (416) | (235) | (1,229) | (229) | (72)    | (2,022) |
| Total operating expenses   | (759) | (707) | (728)   | (783) | (1,008) | (2,890) |
| Share of profit in associates and joint ventures   | —     | —     | —       | —     | —       | —       |
| Profit/(loss) before tax   | 29    | 236   | (805)   | 208   | 369     | (320)   |

## Balance sheet - reported (\$m)

|   | Balance sheet date |           |           |           |           | Balance sheet date |
|---|--------------------|-----------|-----------|-----------|-----------|--------------------|
|   | 31-Dec-20          | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | 31-Dec-20          |
| Loans and advances to customers (gross) | 129,719            | 126,195   | 122,473   | 121,582   | 123,152   | 129,719            |
| Loans and advances to customers (net)   | 126,407            | 123,250   | 119,628   | 119,668   | 121,280   | 126,407            |
| Total external assets                   | 233,042            | 219,598   | 210,014   | 187,824   | 188,223   | 233,042            |
| Customer accounts                       | 200,647            | 181,865   | 169,771   | 155,036   | 149,854   | 200,647            |
| Risk-weighted assets                    | 115,252            | 118,664   | 115,515   | 112,848   | 116,617   | 115,252            |

## Balance sheet data - at most recent balance sheet date FX rates (\$m)

|                                       |         |         |         |         |         |         |
|---------------------------------------|---------|---------|---------|---------|---------|---------|
| Loans and advances to customers (net) | 126,407 | 129,980 | 131,963 | 131,946 | 126,865 | 126,407 |
| Customer accounts                     | 200,647 | 191,918 | 187,391 | 171,003 | 156,445 | 200,647 |

## Europe - Global Banking and Markets

Reported (\$m)

Net operating income before change in expected credit losses and other credit impairment charges

of which: net interest income

Change in expected credit losses and other credit impairment charges

Total operating expenses

of which: staff expenses

Share of profit in associates and joint ventures

Profit/(loss) before tax

|         | Quarter ended |           |           |           |           | Year to date |
|---------|---------------|-----------|-----------|-----------|-----------|--------------|
|         | 31-Dec-20     | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | 31-Dec-20    |
| 1,048   | 1,168         | 1,353     | 907       | 1,113     | 4,476     |              |
| 94      | 56            | (1)       | 61        | 57        | 210       |              |
| (21)    | (18)          | (357)     | (173)     | 4         | (569)     |              |
| (1,400) | (1,289)       | (1,746)   | (1,282)   | (1,420)   | (5,717)   |              |
| (599)   | (511)         | (362)     | (433)     | (489)     | (1,905)   |              |
| —       | —             | —         | —         | —         | —         |              |
| (373)   | (139)         | (750)     | (548)     | (303)     | (1,810)   |              |

## Reported Significant items - Totals (\$m)

Revenue

ECL

Operating expenses

Share of profit in associates and joint ventures

|       |       |       |      |      |       |
|-------|-------|-------|------|------|-------|
| (169) | (58)  | (92)  | 70   | (25) | (249) |
| —     | —     | —     | —    | —    | —     |
| (124) | (115) | (604) | (12) | (75) | (855) |
| —     | —     | —     | —    | —    | —     |

## Adjusted (\$m)

Net operating income before change in expected credit losses and other credit impairment charges

of which: net interest income

Change in expected credit losses and other credit impairment charges

Total operating expenses

Share of profit in associates and joint ventures

Profit/(loss) before tax

|         |         |         |         |         |         |
|---------|---------|---------|---------|---------|---------|
| 1,217   | 1,260   | 1,554   | 893     | 1,186   | 4,725   |
| 94      | 60      | 10      | 70      | 64      | 210     |
| (21)    | (18)    | (381)   | (181)   | 4       | (569)   |
| (1,276) | (1,203) | (1,227) | (1,331) | (1,393) | (4,862) |
| —       | —       | —       | —       | —       | —       |
| (80)    | 39      | (54)    | (619)   | (203)   | (706)   |

## Balance sheet - reported (\$m)

Loans and advances to customers (gross)

Loans and advances to customers (net)

Total external assets

Customer accounts

Risk-weighted assets

|         | Balance sheet date |           |           |           |           | Balance sheet date |
|---------|--------------------|-----------|-----------|-----------|-----------|--------------------|
|         | 31-Dec-20          | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | 31-Dec-20          |
| 64,135  | 70,721             | 69,387    | 76,198    | 71,412    | 64,135    |                    |
| 63,402  | 69,888             | 68,652    | 75,722    | 70,962    | 63,402    |                    |
| 687,630 | 699,711            | 685,382   | 726,591   | 634,752   | 687,630   |                    |
| 138,833 | 143,456            | 140,202   | 133,703   | 126,930   | 138,833   |                    |
| 102,616 | 103,219            | 106,312   | 109,687   | 107,559   | 102,616   |                    |

## Balance sheet data - at most recent balance sheet date FX rates (\$m)

Loans and advances to customers (net)

Customer accounts

|         |         |         |         |         |         |
|---------|---------|---------|---------|---------|---------|
| 63,402  | 73,702  | 75,706  | 83,610  | 74,451  | 63,402  |
| 138,833 | 151,384 | 154,731 | 147,577 | 132,555 | 138,833 |

**Europe - Corporate Centre****Reported (\$m)**

|   |  |
|---|--|
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> |  |
| <b>of which: net interest income/(expense)</b>  |  |
| Change in expected credit losses and other credit impairment charges                                    |  |
| Total operating expenses  |  |
| <b>of which: staff expenses</b>   |  |
| Share of profit in associates and joint ventures  |  |
| <b>Profit/(loss) before tax</b>   |  |

|              | Quarter ended |              |            |                |                | Year to date |
|--------------|---------------|--------------|------------|----------------|----------------|--------------|
|              | 31-Dec-20     | 30-Sep-20    | 30-Jun-20  | 31-Mar-20      | 31-Dec-19      |              |
| 949          | 579           | 510          | 840        | (181)          | 2,878          |              |
| (358)        | (376)         | (297)        | (431)      | (513)          | (1,462)        |              |
| —            | 13            | (9)          | 2          | 18             | 6              |              |
| (1,819)      | (775)         | (1,071)      | (408)      | (1,052)        | (4,073)        |              |
| (702)        | (613)         | (650)        | (367)      | (494)          | (2,332)        |              |
| 46           | 5             | 50           | (100)      | (30)           | 1              |              |
| <b>(824)</b> | <b>(178)</b>  | <b>(520)</b> | <b>334</b> | <b>(1,245)</b> |                |              |
|              |               |              |            |                | <b>(1,188)</b> |              |

**Reported Significant items - Totals (\$m)**

|  |       |       |       |      |       |         |
|--|-------|-------|-------|------|-------|---------|
| Revenue  | 283   | 15    | 66    | 160  | (133) | 524     |
| ECL  | —     | —     | —     | —    | —     | —       |
| Operating expenses                               | (426) | (218) | (401) | (42) | (120) | (1,087) |
| Share of profit in associates and joint ventures | —     | —     | —     | —    | —     | —       |

**Adjusted (\$m)**

|   |              |           |              |            |              |              |
|---|--------------|-----------|--------------|------------|--------------|--------------|
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | 666          | 569       | 451          | 677        | (43)         | 2,354        |
| <b>of which: net interest expense</b>   | (358)        | (377)     | (296)        | (432)      | (517)        | (1,462)      |
| Change in expected credit losses and other credit impairment charges                                    | —            | 13        | (11)         | 2          | 17           | 6            |
| Total operating expenses  | (1,393)      | (556)     | (667)        | (368)      | (931)        | (2,986)      |
| Share of profit in associates and joint ventures  | 46           | 5         | 54           | (103)      | (31)         | 1            |
| <b>Profit/(loss) before tax</b>   | <b>(681)</b> | <b>31</b> | <b>(173)</b> | <b>208</b> | <b>(988)</b> | <b>(625)</b> |

**Balance sheet - reported (\$m)**

|   | Balance sheet date |           |           |           |           | Balance sheet date |
|---|--------------------|-----------|-----------|-----------|-----------|--------------------|
|   | 31-Dec-20          | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 |                    |
| Loans and advances to customers (gross) | 829                | 811       | 879       | 898       | 951       | 829                |
| Loans and advances to customers (net)   | 816                | 799       | 868       | 877       | 937       | 816                |
| Total external assets                   | 54,951             | 53,704    | 53,965    | 56,282    | 51,766    | 54,951             |
| Customer accounts                       | 557                | 661       | 611       | 590       | 691       | 557                |
| Risk-weighted assets                    | 12,157             | 11,275    | 11,607    | 11,496    | 10,263    | 12,157             |

**Balance sheet data - at most recent balance sheet date FX rates (\$m)**

|                                       |     |     |     |     |     |     |
|---------------------------------------|-----|-----|-----|-----|-----|-----|
| Loans and advances to customers (net) | 816 | 842 | 957 | 966 | 981 | 816 |
| Customer accounts                     | 557 | 696 | 674 | 652 | 725 | 557 |

**SIGNIFICANT ITEMS****Europe - TOTAL****Reported revenue significant items (\$m)**

Customer redress programmes  
Disposals, acquisitions and investment in new businesses  
Fair value movements on financial instruments  
Restructuring and other related costs

|   | Quarter ended |           |           |           |           | Year to date |
|---|---------------|-----------|-----------|-----------|-----------|--------------|
|   | 31-Dec-20     | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 |              |
| Customer redress programmes   | 1             | (48)      | 26        | —         | (44)      | (21)         |
| Disposals, acquisitions and investment in new businesses                        | —             | —         | —         | —         | —         | —            |
| Fair value movements on financial instruments                                   | (10)          | 12        | 22        | 230       | (158)     | 254          |
| Restructuring and other related costs   | 111           | (54)      | (48)      | —         | —         | 9            |
| <b>Reported cost significant items (\$m)</b>                                    |               |           |           |           |           |              |
| Costs of structural reform  | —             | —         | —         | —         | (31)      | —            |
| Customer redress programmes   | 107           | (3)       | (49)      | (1)       | (182)     | 54           |
| Disposals, acquisitions and investment in new businesses                        | —             | —         | —         | —         | —         | —            |
| Impairment of goodwill and other intangibles                                    | (3)           | 184       | (984)     | —         | (2,521)   | (803)        |
| Past service costs of guaranteed minimum pension benefits equalisation          | (17)          | —         | —         | —         | —         | (17)         |
| Restructuring and other related costs   | (731)         | (399)     | (242)     | (53)      | (260)     | (1,425)      |
| Settlements and provisions in connection with legal and regulatory matters      | (4)           | (6)       | (1)       | (1)       | (5)       | (12)         |
| <b>Share of profit in associates and joint ventures significant items (\$m)</b> |               |           |           |           |           |              |
| Impairment of goodwill  | —             | —         | —         | —         | —         | —            |
| <b>Europe - Wealth and Personal Banking</b>                                     |               |           |           |           |           |              |
| <b>Reported revenue significant items (\$m)</b>                                 |               |           |           |           |           |              |
| Customer redress programmes   | —             | (31)      | 26        | —         | (46)      | (5)          |
| Disposals, acquisitions and investment in new businesses                        | —             | —         | —         | —         | —         | —            |
| Fair value movements on financial instruments                                   | —             | —         | —         | —         | —         | —            |
| Restructuring and other related costs   | (8)           | —         | —         | —         | —         | (8)          |
| <b>Reported cost significant items (\$m)</b>                                    |               |           |           |           |           |              |
| Costs of structural reform  | —             | —         | —         | —         | —         | —            |
| Customer redress programmes   | 109           | 3         | (47)      | (1)       | (180)     | 64           |
| Disposals, acquisitions and investment in new businesses                        | —             | —         | —         | —         | —         | —            |
| Impairment of goodwill and other intangibles                                    | —             | (1)       | (44)      | —         | —         | (45)         |
| Past service costs of guaranteed minimum pension benefits equalisation          | —             | —         | —         | —         | —         | —            |
| Restructuring and other related costs   | (70)          | 54        | (77)      | 2         | (84)      | (91)         |
| Settlements and provisions in connection with legal and regulatory matters      | —             | —         | —         | —         | 3         | —            |

**Share of profit in associates and joint ventures significant items (\$m)**

Impairment of goodwill

**Europe - Commercial Banking****Reported revenue significant items (\$m)**

|  |     |      |   |   |   |      |
|--|-----|------|---|---|---|------|
| Customer redress programmes                              | —   | (16) | — | — | 2 | (16) |
| Disposals, acquisitions and investment in new businesses | —   | —    | — | — | — | —    |
| Fair value movements on financial instruments            | (1) | —    | — | — | — | (1)  |
| Restructuring and other related costs                    | (2) | —    | — | — | — | (2)  |

**Reported cost significant items (\$m)**

|  |       |    |      |     |         |       |
|--|-------|----|------|-----|---------|-------|
| Costs of structural reform   | —     | —  | —    | —   | —       | —     |
| Customer redress programmes  | —     | —  | (1)  | —   | (2)     | (1)   |
| Disposals, acquisitions and investment in new businesses                   | —     | —  | —    | —   | —       | —     |
| Impairment of goodwill and other intangibles                               | (3)   | —  | (41) | —   | (2,521) | (44)  |
| Past service costs of guaranteed minimum pension benefits equalisation     | —     | —  | —    | —   | —       | —     |
| Restructuring and other related costs                                      | (137) | 55 | (61) | (2) | (20)    | (145) |
| Settlements and provisions in connection with legal and regulatory matters | —     | —  | —    | —   | —       | —     |

**Share of profit in associates and joint ventures significant items (\$m)**

Impairment of goodwill

**Europe - Global Banking and Markets****Reported revenue significant items (\$m)**

|  |       |      |      |    |      |       |
|--|-------|------|------|----|------|-------|
| Customer redress programmes                              | —     | —    | —    | —  | —    | —     |
| Disposals, acquisitions and investment in new businesses | —     | —    | —    | —  | —    | —     |
| Fair value movements on financial instruments            | (29)  | (3)  | (44) | 70 | (25) | (6)   |
| Restructuring and other related costs                    | (140) | (55) | (48) | —  | —    | (243) |

**Reported cost significant items (\$m)**

|  |       |       |       |      |      |       |
|--|-------|-------|-------|------|------|-------|
| Costs of structural reform   | —     | —     | —     | —    | (6)  | —     |
| Customer redress programmes  | —     | —     | —     | —    | —    | —     |
| Disposals, acquisitions and investment in new businesses                   | —     | —     | —     | —    | —    | —     |
| Impairment of goodwill and other intangibles                               | —     | (6)   | (567) | —    | —    | (573) |
| Past service costs of guaranteed minimum pension benefits equalisation     | —     | —     | —     | —    | —    | —     |
| Restructuring and other related costs                                      | (124) | (109) | (37)  | (10) | (67) | (280) |
| Settlements and provisions in connection with legal and regulatory matters | —     | —     | —     | (2)  | (2)  | (2)   |

**Share of profit in associates and joint ventures significant items (\$m)**

|                        |   |   |   |   |   |   |
|------------------------|---|---|---|---|---|---|
| Impairment of goodwill | — | — | — | — | — | — |
|------------------------|---|---|---|---|---|---|

**Europe - Corporate Centre****Reported revenue significant items (\$m)**

|  |     |    |    |     |       |     |
|--|-----|----|----|-----|-------|-----|
| Customer redress programmes                              | —   | —  | —  | —   | —     | —   |
| Disposals, acquisitions and investment in new businesses | —   | —  | —  | —   | —     | —   |
| Fair value movements on financial instruments            | 21  | 15 | 66 | 160 | (133) | 262 |
| Restructuring and other related costs                    | 262 | —  | —  | —   | —     | 262 |

**Reported cost significant items (\$m)**

|  |       |       |       |      |      |       |
|--|-------|-------|-------|------|------|-------|
| Costs of structural reform   | —     | —     | —     | —    | (25) | —     |
| Customer redress programmes  | (4)   | (5)   | —     | —    | —    | (9)   |
| Disposals, acquisitions and investment in new businesses                   | —     | —     | —     | —    | —    | —     |
| Impairment of goodwill and other intangibles                               | (1)   | 191   | (332) | —    | —    | (142) |
| Past service costs of guaranteed minimum pension benefits equalisation     | (17)  | —     | —     | —    | —    | (17)  |
| Restructuring and other related costs                                      | (401) | (400) | (65)  | (43) | (89) | (909) |
| Settlements and provisions in connection with legal and regulatory matters | (3)   | (4)   | (4)   | 1    | (6)  | (10)  |

**Share of profit in associates and joint ventures significant items (\$m)**

|                        |   |   |   |   |   |   |
|------------------------|---|---|---|---|---|---|
| Impairment of goodwill | — | — | — | — | — | — |
|------------------------|---|---|---|---|---|---|

**Reconciling items - Currency translation on reported items- Totals (\$m)**

|  |      |       |       |       |  |  |
|--|------|-------|-------|-------|--|--|
| <b>Europe - TOTAL</b>                            |      |       |       |       |  |  |
| Revenue  | 102  | 303   | 173   | 180   |  |  |
| ECL  | (2)  | (132) | (37)  | (8)   |  |  |
| Operating expenses                               | (81) | (288) | (157) | (192) |  |  |
| Share of profit in associates and joint ventures | (1)  | 4     | (3)   | (1)   |  |  |

|  |        |        |        |        |
|--|--------|--------|--------|--------|
| Revenue significant items  | (2)    | (3)    | 4      | (2)    |
| Operating expense significant items                                | (6)    | (74)   | (2)    | (63)   |
| Share of profit in associates and joint ventures significant items | —      | —      | —      | —      |
|  |        |        |        |        |
| Loans and advances to customers (net)                              | 21,830 | 39,128 | 39,353 | 18,022 |
| Customer accounts  | 32,785 | 58,403 | 54,232 | 22,978 |
|  |        |        |        |        |
| <b>Europe - Wealth and Personal Banking</b>                        |        |        |        |        |
| Revenue  | 36     | 111    | 61     | 80     |
| ECL  | (2)    | (31)   | (19)   | (2)    |
| Operating expenses   | (28)   | (101)  | (63)   | (84)   |
| Share of profit in associates and joint ventures                   | —      | —      | —      | —      |
|  |        |        |        |        |
| Revenue significant items  | (1)    | 1      | —      | (2)    |
| Operating expense significant items                                | 2      | (13)   | (1)    | (29)   |
| Share of profit in associates and joint ventures significant items | —      | —      | —      | —      |
|  |        |        |        |        |
| Loans and advances to customers (net)                              | 11,243 | 19,650 | 19,097 | 8,904  |
| Customer accounts  | 14,770 | 26,191 | 24,329 | 10,729 |
|  |        |        |        |        |
| <b>Europe - Commercial Banking</b>                                 |        |        |        |        |
| Revenue  | 27     | 80     | 54     | 48     |
| ECL  | (2)    | (75)   | (10)   | (5)    |
| Operating expenses   | (13)   | (52)   | (30)   | (54)   |
| Share of profit in associates and joint ventures                   | —      | —      | —      | —      |
|  |        |        |        |        |
| Revenue significant items  | (1)    | —      | —      | 1      |
| Operating expense significant items                                | 1      | (9)    | —      | (28)   |
| Share of profit in associates and joint ventures significant items | —      | —      | —      | —      |
|  |        |        |        |        |
| Loans and advances to customers (net)                              | 6,730  | 12,335 | 12,278 | 5,585  |
| Customer accounts  | 10,053 | 17,620 | 15,967 | 6,591  |

**Europe - Global Banking and Markets**

|  |       |        |        |       |
|--|-------|--------|--------|-------|
| Revenue  | 33    | 104    | 60     | 47    |
| ECL  | —     | (24)   | (8)    | —     |
| Operating expenses   | (31)  | (124)  | (61)   | (50)  |
| Share of profit in associates and joint ventures                   | —     | —      | —      | —     |
|  |       |        |        |       |
| Revenue significant items  | (1)   | (5)    | 4      | (1)   |
| Operating expense significant items                                | (2)   | (39)   | —      | (2)   |
| Share of profit in associates and joint ventures significant items | —     | —      | —      | —     |
|  |       |        |        |       |
| Loans and advances to customers (net)                              | 3,814 | 7,054  | 7,888  | 3,489 |
| Customer accounts  | 7,928 | 14,529 | 13,874 | 5,625 |

**Europe - Corporate Centre**

|  |     |      |     |     |
|--|-----|------|-----|-----|
| Revenue  | 5   | 8    | (3) | 5   |
| ECL  | —   | (2)  | —   | (1) |
| Operating expenses   | (8) | (10) | (3) | (4) |
| Share of profit in associates and joint ventures                   | —   | 4    | (3) | (1) |
|  |     |      |     |     |
| Revenue significant items  | —   | 1    | —   | —   |
| Operating expense significant items                                | (9) | (13) | (1) | (5) |
| Share of profit in associates and joint ventures significant items | 0   | 0    | 0   | 0   |
|  |     |      |     |     |
| Loans and advances to customers (net)                              | 43  | 89   | 89  | 44  |
| Customer accounts  | 35  | 63   | 62  | 34  |

*1 Risk-weighted assets are non-additive across geographical regions due to market risk diversification effects within the Group.*

**HSBC**

**HSBC UK**

**UK ring-fenced bank**

**HSBC UK - TOTAL**

|   |              |              |              |              |              |
|---|--------------|--------------|--------------|--------------|--------------|
| <b>Reported (\$m)</b>   |              |              |              |              |              |
| Net interest income   | 1,503        | 1,433        | 1,369        | 1,534        | 1,510        |
| Net fee income  | 345          | 290          | 278          | 391          | 383          |
| Other operating income  | 149          | 134          | 106          | 207          | 169          |
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>1,997</b> | <b>1,857</b> | <b>1,753</b> | <b>2,132</b> | <b>2,062</b> |
| Change in expected credit losses and other credit impairment charges                                    | (499)        | (160)        | (1,450)      | (569)        | (102)        |
| Total operating expenses  | (1,291)      | (1,170)      | (1,160)      | (1,194)      | (1,434)      |
| <i>of which: staff expenses</i>   | (412)        | (292)        | (271)        | (292)        | (315)        |
| Share of profit in associates and joint ventures  | —            | —            | —            | —            | —            |
| <b>Profit/(loss) before tax</b>   | <b>207</b>   | <b>527</b>   | <b>(857)</b> | <b>369</b>   | <b>526</b>   |

**Reported Significant items - Totals (\$m)**

|  |       |      |      |     |       |       |
|--|-------|------|------|-----|-------|-------|
| Revenue  | (1)   | (47) | 26   | —   | (42)  | (22)  |
| ECL  | —     | —    | —    | —   | —     | —     |
| Operating expenses                               | (104) | (33) | (55) | (8) | (251) | (200) |
| Share of profit in associates and joint ventures | —     | —    | —    | —   | —     | —     |

**Adjusted (\$m)**

|   |              |              |              |              |              |              |
|---|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>1,998</b> | <b>1,947</b> | <b>1,836</b> | <b>2,202</b> | <b>2,163</b> | <b>7,761</b> |
| <i>of which: net interest income</i>  | <b>1,504</b> | <b>1,513</b> | <b>1,428</b> | <b>1,584</b> | <b>1,590</b> | <b>5,860</b> |
| Change in expected credit losses and other credit impairment charges                                    | (499)        | (164)        | (1,544)      | (587)        | (105)        | (2,678)      |
| Total operating expenses  | (1,187)      | (1,163)      | (1,175)      | (1,224)      | (1,214)      | (4,615)      |
| Share of profit in associates and joint ventures  | —            | —            | —            | —            | —            | —            |
| <b>Profit/(loss) before tax</b>   | <b>312</b>   | <b>620</b>   | <b>(883)</b> | <b>391</b>   | <b>844</b>   | <b>468</b>   |

**Balance sheet - reported (\$m)**

|   | 31-Dec-20 | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | Balance sheet date |
|---|-----------|-----------|-----------|-----------|-----------|--------------------|
| Loans and advances to customers (gross) | 265,468   | 249,187   | 232,333   | 232,714   | 244,237   | 31-Dec-20          |
| Loans and advances to customers (net)   | 261,109   | 245,312   | 228,617   | 230,181   | 242,018   | 261,109            |
| Total external assets                   | 414,816   | 376,763   | 352,756   | 328,350   | 338,642   | 414,816            |
| Customer accounts                       | 354,099   | 319,899   | 297,598   | 275,930   | 285,855   | 354,099            |
| Risk-weighted assets                    | 116,710   | 115,539   | 108,863   | 109,378   | 113,543   | 116,710            |

# HSBC

## HSBC UK

### UK ring-fenced bank

#### Balance sheet data - at most recent balance sheet date FX rates (\$m)

Loans and advances to customers (net)

Customer accounts

|                |         |         |         |         |         |
|----------------|---------|---------|---------|---------|---------|
| <b>261,109</b> | 259,429 | 253,145 | 252,624 | 249,944 | 261,109 |
| <b>354,099</b> | 338,308 | 329,528 | 302,834 | 295,218 | 354,099 |

#### HSBC UK - Wealth and Personal Banking

##### Reported (\$m)

###### Net operating income before change in expected credit losses and other credit impairment charges

of which: net interest income

Change in expected credit losses and other credit impairment charges

Total operating expenses

of which: staff expenses

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|            | Quarter ended |              |              |              |              | Year to date |
|------------|---------------|--------------|--------------|--------------|--------------|--------------|
|            | 31-Dec-20     | 30-Sep-20    | 30-Jun-20    | 31-Mar-20    | 31-Dec-19    | 31-Dec-20    |
| 1,062      | <b>987</b>    | <b>945</b>   | <b>1,205</b> | <b>1,150</b> | <b>4,199</b> |              |
| 875        | 833           | 812          | 943          | 896          | 3,463        |              |
| (132)      | (45)          | (485)        | (406)        | (83)         | (1,068)      |              |
| (744)      | (740)         | (770)        | (764)        | (1,005)      | (3,018)      |              |
| (278)      | (205)         | (194)        | (210)        | (254)        | (887)        |              |
| —          | —             | —            | —            | —            | —            |              |
| <b>186</b> | <b>202</b>    | <b>(310)</b> | <b>35</b>    | <b>62</b>    | <b>113</b>   |              |

#### Reported Significant items - Totals (\$m)

Revenue

ECL

Operating expenses

Share of profit in associates and joint ventures

##### Adjusted (\$m)

###### Net operating income before change in expected credit losses and other credit impairment charges

of which: net interest income

Change in expected credit losses and other credit impairment charges

Total operating expenses

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|            | 31-Dec-20    | 30-Sep-20    | 30-Jun-20    | 31-Mar-20    | 31-Dec-19    | 4,204 |
|------------|--------------|--------------|--------------|--------------|--------------|-------|
| 1,062      | <b>1,041</b> | <b>977</b>   | <b>1,244</b> | <b>1,225</b> | <b>3,468</b> |       |
| 875        | 884          | 836          | 974          | 962          | 3,468        |       |
| (132)      | (46)         | (515)        | (419)        | (85)         | (1,068)      |       |
| (759)      | (756)        | (766)        | (789)        | (798)        | (2,985)      |       |
| —          | —            | —            | —            | —            | —            |       |
| <b>171</b> | <b>239</b>   | <b>(304)</b> | <b>36</b>    | <b>342</b>   | <b>151</b>   |       |

#### Balance sheet -- reported (\$m)

Loans and advances to customers (gross)

Loans and advances to customers (net)

Total external assets

Customer accounts

Risk-weighted assets

|         | 31-Dec-20 | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | 31-Dec-20 |
|---------|-----------|-----------|-----------|-----------|-----------|-----------|
| 171,377 | 159,399   | 147,285   | 147,806   | 157,058   | 171,377   |           |
| 169,365 | 157,568   | 145,530   | 146,488   | 156,042   | 169,365   |           |
| 238,853 | 216,493   | 201,081   | 188,626   | 195,255   | 238,853   |           |
| 218,723 | 197,377   | 184,439   | 178,048   | 185,963   | 218,723   |           |
| 34,218  | 32,624    | 30,358    | 31,149    | 32,097    | 34,218    |           |

#### Balance sheet data - at most recent balance sheet date FX rates (\$m)

Loans and advances to customers (net)

Customer accounts

|                |         |         |         |         |         |
|----------------|---------|---------|---------|---------|---------|
| <b>169,365</b> | 166,635 | 161,144 | 160,771 | 161,152 | 169,365 |
| <b>218,723</b> | 208,736 | 204,227 | 195,408 | 192,054 | 218,723 |

**HSBC**

**HSBC UK**

**UK ring-fenced bank**

**HSBC UK - Commercial Banking**

**Reported (\$m)**

**Net operating income before change in expected credit losses and other credit impairment charges**

*of which: net interest income*

Change in expected credit losses and other credit impairment charges

Total operating expenses

*of which: staff expenses*

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|              | Quarter ended    |                  |                  |                  |                  | <b>Year to date</b> |
|--------------|------------------|------------------|------------------|------------------|------------------|---------------------|
|              | <b>31-Dec-20</b> | <b>30-Sep-20</b> | <b>30-Jun-20</b> | <b>31-Mar-20</b> | <b>31-Dec-19</b> |                     |
| <b>881</b>   | <b>822</b>       | <b>771</b>       | <b>874</b>       | <b>865</b>       |                  | <b>3,348</b>        |
| <b>630</b>   | <b>603</b>       | <b>556</b>       | <b>595</b>       | <b>619</b>       |                  | <b>2,384</b>        |
| <b>(366)</b> | <b>(115)</b>     | <b>(967)</b>     | <b>(163)</b>     | <b>(19)</b>      |                  | <b>(1,611)</b>      |
| <b>(422)</b> | <b>(390)</b>     | <b>(376)</b>     | <b>(381)</b>     | <b>(416)</b>     |                  | <b>(1,569)</b>      |
| <b>(157)</b> | <b>(117)</b>     | <b>(108)</b>     | <b>(114)</b>     | <b>(115)</b>     |                  | <b>(496)</b>        |
| —            | —                | —                | —                | —                |                  | —                   |
| <b>93</b>    | <b>317</b>       | <b>(572)</b>     | <b>330</b>       | <b>430</b>       |                  | <b>168</b>          |

**Reported Significant items - Totals (\$m)**

Revenue

(1) (16) — — 3 (17)

ECL

— — — — — —

Operating expenses

(34) — (1) — (5) (35)

Share of profit in associates and joint ventures

— — — — — —

**Adjusted (\$m)**

**Net operating income before change in expected credit losses and other credit impairment charges**

*of which: net interest income*

**882** **858** **819** **902** **884** **3,365**

**630** **633** **592** **614** **632** **2,400**

Change in expected credit losses and other credit impairment charges

**(366)** **(118)** **(1,028)** **(168)** **(20)** **(1,611)**

Total operating expenses

**(388)** **(399)** **(397)** **(394)** **(422)** **(1,534)**

Share of profit in associates and joint ventures

— — — — — —

**Profit/(loss) before tax**

**128** **341** **(606)** **340** **442** **220**

**Balance sheet - reported (\$m)**

Loans and advances to customers (gross)

**31-Dec-20** **30-Sep-20** **30-Jun-20** **31-Mar-20** **31-Dec-19** **31-Dec-20**

**93,517** **89,228** **84,416** **84,267** **86,475** **93,517**

Loans and advances to customers (net)

**91,169** **87,183** **82,454** **83,052** **85,273** **91,169**

Total external assets

**161,864** **146,776** **138,449** **124,794** **127,237** **161,864**

Customer accounts

**135,108** **122,270** **112,829** **97,577** **99,544** **135,108**

Risk-weighted assets

**79,688** **81,081** **76,769** **76,277** **79,522** **79,688**

**Balance sheet data - at most recent balance sheet date FX rates (\$m)**

Loans and advances to customers (net)

**91,169** **92,200** **91,301** **91,150** **88,066** **91,169**

Customer accounts

**135,108** **129,306** **124,935** **107,090** **102,805** **135,108**

**HSBC**

**HSBC UK**

**UK ring-fenced bank**

**HSBC UK - Global Banking and Markets**

**Reported (\$m)**

**Net operating income before change in expected credit losses and other credit impairment charges**

*of which: net interest income*

Change in expected credit losses and other credit impairment charges

Total operating expenses

*of which: staff expenses*

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|             | Quarter ended    |                  |                  |                  |                  | <b>Year to date</b> |
|-------------|------------------|------------------|------------------|------------------|------------------|---------------------|
|             | <b>31-Dec-20</b> | <b>30-Sep-20</b> | <b>30-Jun-20</b> | <b>31-Mar-20</b> | <b>31-Dec-19</b> |                     |
| <b>56</b>   | <b>50</b>        | <b>42</b>        | <b>52</b>        | <b>57</b>        | <b>200</b>       |                     |
| —           | —                | —                | —                | (4)              | —                |                     |
| —           | —                | —                | —                | —                | —                |                     |
| <b>(29)</b> | <b>(26)</b>      | <b>(16)</b>      | <b>(39)</b>      | <b>(35)</b>      | <b>(110)</b>     |                     |
| <b>(4)</b>  | <b>(3)</b>       | <b>(3)</b>       | <b>(3)</b>       | <b>(5)</b>       | <b>(13)</b>      |                     |
| —           | —                | —                | —                | —                | —                |                     |
| <b>27</b>   | <b>24</b>        | <b>26</b>        | <b>13</b>        | <b>22</b>        | <b>90</b>        |                     |

**Reported Significant items - Totals (\$m)**

Revenue

ECL

Operating expenses

Share of profit in associates and joint ventures

**Adjusted (\$m)**

**Net operating income before change in expected credit losses and other credit impairment charges**

*of which: net interest income*

Change in expected credit losses and other credit impairment charges

Total operating expenses

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|             | Balance sheet date |                  |                  |                  |                  | <b>Balance sheet date</b> |
|-------------|--------------------|------------------|------------------|------------------|------------------|---------------------------|
|             | <b>31-Dec-20</b>   | <b>30-Sep-20</b> | <b>30-Jun-20</b> | <b>31-Mar-20</b> | <b>31-Dec-19</b> |                           |
| <b>56</b>   | <b>51</b>          | <b>45</b>        | <b>54</b>        | <b>59</b>        | <b>200</b>       |                           |
| —           | —                  | —                | —                | (4)              | —                |                           |
| —           | —                  | —                | —                | —                | —                |                           |
| <b>(29)</b> | <b>(26)</b>        | <b>(18)</b>      | <b>(40)</b>      | <b>(36)</b>      | <b>(110)</b>     |                           |
| <b>27</b>   | <b>25</b>          | <b>27</b>        | <b>14</b>        | <b>23</b>        | <b>90</b>        |                           |

**Balance sheet - reported (\$m)**

Loans and advances to customers (gross)

Loans and advances to customers (net)

Total external assets

Customer accounts

Risk-weighted assets

|            | Balance sheet date |                  |                  |                  |                  | <b>Balance sheet date</b> |
|------------|--------------------|------------------|------------------|------------------|------------------|---------------------------|
|            | <b>31-Dec-20</b>   | <b>30-Sep-20</b> | <b>30-Jun-20</b> | <b>31-Mar-20</b> | <b>31-Dec-19</b> |                           |
| —          | —                  | —                | —                | —                | —                | —                         |
| —          | —                  | —                | —                | —                | —                | —                         |
| <b>79</b>  | <b>50</b>          | <b>34</b>        | <b>95</b>        | <b>65</b>        | <b>79</b>        |                           |
| —          | —                  | —                | —                | —                | —                |                           |
| <b>819</b> | <b>409</b>         | <b>414</b>       | <b>361</b>       | <b>481</b>       | <b>819</b>       |                           |

**Balance sheet data - at most recent balance sheet date FX rates (\$m)**

Loans and advances to customers (net)

Customer accounts

# HSBC

## HSBC UK

### UK ring-fenced bank

#### HSBC UK - Corporate Centre

##### Reported (\$m)

###### Net operating income before change in expected credit losses and other credit impairment charges

of which: net interest income/(expense)

###### Change in expected credit losses and other credit impairment charges

###### Total operating expenses

of which: staff expenses

###### Share of profit in associates and joint ventures

###### Profit/(loss) before tax

|      | Quarter ended |           |           |           |           | Year to date |
|------|---------------|-----------|-----------|-----------|-----------|--------------|
|      | 31-Dec-20     | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | 31-Dec-20    |
| (1)  | (1)           | (2)       | (5)       | 1         | (10)      | (7)          |
| (2)  | (2)           | (3)       | 1         | (4)       | (1)       | (8)          |
| (2)  | —             | —         | 2         | —         | —         | —            |
| (96) | (96)          | (13)      | 2         | (10)      | 22        | (117)        |
| 27   | 27            | 33        | 34        | 35        | 59        | 129          |
| —    | —             | —         | —         | —         | —         | —            |
| (99) | (99)          | (15)      | (1)       | (9)       | 12        | (124)        |

##### Reported Significant items - Totals (\$m)

###### Revenue

—

###### ECL

—

###### Operating expenses

Share of profit in associates and joint ventures

|      |      |      |     |     |      |       |
|------|------|------|-----|-----|------|-------|
| —    | —    | —    | —   | —   | —    | —     |
| —    | —    | —    | —   | —   | —    | —     |
| (86) | (86) | (32) | (5) | (9) | (19) | (132) |
| —    | —    | —    | —   | —   | —    | —     |

##### Adjusted (\$m)

###### Net operating income before change in expected credit losses and other credit impairment charges

of which: net interest income/(expense)

###### Change in expected credit losses and other credit impairment charges

###### Total operating expenses

###### Share of profit in associates and joint ventures

###### Profit/(loss) before tax

|      |      |     |     |     |     |     |
|------|------|-----|-----|-----|-----|-----|
| (1)  | (1)  | (2) | (5) | 2   | (6) | (7) |
| (2)  | (2)  | (3) | —   | (4) | —   | (8) |
| (2)  | —    | —   | (1) | —   | —   | —   |
| (10) | (10) | 20  | 7   | —   | 42  | 15  |
| —    | —    | —   | —   | —   | —   | —   |
| (13) | (13) | 18  | 1   | 2   | 36  | 8   |

##### Balance sheet - reported (\$m)

###### Loans and advances to customers (gross)

###### Loans and advances to customers (net)

###### Total external assets

###### Customer accounts

###### Risk-weighted assets

|        | Balance sheet date |           |           |           |           | Balance sheet date |
|--------|--------------------|-----------|-----------|-----------|-----------|--------------------|
|        | 31-Dec-20          | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | 31-Dec-20          |
| 574    | 574                | 561       | 632       | 641       | 704       | 574                |
| 574    | 574                | 561       | 633       | 641       | 703       | 574                |
| 14,021 | 14,021             | 13,445    | 13,192    | 14,835    | 16,085    | 14,021             |
| 268    | 268                | 252       | 330       | 305       | 348       | 268                |
| 1,985  | 1,985              | 1,425     | 1,322     | 1,591     | 1,443     | 1,985              |

##### Balance sheet data - at most recent balance sheet date FX rates (\$m)

###### Loans and advances to customers (net)

###### Customer accounts

|     |     |     |     |     |     |     |
|-----|-----|-----|-----|-----|-----|-----|
| 574 | 574 | 593 | 700 | 703 | 727 | 574 |
| 268 | 268 | 266 | 366 | 335 | 360 | 268 |

# HSBC

## HSBC UK

### UK ring-fenced bank

#### SIGNIFICANT ITEMS

##### HSBC UK - TOTAL

###### Reported revenue significant items (\$m)

Customer redress programmes  
Disposals, acquisitions and investment in new businesses  
Fair value movements on financial instruments  
Restructuring and other related costs

###### Reported cost significant items (\$m)

Costs of structural reform  
Customer redress programmes  
Disposals, acquisitions and investment in new businesses  
Impairment of goodwill and other intangibles  
Past service costs of guaranteed minimum pension benefits equalisation  
Restructuring and other related costs  
Settlements and provisions in connection with legal and regulatory matters

###### Share of profit in associates and joint ventures significant items (\$m)

Impairment of goodwill

##### HSBC UK - Wealth and Personal Banking

###### Reported revenue significant items (\$m)

Customer redress programmes  
Disposals, acquisitions and investment in new businesses  
Fair value movements on financial instruments  
Restructuring and other related costs

###### Reported cost significant items (\$m)

Costs of structural reform  
Customer redress programmes  
Disposals, acquisitions and investment in new businesses  
Impairment of goodwill and other intangibles  
Past service costs of guaranteed minimum pension benefits equalisation  
Restructuring and other related costs  
Settlements and provisions in connection with legal and regulatory matters

|  | Quarter ended |           |           |           |           | Year to date |
|--|---------------|-----------|-----------|-----------|-----------|--------------|
|  | 31-Dec-20     | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 |              |
| Reported revenue significant items (\$m)                                   |               |           |           |           |           | 31-Dec-20    |
| Customer redress programmes  | —             | (47)      | 26        | —         | (42)      | (21)         |
| Disposals, acquisitions and investment in new businesses                   | —             | —         | —         | —         | —         | —            |
| Fair value movements on financial instruments                              | —             | —         | —         | —         | —         | —            |
| Restructuring and other related costs                                      | (1)           | —         | —         | —         | —         | (1)          |
| Reported cost significant items (\$m)                                      |               |           |           |           |           | 31-Dec-20    |
| Costs of structural reform   | —             | —         | —         | —         | —         | —            |
| Customer redress programmes  | 107           | (3)       | (49)      | (1)       | (182)     | 54           |
| Disposals, acquisitions and investment in new businesses                   | —             | —         | —         | —         | —         | —            |
| Impairment of goodwill and other intangibles                               | —             | —         | —         | —         | —         | —            |
| Past service costs of guaranteed minimum pension benefits equalisation     | (17)          | —         | —         | —         | —         | (17)         |
| Restructuring and other related costs                                      | (194)         | (30)      | (6)       | (7)       | (69)      | (237)        |
| Settlements and provisions in connection with legal and regulatory matters | —             | —         | —         | —         | —         | —            |
| Share of profit in associates and joint ventures significant items (\$m)   |               |           |           |           |           | 31-Dec-20    |
| Impairment of goodwill   | —             | —         | —         | —         | —         | —            |
| HSBC UK - Wealth and Personal Banking                                      |               |           |           |           |           | 31-Dec-20    |
| Reported revenue significant items (\$m)                                   |               |           |           |           |           | 31-Dec-20    |
| Customer redress programmes  | —             | (31)      | 26        | —         | (45)      | (5)          |
| Disposals, acquisitions and investment in new businesses                   | —             | —         | —         | —         | —         | —            |
| Fair value movements on financial instruments                              | —             | —         | —         | —         | —         | —            |
| Restructuring and other related costs                                      | —             | —         | —         | —         | —         | —            |
| Reported cost significant items (\$m)                                      |               |           |           |           |           | 31-Dec-20    |
| Costs of structural reform   | —             | —         | —         | —         | —         | —            |
| Customer redress programmes  | 109           | 3         | (47)      | (1)       | (180)     | 64           |
| Disposals, acquisitions and investment in new businesses                   | —             | —         | —         | —         | —         | —            |
| Impairment of goodwill and other intangibles                               | —             | —         | —         | —         | —         | —            |
| Past service costs of guaranteed minimum pension benefits equalisation     | —             | —         | —         | —         | —         | —            |
| Restructuring and other related costs                                      | (94)          | (3)       | (2)       | 2         | (47)      | (97)         |
| Settlements and provisions in connection with legal and regulatory matters | —             | —         | —         | —         | —         | —            |

**HSBC****HSBC UK****UK ring-fenced bank****Share of profit in associates and joint ventures significant items (\$m)**

Impairment of goodwill

**HSBC UK - Commercial Banking****Reported revenue significant items (\$m)**

|  |     |      |   |   |   |      |
|--|-----|------|---|---|---|------|
| Customer redress programmes                              | —   | (16) | — | — | 3 | (16) |
| Disposals, acquisitions and investment in new businesses | —   | —    | — | — | — | —    |
| Fair value movements on financial instruments            | —   | —    | — | — | — | —    |
| Restructuring and other related costs                    | (1) | —    | — | — | — | (1)  |

**Reported cost significant items (\$m)**

|  |      |   |     |   |     |      |
|--|------|---|-----|---|-----|------|
| Costs of structural reform   | —    | — | —   | — | —   | —    |
| Customer redress programmes  | —    | — | (1) | — | (2) | (1)  |
| Disposals, acquisitions and investment in new businesses                   | —    | — | —   | — | —   | —    |
| Impairment of goodwill and other intangibles                               | —    | — | —   | — | —   | —    |
| Past service costs of guaranteed minimum pension benefits equalisation     | —    | — | —   | — | —   | —    |
| Restructuring and other related costs                                      | (34) | — | —   | — | (3) | (34) |
| Settlements and provisions in connection with legal and regulatory matters | —    | — | —   | — | —   | —    |

**Share of profit in associates and joint ventures significant items (\$m)**

Impairment of goodwill

**HSBC UK - Global Banking and Markets****Reported revenue significant items (\$m)**

|  |   |   |   |   |   |   |
|--|---|---|---|---|---|---|
| Customer redress programmes                              | — | — | — | — | — | — |
| Disposals, acquisitions and investment in new businesses | — | — | — | — | — | — |
| Fair value movements on financial instruments            | — | — | — | — | — | — |
| Restructuring and other related costs                    | — | — | — | — | — | — |

**Reported cost significant items (\$m)**

|  |   |   |   |   |   |   |
|--|---|---|---|---|---|---|
| Costs of structural reform   | — | — | — | — | — | — |
| Customer redress programmes  | — | — | — | — | — | — |
| Disposals, acquisitions and investment in new businesses                   | — | — | — | — | — | — |
| Impairment of goodwill and other intangibles                               | — | — | — | — | — | — |
| Past service costs of guaranteed minimum pension benefits equalisation     | — | — | — | — | — | — |
| Restructuring and other related costs                                      | — | — | — | — | — | — |
| Settlements and provisions in connection with legal and regulatory matters | — | — | — | — | — | — |

**HSBC****HSBC UK****UK ring-fenced bank****Share of profit in associates and joint ventures significant items (\$m)**

Impairment of goodwill

**HSBC UK - Corporate Centre****Reported revenue significant items (\$m)**

|  |   |   |   |   |   |   |
|--|---|---|---|---|---|---|
| Customer redress programmes                              | — | — | — | — | — | — |
| Disposals, acquisitions and investment in new businesses | — | — | — | — | — | — |
| Fair value movements on financial instruments            | — | — | — | — | — | — |
| Restructuring and other related costs                    | — | — | — | — | — | — |

**Reported cost significant items (\$m)**

|  |      |      |     |     |      |       |
|--|------|------|-----|-----|------|-------|
| Costs of structural reform   | —    | —    | —   | —   | —    | —     |
| Customer redress programmes  | (4)  | (5)  | —   | —   | —    | (9)   |
| Disposals, acquisitions and investment in new businesses                   | —    | —    | —   | —   | —    | —     |
| Impairment of goodwill and other intangibles                               | —    | —    | —   | —   | —    | —     |
| Past service costs of guaranteed minimum pension benefits equalisation     | (17) | —    | —   | —   | —    | (17)  |
| Restructuring and other related costs                                      | (65) | (27) | (5) | (9) | (19) | (106) |
| Settlements and provisions in connection with legal and regulatory matters | —    | —    | —   | —   | —    | —     |

**Share of profit in associates and joint ventures significant items (\$m)**

Impairment of goodwill

**Reconciling items - Currency translation on reported items- Totals (\$m)****HSBC UK - TOTAL**

|  |        |        |        |       |
|--|--------|--------|--------|-------|
| Revenue  | 42     | 110    | 70     | 57    |
| ECL  | (4)    | (94)   | (18)   | (3)   |
| Operating expenses   | (26)   | (73)   | (38)   | (37)  |
| Share of profit in associates and joint ventures                   | —      | —      | —      | —     |
|  |        |        |        |       |
| Revenue significant items  | (1)    | 1      | —      | (2)   |
| Operating expense significant items                                | —      | (3)    | —      | (6)   |
| Share of profit in associates and joint ventures significant items | —      | —      | —      | —     |
|  |        |        |        |       |
| Loans and advances to customers (net)                              | 14,117 | 24,528 | 22,443 | 7,926 |
| Customer accounts  | 18,409 | 31,930 | 26,904 | 9,363 |

**HSBC****HSBC UK****UK ring-fenced bank****HSBC UK - Wealth and Personal Banking**

|  |        |        |        |       |
|--|--------|--------|--------|-------|
| Revenue  | 22     | 59     | 39     | 29    |
| ECL  | (1)    | (30)   | (13)   | (2)   |
| Operating expenses   | (17)   | (48)   | (25)   | (26)  |
| Share of profit in associates and joint ventures                   | —      | —      | —      | —     |
|  |        |        |        |       |
| Revenue significant items  | (1)    | 1      | —      | (1)   |
| Operating expense significant items                                | (1)    | (3)    | (1)    | (6)   |
| Share of profit in associates and joint ventures significant items | —      | —      | —      | —     |
|  |        |        |        |       |
| Loans and advances to customers (net)                              | 9,067  | 15,614 | 14,283 | 5,110 |
| Customer accounts  | 11,359 | 19,788 | 17,360 | 6,091 |

**HSBC UK - Commercial Banking**

|  |       |        |       |       |
|--|-------|--------|-------|-------|
| Revenue  | 19    | 48     | 28    | 22    |
| ECL  | (3)   | (61)   | (5)   | (1)   |
| Operating expenses   | (9)   | (23)   | (13)  | (11)  |
| Share of profit in associates and joint ventures                   | —     | —      | —     | —     |
|  |       |        |       |       |
| Revenue significant items  | (1)   | —      | —     | —     |
| Operating expense significant items                                | —     | (1)    | —     | —     |
| Share of profit in associates and joint ventures significant items | —     | —      | —     | —     |
|  |       |        |       |       |
| Loans and advances to customers (net)                              | 5,017 | 8,847  | 8,098 | 2,793 |
| Customer accounts  | 7,036 | 12,106 | 9,513 | 3,261 |

**HSBC UK - Global Banking and Markets**

|  |   |     |     |     |
|--|---|-----|-----|-----|
| Revenue  | 1 | 3   | 2   | 2   |
| ECL  | — | —   | —   | —   |
| Operating expenses   | — | (2) | (1) | (1) |
| Share of profit in associates and joint ventures                   | — | —   | —   | —   |
|  |   |     |     |     |
| Revenue significant items  | — | —   | —   | —   |
| Operating expense significant items                                | — | —   | —   | —   |
| Share of profit in associates and joint ventures significant items | — | —   | —   | —   |
|  |   |     |     |     |
| Loans and advances to customers (net)                              | — | —   | —   | —   |
| Customer accounts  | — | —   | —   | —   |

**HSBC**

**HSBC UK**

**UK ring-fenced bank**

**HSBC UK - Corporate Centre**

|  |     |     |    |     |
|--|-----|-----|----|-----|
| Revenue  | —   | —   | 1  | 4   |
| ECL  | —   | (3) | —  | —   |
| Operating expenses   | —   | 1   | 1  | —   |
| Share of profit in associates and joint ventures                   | —   | —   | —  | —   |
|  |     |     |    |     |
| Revenue significant items  | —   | —   | —  | —   |
| Operating expense significant items                                | (1) | 1   | —  | (1) |
| Share of profit in associates and joint ventures significant items | —   | —   | —  | —   |
|  |     |     |    |     |
| Loans and advances to customers (net)                              | 32  | 67  | 62 | 24  |
| Customer accounts  | 14  | 36  | 30 | 12  |

# HSBC

## HSBC Bank

### Non ring-fenced bank

#### HSBC Bank - TOTAL

|   |              |              |              |              |              |
|---|--------------|--------------|--------------|--------------|--------------|
| <b>Reported (\$m)</b>   |              |              |              |              |              |
| Net interest income   | 660          | 621          | 606          | 548          | 501          |
| Net fee income  | 477          | 442          | 438          | 440          | 444          |
| Other operating income  | 812          | 919          | 1,176        | 418          | 1,150        |
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>1,949</b> | <b>1,982</b> | <b>2,220</b> | <b>1,406</b> | <b>2,095</b> |
| Change in expected credit losses and other credit impairment charges                                    | (216)        | 9            | (565)        | (251)        | (28)         |
| Total operating expenses  | (2,290)      | (1,920)      | (2,594)      | (1,782)      | (1,809)      |
| <i>of which: staff expenses</i>   | (989)        | (746)        | (593)        | (685)        | (753)        |
| Share of profit in associates and joint ventures  | 45           | 4            | 50           | (100)        | (29)         |
| <b>Profit/(loss) before tax</b>   | <b>(512)</b> | <b>75</b>    | <b>(889)</b> | <b>(727)</b> | <b>229</b>   |

#### Reported significant items - Totals (\$m)

|  |       |       |       |      |       |         |
|--|-------|-------|-------|------|-------|---------|
| Revenue  | (46)  | (58)  | (92)  | 72   | (24)  | (124)   |
| ECL  | —     | —     | —     | —    | —     | —       |
| Operating expenses                               | (430) | (258) | (988) | (15) | (159) | (1,691) |
| Share of profit in associates and joint ventures | —     | —     | —     | —    | —     | —       |

#### Adjusted (\$m)

|   |              |              |              |              |              |              |
|---|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>1,995</b> | <b>2,082</b> | <b>2,459</b> | <b>1,415</b> | <b>2,217</b> | <b>7,681</b> |
| <i>of which: net interest income</i>  | 660          | 634          | 651          | 585          | 533          | 2,435        |
| Change in expected credit losses and other credit impairment charges                                    | (216)        | 10           | (606)        | (265)        | (32)         | (1,023)      |
| Total operating expenses  | (1,860)      | (1,696)      | (1,719)      | (1,861)      | (1,723)      | (6,895)      |
| Share of profit in associates and joint ventures  | 45           | 4            | 53           | (104)        | (29)         | (1)          |
| <b>Profit/(loss) before tax</b>   | <b>(36)</b>  | <b>400</b>   | <b>187</b>   | <b>(815)</b> | <b>433</b>   | <b>(238)</b> |

#### Balance sheet - reported (\$m)

|   | 31-Dec-20 | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | Balance sheet date |
|---|-----------|-----------|-----------|-----------|-----------|--------------------|
| Loans and advances to customers (gross) | 139,987   | 145,681   | 143,289   | 148,773   | 144,148   | 31-Dec-20          |
| Loans and advances to customers (net)   | 137,981   | 143,790   | 141,397   | 147,323   | 142,776   | 139,987            |
| Total external assets                   | 881,616   | 891,935   | 869,877   | 895,705   | 799,892   | 137,981            |
| Customer accounts                       | 260,614   | 257,986   | 250,312   | 242,276   | 229,360   | 881,616            |
| Risk-weighted assets                    | 167,115   | 166,744   | 170,634   | 172,062   | 165,809   | 260,614            |
|   |           |           |           |           |           | 167,115            |

# HSBC

## HSBC Bank

### Non ring-fenced bank

#### Balance sheet data - at most recent balance sheet date FX rates (\$m)

Loans and advances to customers (net)

Customer accounts

|                |         |         |         |         |         |
|----------------|---------|---------|---------|---------|---------|
| <b>137,981</b> | 151,079 | 155,300 | 163,382 | 151,996 | 137,981 |
| <b>260,614</b> | 271,667 | 275,561 | 268,165 | 241,705 | 260,614 |

#### HSBC Bank - Wealth and Personal Banking

##### Reported (\$m)

###### Net operating income before change in expected credit losses and other credit impairment charges

of which: net interest income

Change in expected credit losses and other credit impairment charges

Total operating expenses

of which: staff expenses

Share of profit in associates and joint ventures

Profit/(loss) before tax

|              | Quarter ended |              |              |              |                | Year to date |
|--------------|---------------|--------------|--------------|--------------|----------------|--------------|
|              | 31-Dec-20     | 30-Sep-20    | 30-Jun-20    | 31-Mar-20    | 31-Dec-19      | 31-Dec-20    |
| 405          | <b>393</b>    | <b>448</b>   | <b>80</b>    | <b>572</b>   | <b>1,326</b>   |              |
| <b>211</b>   | 213           | 211          | 217          | 229          | 852            |              |
| (5)          | (8)           | (13)         | (23)         | (1)          | (49)           |              |
| <b>(423)</b> | <b>(276)</b>  | <b>(443)</b> | <b>(355)</b> | <b>(317)</b> | <b>(1,497)</b> |              |
| <b>(142)</b> | <b>(118)</b>  | <b>(114)</b> | <b>(127)</b> | <b>(132)</b> | <b>(501)</b>   |              |
| —            | —             | —            | —            | —            | —              | —            |
| <b>(23)</b>  | <b>109</b>    | <b>(8)</b>   | <b>(298)</b> | <b>254</b>   | <b>(220)</b>   |              |

#### Reported significant items - Totals (\$m)

Revenue

ECL

Operating expenses

Share of profit in associates and joint ventures

#### Adjusted (\$m)

###### Net operating income before change in expected credit losses and other credit impairment charges

of which: net interest income

Change in expected credit losses and other credit impairment charges

Total operating expenses

Share of profit in associates and joint ventures

Profit/(loss) before tax

|              |              |              |              |              |                |
|--------------|--------------|--------------|--------------|--------------|----------------|
| <b>405</b>   | <b>400</b>   | <b>479</b>   | <b>89</b>    | <b>607</b>   | <b>1,326</b>   |
| <b>210</b>   | 217          | 228          | 231          | 244          | 852            |
| (5)          | (9)          | (14)         | (25)         | (1)          | (49)           |
| <b>(415)</b> | <b>(354)</b> | <b>(355)</b> | <b>(380)</b> | <b>(318)</b> | <b>(1,447)</b> |
| —            | —            | —            | —            | —            | —              |
| <b>(15)</b>  | <b>37</b>    | <b>110</b>   | <b>(316)</b> | <b>288</b>   | <b>(170)</b>   |

#### Balance sheet - reported (\$m)

Loans and advances to customers (gross)

Loans and advances to customers (net)

Total external assets

Customer accounts

Risk-weighted assets

|               | Balance sheet date |           |           |           |           | Balance sheet date |
|---------------|--------------------|-----------|-----------|-----------|-----------|--------------------|
|               | 31-Dec-20          | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | 31-Dec-20          |
| <b>39,395</b> | 37,742             | 35,598    | 35,002    | 35,812    | 39,395    |                    |
| <b>39,099</b> | 37,456             | 35,336    | 34,749    | 35,573    | 39,099    |                    |
| <b>97,989</b> | 94,102             | 88,566    | 81,577    | 84,776    | 97,989    |                    |
| <b>55,952</b> | 54,526             | 52,887    | 50,892    | 51,848    | 55,952    |                    |
| <b>16,497</b> | 12,646             | 12,123    | 12,353    | 12,078    | 16,497    |                    |

#### Balance sheet data - at most recent balance sheet date FX rates (\$m)

Loans and advances to customers (net)

Customer accounts

|               |        |        |        |        |        |
|---------------|--------|--------|--------|--------|--------|
| <b>39,099</b> | 39,209 | 38,675 | 38,712 | 38,492 | 39,099 |
| <b>55,952</b> | 57,242 | 58,066 | 56,427 | 55,217 | 55,952 |

# HSBC

## HSBC Bank

### Non ring-fenced bank

#### HSBC Bank - Commercial Banking

##### Reported (\$m)

###### Net operating income before change in expected credit losses and other credit impairment charges

of which: net interest income

Change in expected credit losses and other credit impairment charges

Total operating expenses

of which: staff expenses

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|              | Quarter ended |              |           |            |           | Year to date<br>31-Dec-20 |
|--------------|---------------|--------------|-----------|------------|-----------|---------------------------|
|              | 31-Dec-20     | 30-Sep-20    | 30-Jun-20 | 31-Mar-20  | 31-Dec-19 |                           |
| 356          | 367           | 375          | 353       | 378        |           | 1,451                     |
| 222          | 223           | 215          | 220       | 229        |           | 880                       |
| (150)        | (17)          | (187)        | (57)      | (48)       |           | (411)                     |
| (319)        | (145)         | (308)        | (218)     | (202)      |           | (990)                     |
| (175)        | (75)          | (66)         | (74)      | (73)       |           | (390)                     |
| —            | —             | —            | —         | —          |           | —                         |
| <b>(113)</b> | <b>205</b>    | <b>(120)</b> | <b>78</b> | <b>128</b> |           | <b>50</b>                 |

##### Reported Significant items - Totals (\$m)

Revenue

(2) — — — — (2)

ECL

— — — — — —

Operating expenses

(101) 57 (101) — (6) (145)

Share of profit in associates and joint ventures

— — — — — —

##### Adjusted (\$m)

###### Net operating income before change in expected credit losses and other credit impairment charges

of which: net interest income

358 374 403 377 399 1,453

Change in expected credit losses and other credit impairment charges

222 228 232 233 242 880

Total operating expenses

(150) (17) (201) (61) (52) (411)

Share of profit in associates and joint ventures

(218) (206) (221) (232) (208) (845)

Profit/(loss) before tax

— — — — — —

(10) 151 (19) 84 139 197

##### Balance sheet - reported (\$m)

Loans and advances to customers (gross)

31-Dec-20 30-Sep-20 30-Jun-20 31-Mar-20 31-Dec-19 31-Dec-20

36,202 36,967 38,057 37,315 36,676 36,202

Loans and advances to customers (net)

35,238 36,167 37,174 36,615 36,007 35,238

Total external assets

72,833 74,487 73,060 64,539 63,244 72,833

Customer accounts

65,539 59,595 56,942 57,459 50,310 65,539

Risk-weighted assets

36,761 38,446 39,526 37,504 38,171 36,761

##### Balance sheet data - at most recent balance sheet date FX rates (\$m)

Loans and advances to customers (net)

35,238 37,880 40,662 40,796 38,800 35,238

Customer accounts

65,539 62,612 62,456 63,913 53,640 65,539

# HSBC

## HSBC Bank

### Non ring-fenced bank

#### HSBC Bank - Global Banking and Markets

**Reported (\$m)**

**Net operating income before change in expected credit losses and other credit impairment charges**

*of which: net interest income*

Change in expected credit losses and other credit impairment charges

Total operating expenses

*of which: staff expenses*

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|              | Quarter ended |              |              |           |                | Year to date<br>31-Dec-20 |
|--------------|---------------|--------------|--------------|-----------|----------------|---------------------------|
|              | 31-Dec-20     | 30-Sep-20    | 30-Jun-20    | 31-Mar-20 | 31-Dec-19      |                           |
| 1,104        | 1,272         | 1,452        | 1,014        | 1,200     | 4,842          |                           |
| 232          | 195           | 139          | 208          | 221       | 774            |                           |
| (61)         | 22            | (357)        | (173)        | 4         | (569)          |                           |
| (1,281)      | (1,216)       | (1,682)      | (1,166)      | (1,203)   | (5,345)        |                           |
| (495)        | (417)         | (286)        | (349)        | (386)     | (1,547)        |                           |
| —            | —             | —            | —            | —         | —              |                           |
| <b>(238)</b> | <b>78</b>     | <b>(587)</b> | <b>(325)</b> | <b>1</b>  | <b>(1,072)</b> |                           |

#### Reported Significant items - Totals (\$m)

Revenue

ECL

Operating expenses

Share of profit in associates and joint ventures

|       |       |       |      |      |       |
|-------|-------|-------|------|------|-------|
| (165) | (58)  | (92)  | 70   | (25) | (245) |
| —     | —     | —     | —    | —    | —     |
| (133) | (108) | (604) | (12) | (71) | (857) |
| —     | —     | —     | —    | —    | —     |

#### Adjusted (\$m)

**Net operating income before change in expected credit losses and other credit impairment charges**

*of which: net interest income*

Change in expected credit losses and other credit impairment charges

Total operating expenses

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|           |            |            |              |           |           |
|-----------|------------|------------|--------------|-----------|-----------|
| 1,269     | 1,359      | 1,637      | 992          | 1,267     | 5,087     |
| 231       | 200        | 151        | 218          | 229       | 774       |
| (61)      | 22         | (381)      | (181)        | 4         | (569)     |
| (1,148)   | (1,131)    | (1,151)    | (1,207)      | (1,172)   | (4,488)   |
| —         | —          | —          | —            | —         | —         |
| <b>60</b> | <b>250</b> | <b>105</b> | <b>(396)</b> | <b>99</b> | <b>30</b> |

#### Balance sheet - reported (\$m)

Loans and advances to customers (gross)

Loans and advances to customers (net)

Total external assets

Customer accounts

Risk-weighted assets

|         | Balance sheet date |           |           |           |           | Balance sheet date<br>31-Dec-20 |
|---------|--------------------|-----------|-----------|-----------|-----------|---------------------------------|
|         | 31-Dec-20          | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 |                                 |
| 64,135  | 70,721             | 69,387    | 76,198    | 71,412    | 64,135    |                                 |
| 63,402  | 69,928             | 68,652    | 75,722    | 70,962    | 63,402    |                                 |
| 688,738 | 700,817            | 686,410   | 725,077   | 633,272   | 688,738   |                                 |
| 138,833 | 143,456            | 140,202   | 133,639   | 126,861   | 138,833   |                                 |
| 104,566 | 105,318            | 107,964   | 111,804   | 107,558   | 104,566   |                                 |

#### Balance sheet data - at most recent balance sheet date FX rates (\$m)

Loans and advances to customers (net)

Customer accounts

|         |         |         |         |         |         |
|---------|---------|---------|---------|---------|---------|
| 63,402  | 73,742  | 75,706  | 83,610  | 74,451  | 63,402  |
| 138,833 | 151,383 | 154,730 | 147,508 | 132,483 | 138,833 |

# HSBC

## HSBC Bank

### Non ring-fenced bank

#### HSBC Bank - Corporate Centre

##### Reported (\$m)

###### Net operating income before change in expected credit losses and other credit impairment charges

of which: net interest income/(expense)

###### Change in expected credit losses and other credit impairment charges

###### Total operating expenses

of which: staff expenses

###### Share of profit in associates and joint ventures

###### Profit/(loss) before tax

|       | Quarter ended |           |           |           |           | Year to date |
|-------|---------------|-----------|-----------|-----------|-----------|--------------|
|       | 31-Dec-20     | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | 31-Dec-20    |
| 83    | (50)          | (55)      | (41)      | (55)      | (63)      |              |
| (4)   | (10)          | 41        | (97)      | (178)     | (70)      |              |
| —     | 12            | (8)       | 2         | 17        | 6         |              |
| (267) | (283)         | (161)     | (43)      | (87)      | (754)     |              |
| (177) | (136)         | (127)     | (135)     | (162)     | (575)     |              |
| 45    | 4             | 50        | (100)     | (29)      | (1)       |              |
| (139) | (317)         | (174)     | (182)     | (154)     | (812)     |              |

##### Reported Significant items - Totals (\$m)

###### Revenue

121 (1) — 2 2 122

###### ECL

— — — — — —

###### Operating expenses

(191) (278) (169) (3) (62) (641)

###### Share of profit in associates and joint ventures

— — — — — —

##### Adjusted (\$m)

###### Net operating income before change in expected credit losses and other credit impairment charges

of which: net interest income/(expense)

###### Change in expected credit losses and other credit impairment charges

###### Total operating expenses

###### Share of profit in associates and joint ventures

###### Profit/(loss) before tax

|      |      |      |       |       |       |
|------|------|------|-------|-------|-------|
| (38) | (50) | (58) | (44)  | (56)  | (186) |
| (4)  | (11) | 42   | (97)  | (183) | (70)  |
| —    | 13   | (9)  | 2     | 17    | 6     |
| (76) | (5)  | 8    | (41)  | (26)  | (113) |
| 45   | 4    | 53   | (104) | (29)  | (1)   |
| (69) | (38) | (6)  | (187) | (94)  | (293) |

##### Balance sheet - reported (\$m)

###### Loans and advances to customers (gross)

31-Dec-20 30-Sep-20 30-Jun-20 31-Mar-20 31-Dec-19 31-Dec-20

255 251 247 258 248 255

###### Loans and advances to customers (net)

242 238 235 237 234 242

###### Total external assets

22,057 22,529 21,841 24,512 18,600 22,057

###### Customer accounts

289 409 281 286 341 289

###### Risk-weighted assets

9,291 10,334 11,021 10,401 8,002 9,291

##### Balance sheet data - at most recent balance sheet date FX rates (\$m)

###### Loans and advances to customers (net)

242 249 257 263 254 242

###### Customer accounts

289 430 308 317 365 289

# HSBC

## HSBC Bank

### Non ring-fenced bank

#### SIGNIFICANT ITEMS

##### HSBC Bank - TOTAL

###### Reported revenue significant items (\$m)

Customer redress programmes  
Disposals, acquisitions and investment in new businesses  
Fair value movements on financial instruments  
Restructuring and other related costs

|   | Quarter ended |           |           |           |           | Year to date |
|---|---------------|-----------|-----------|-----------|-----------|--------------|
|   | 31-Dec-20     | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | 31-Dec-20    |
| Customer redress programmes   | —             | —         | —         | —         | (1)       | —            |
| Disposals, acquisitions and investment in new businesses                        | —             | —         | —         | —         | —         | —            |
| Fair value movements on financial instruments                                   | (30)          | (3)       | (43)      | 72        | (23)      | (4)          |
| Restructuring and other related costs   | (16)          | (55)      | (49)      | —         | —         | (120)        |
| <b>Reported cost significant items (\$m)</b>                                    |               |           |           |           |           |              |
| Costs of structural reform  | —             | —         | —         | —         | (15)      | —            |
| Customer redress programmes   | —             | —         | —         | —         | (1)       | —            |
| Disposals, acquisitions and investment in new businesses                        | —             | —         | —         | —         | —         | —            |
| Impairment of goodwill and other intangibles                                    | (3)           | (16)      | (784)     | —         | —         | (803)        |
| Past service costs of guaranteed minimum pension benefits equalisation          | —             | —         | —         | —         | —         | —            |
| Restructuring and other related costs   | (424)         | (238)     | (200)     | (14)      | (136)     | (876)        |
| Settlements and provisions in connection with legal and regulatory matters      | (3)           | (4)       | (4)       | (1)       | (7)       | (12)         |
| <b>Share of profit in associates and joint ventures significant items (\$m)</b> |               |           |           |           |           |              |
| Impairment of goodwill  | —             | —         | —         | —         | —         | —            |

##### HSBC Bank - Wealth and Personal Banking

###### Reported revenue significant items (\$m)

Customer redress programmes  
Disposals, acquisitions and investment in new businesses  
Fair value movements on financial instruments  
Restructuring and other related costs

###### Reported cost significant items (\$m)

Costs of structural reform  
Customer redress programmes  
Disposals, acquisitions and investment in new businesses  
Impairment of goodwill and other intangibles  
Past service costs of guaranteed minimum pension benefits equalisation  
Restructuring and other related costs  
Settlements and provisions in connection with legal and regulatory matters

**HSBC****HSBC Bank****Non ring-fenced bank****Share of profit in associates and joint ventures significant items (\$m)**

Impairment of goodwill

**HSBC Bank - Commercial Banking****Reported revenue significant items (\$m)**

|  |     |   |   |   |   |     |
|--|-----|---|---|---|---|-----|
| Customer redress programmes                              | —   | — | — | — | — | —   |
| Disposals, acquisitions and investment in new businesses | —   | — | — | — | — | —   |
| Fair value movements on financial instruments            | (1) | — | — | — | — | (1) |
| Restructuring and other related costs                    | (1) | — | — | — | — | (1) |

**Reported cost significant items (\$m)**

|  |      |    |      |   |     |       |
|--|------|----|------|---|-----|-------|
| Costs of structural reform   | —    | —  | —    | — | —   | —     |
| Customer redress programmes  | —    | —  | —    | — | —   | —     |
| Disposals, acquisitions and investment in new businesses                   | —    | —  | —    | — | —   | —     |
| Impairment of goodwill and other intangibles                               | (3)  | —  | (41) | — | —   | (44)  |
| Past service costs of guaranteed minimum pension benefits equalisation     | —    | —  | —    | — | —   | —     |
| Restructuring and other related costs                                      | (98) | 57 | (60) | — | (6) | (101) |
| Settlements and provisions in connection with legal and regulatory matters | —    | —  | —    | — | —   | —     |

**Share of profit in associates and joint ventures significant items (\$m)**

Impairment of goodwill

**HSBC Bank - Global Banking and Markets****Reported revenue significant items (\$m)**

|  |       |      |      |    |      |       |
|--|-------|------|------|----|------|-------|
| Customer redress programmes                              | —     | —    | —    | —  | —    | —     |
| Disposals, acquisitions and investment in new businesses | —     | —    | —    | —  | —    | —     |
| Fair value movements on financial instruments            | (29)  | (3)  | (44) | 70 | (25) | (6)   |
| Restructuring and other related costs                    | (136) | (55) | (48) | —  | —    | (239) |

**Reported cost significant items (\$m)**

|  |       |       |       |      |      |       |
|--|-------|-------|-------|------|------|-------|
| Costs of structural reform   | —     | —     | —     | —    | (4)  | —     |
| Customer redress programmes  | —     | —     | —     | —    | —    | —     |
| Disposals, acquisitions and investment in new businesses                   | —     | —     | —     | —    | —    | —     |
| Impairment of goodwill and other intangibles                               | —     | (6)   | (567) | —    | —    | (573) |
| Past service costs of guaranteed minimum pension benefits equalisation     | —     | —     | —     | —    | —    | —     |
| Restructuring and other related costs                                      | (133) | (102) | (37)  | (10) | (65) | (282) |
| Settlements and provisions in connection with legal and regulatory matters | —     | —     | —     | (2)  | (2)  | (2)   |

# HSBC

## HSBC Bank

### Non ring-fenced bank

#### Share of profit in associates and joint ventures significant items (\$m)

Impairment of goodwill

#### HSBC Bank - Corporate Centre

##### Reported revenue significant items (\$m)

|  |     |     |   |   |   |     |
|--|-----|-----|---|---|---|-----|
| Customer redress programmes                              | —   | —   | — | — | — | —   |
| Disposals, acquisitions and investment in new businesses | —   | —   | — | — | — | —   |
| Fair value movements on financial instruments            | 2   | (1) | — | 2 | 2 | 3   |
| Restructuring and other related costs                    | 119 | —   | — | — | — | 119 |

##### Reported cost significant items (\$m)

|  |       |       |       |     |      |       |
|--|-------|-------|-------|-----|------|-------|
| Costs of structural reform   | —     | —     | —     | —   | (11) | —     |
| Customer redress programmes  | —     | —     | —     | —   | —    | —     |
| Disposals, acquisitions and investment in new businesses                   | —     | —     | —     | —   | —    | —     |
| Impairment of goodwill and other intangibles                               | (1)   | (9)   | (132) | —   | —    | (142) |
| Past service costs of guaranteed minimum pension benefits equalisation     | —     | —     | —     | —   | —    | —     |
| Restructuring and other related costs                                      | (187) | (265) | (33)  | (4) | (45) | (489) |
| Settlements and provisions in connection with legal and regulatory matters | (3)   | (4)   | (4)   | 1   | (6)  | (10)  |

#### Share of profit in associates and joint ventures significant items (\$m)

Impairment of goodwill

#### Reconciling items - Currency translation on reported items- Totals (\$m)

##### HSBC Bank - TOTAL

|  |        |        |        |        |
|--|--------|--------|--------|--------|
| Revenue  | 41     | 143    | 84     | 96     |
| ECL  | 1      | (41)   | (14)   | (4)    |
| Operating expenses   | (40)   | (181)  | (95)   | (130)  |
| Share of profit in associates and joint ventures                   | —      | 3      | (4)    | —      |
|  |        |        |        |        |
| Revenue significant items  | (1)    | (4)    | 3      | (2)    |
| Operating expense significant items                                | (6)    | (68)   | (1)    | (57)   |
| Share of profit in associates and joint ventures significant items | —      | —      | —      | —      |
|  |        |        |        |        |
| Loans and advances to customers (net)                              | 7,289  | 13,903 | 16,059 | 9,220  |
| Customer accounts  | 13,681 | 25,249 | 25,889 | 12,345 |

**HSBC****HSBC Bank****Non ring-fenced bank****HSBC Bank - Wealth and Personal Banking**

|  |       |       |       |       |
|--|-------|-------|-------|-------|
| Revenue  | 7     | 31    | 9     | 34    |
| ECL  | (1)   | (1)   | (2)   | —     |
| Operating expenses   | (5)   | (35)  | (25)  | (43)  |
| Share of profit in associates and joint ventures                   | —     | —     | —     | —     |
|  |       |       |       |       |
| Revenue significant items  | —     | —     | —     | —     |
| Operating expense significant items                                | 1     | (9)   | —     | (22)  |
| Share of profit in associates and joint ventures significant items | —     | —     | —     | —     |
|  |       |       |       |       |
| Loans and advances to customers (net)                              | 1,753 | 3,339 | 3,963 | 2,919 |
| Customer accounts  | 2,716 | 5,179 | 5,535 | 3,369 |

**HSBC Bank - Commercial Banking**

|  |       |       |       |       |
|--|-------|-------|-------|-------|
| Revenue  | 7     | 28    | 24    | 21    |
| ECL  | —     | (14)  | (4)   | (4)   |
| Operating expenses   | (3)   | (23)  | (14)  | (39)  |
| Share of profit in associates and joint ventures                   | —     | —     | —     | —     |
|  |       |       |       |       |
| Revenue significant items  | —     | —     | —     | —     |
| Operating expense significant items                                | 1     | (9)   | —     | (27)  |
| Share of profit in associates and joint ventures significant items | —     | —     | —     | —     |
|  |       |       |       |       |
| Loans and advances to customers (net)                              | 1,713 | 3,488 | 4,181 | 2,793 |
| Customer accounts  | 3,017 | 5,514 | 6,454 | 3,330 |

**HSBC Bank - Global Banking and Markets**

|  |       |        |        |       |
|--|-------|--------|--------|-------|
| Revenue  | 28    | 88     | 52     | 41    |
| ECL  | —     | (24)   | (8)    | —     |
| Operating expenses   | (26)  | (112)  | (53)   | (43)  |
| Share of profit in associates and joint ventures                   | —     | —      | —      | —     |
|  |       |        |        |       |
| Revenue significant items  | (1)   | (5)    | 4      | (1)   |
| Operating expense significant items                                | (3)   | (39)   | —      | (3)   |
| Share of profit in associates and joint ventures significant items | —     | —      | —      | —     |
|  |       |        |        |       |
| Loans and advances to customers (net)                              | 3,814 | 7,054  | 7,888  | 3,489 |
| Customer accounts  | 7,927 | 14,528 | 13,869 | 5,622 |

**HSBC**

**HSBC Bank**

**Non ring-fenced bank**

**HSBC Bank - Corporate Centre**

|  |     |      |     |     |
|--|-----|------|-----|-----|
| Revenue  | (1) | (3)  | (1) | 1   |
| ECL  | 1   | (1)  | —   | —   |
| Operating expenses   | (6) | (11) | (2) | (6) |
| Share of profit in associates and joint ventures                   | —   | 3    | (4) | —   |
|  |     |      |     |     |
| Revenue significant items  | —   | —    | —   | —   |
| Operating expense significant items                                | (6) | (11) | (1) | (5) |
| Share of profit in associates and joint ventures significant items | —   | —    | —   | —   |
|  |     |      |     |     |
| Loans and advances to customers (net)                              | 11  | 22   | 26  | 20  |
| Customer accounts  | 21  | 27   | 31  | 24  |

**Europe - Other - TOTAL**

| Reported (\$m)  | 31-Dec-20    | 30-Sep-20    | 30-Jun-20    | 31-Mar-20    | 31-Dec-19      | Year to date   |
|---|--------------|--------------|--------------|--------------|----------------|----------------|
| Net interest income/(expense)   | (642)        | (663)        | (638)        | (636)        | (663)          | (2,579)        |
| Net fee income  | 105          | 95           | 95           | 105          | 96             | 400            |
| Other operating income  | 1,545        | 1,218        | 1,126        | 1,413        | 983            | 5,302          |
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>1,008</b> | <b>650</b>   | <b>583</b>   | <b>882</b>   | <b>416</b>     | <b>3,123</b>   |
| Change in expected credit losses and other credit impairment charges                                    | 202          | (202)        | (2)          | (48)         | 1              | (50)           |
| Total operating expenses  | (2,134)      | (968)        | (1,385)      | (986)        | (4,882)        | (5,473)        |
| <i>of which: staff expenses</i>   | (892)        | (810)        | (802)        | (540)        | (725)          | (3,044)        |
| Share of profit in associates and joint ventures  | —            | 2            | —            | —            | (2)            | 2              |
| <b>Profit/(loss) before tax</b>   | <b>(924)</b> | <b>(518)</b> | <b>(804)</b> | <b>(152)</b> | <b>(4,467)</b> | <b>(2,398)</b> |

**Reported Significant items - Totals (\$m)**

|  |       |    |       |      |         |       |
|--|-------|----|-------|------|---------|-------|
| Revenue  | 149   | 15 | 66    | 157  | (135)   | 387   |
| ECL  | —     | —  | —     | —    | —       | —     |
| Operating expenses                               | (114) | 67 | (233) | (32) | (2,588) | (312) |
| Share of profit in associates and joint ventures | —     | —  | —     | —    | —       | —     |

**Adjusted (\$m)**

|   |              |              |              |              |                |                |
|---|--------------|--------------|--------------|--------------|----------------|----------------|
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>859</b>   | <b>677</b>   | <b>639</b>   | <b>790</b>   | <b>617</b>     | <b>2,736</b>   |
| <i>of which: net interest income/(expense)</i>  | (642)        | (664)        | (641)        | (637)        | (664)          | (2,580)        |
| Change in expected credit losses and other credit impairment charges                                    | 202          | (201)        | 1            | (53)         | 1              | (50)           |
| Total operating expenses  | (2,020)      | (1,078)      | (1,256)      | (1,026)      | (2,355)        | (5,161)        |
| Share of profit in associates and joint ventures  | —            | 1            | 1            | 1            | (2)            | 2              |
| <b>Profit/(loss) before tax</b>   | <b>(959)</b> | <b>(601)</b> | <b>(615)</b> | <b>(288)</b> | <b>(1,739)</b> | <b>(2,473)</b> |

**Balance sheet - reported (\$m)**

|   | 31-Dec-20 | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | Balance sheet date |
|---|-----------|-----------|-----------|-----------|-----------|--------------------|
| Loans and advances to customers (gross) | 9,485     | 9,356     | 8,788     | 8,790     | 9,079     | 31-Dec-20          |
| Loans and advances to customers (net)   | 9,405     | 9,079     | 8,715     | 8,717     | 9,055     | 9,405              |
| Total external assets                   | 40,574    | 39,038    | 40,032    | 40,178    | 35,593    | 40,574             |
| Customer accounts                       | 14,934    | 15,287    | 14,595    | 13,786    | 13,502    | 14,934             |
| Risk-weighted assets                    | 497       | (1,060)   | (997)     | (899)     | 1,631     | 497                |

# HSBC

## Europe - Other

### Balance sheet data - at most recent balance sheet date FX rates (\$m)

Loans and advances to customers (net)

Customer accounts

|  |               |        |        |        |        |        |
|--|---------------|--------|--------|--------|--------|--------|
|  | <b>9,405</b>  | 9,503  | 9,412  | 9,569  | 9,931  | 9,405  |
|  | <b>14,934</b> | 15,982 | 15,820 | 15,226 | 14,773 | 14,934 |

### HSBC Europe - Other - Wealth and Personal Banking

#### Reported (\$m)

##### Net operating income before change in expected credit losses and other credit impairment charges

of which: net interest income/(expense)

Change in expected credit losses and other credit impairment charges

Total operating expenses

of which: staff expenses

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|             | Quarter ended |             |              |              |              | Year to date |
|-------------|---------------|-------------|--------------|--------------|--------------|--------------|
|             | 31-Dec-20     | 30-Sep-20   | 30-Jun-20    | 31-Mar-20    | 31-Dec-19    | 31-Dec-20    |
| <b>287</b>  | <b>228</b>    | <b>228</b>  | <b>223</b>   | <b>518</b>   | <b>966</b>   |              |
| (31)        | (35)          | (34)        | (33)         | (37)         | (133)        |              |
| 59          | (61)          | 1           | (48)         | 1            | (49)         |              |
| (428)       | (341)         | (321)       | (399)        | (805)        | (1,489)      |              |
| (177)       | (159)         | (125)       | (143)        | (170)        | (604)        |              |
| —           | —             | —           | —            | —            | —            |              |
| <b>(82)</b> | <b>(174)</b>  | <b>(92)</b> | <b>(224)</b> | <b>(286)</b> | <b>(572)</b> |              |

### Reported Significant items - Totals (\$m)

Revenue

(8) — — — — (8)

ECL

— — — — —

Operating expenses

32 (16) (5) — (14) 11

Share of profit in associates and joint ventures

— — — — —

### Adjusted (\$m)

##### Net operating income before change in expected credit losses and other credit impairment charges

of which: net interest income/(expense)

Change in expected credit losses and other credit impairment charges

Total operating expenses

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|            |            |            |            |            |            |
|------------|------------|------------|------------|------------|------------|
| <b>295</b> | <b>234</b> | <b>248</b> | <b>236</b> | <b>534</b> | <b>974</b> |
| (30)       | (36)       | (36)       | (27)       | (35)       | (133)      |
| 59         | (61)       | 1          | (53)       | 1          | (49)       |
| (460)      | (332)      | (332)      | (412)      | (806)      | (1,500)    |
| (106)      | (159)      | (83)       | (229)      | (271)      | (575)      |

### Balance sheet - reported (\$m)

Loans and advances to customers (gross)

31-Dec-20 30-Sep-20 30-Jun-20 31-Mar-20 31-Dec-19 31-Dec-20

9,483 9,356 8,788 8,790 9,079 9,483

Loans and advances to customers (net)

9,406 9,220 8,715 8,717 9,055 9,406

Total external assets

24,543 24,127 23,657 23,333 19,354 24,543

Customer accounts

14,935 15,287 14,595 13,723 13,432 14,935

Risk-weighted assets

3,582 2,795 2,585 3,008 2,369 3,582

### Balance sheet data - at most recent balance sheet date FX rates (\$m)

Loans and advances to customers (net)

9,406 9,643 9,412 9,569 9,931 9,406

Customer accounts

14,935 15,982 15,819 15,156 14,702 14,935

# HSBC

## Europe - Other

### HSBC Europe - Other - Commercial Banking

|   |  |  |  |  |  |  |
|---|--|--|--|--|--|--|
| <b>Reported (\$m)</b>   |  |  |  |  |  |  |
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> |  |  |  |  |  |  |
| <i>of which: net interest income/(expense)</i>  |  |  |  |  |  |  |
| Change in expected credit losses and other credit impairment charges                                    |  |  |  |  |  |  |
| Total operating expenses  |  |  |  |  |  |  |
| <i>of which: staff expenses</i>   |  |  |  |  |  |  |
| Share of profit in associates and joint ventures  |  |  |  |  |  |  |
| <b>Profit/(loss) before tax</b>   |  |  |  |  |  |  |

|             | Quarter ended |              |              |                |           | Year to date |
|-------------|---------------|--------------|--------------|----------------|-----------|--------------|
|             | 31-Dec-20     | 30-Sep-20    | 30-Jun-20    | 31-Mar-20      | 31-Dec-19 |              |
| (36)        | (55)          | (74)         | (60)         | 163            |           | (225)        |
| (122)       | (125)         | (125)        | (126)        | (122)          |           | (498)        |
| 100         | (101)         | —            | —            | —              |           | (1)          |
| (158)       | (103)         | (104)        | (157)        | (2,908)        |           | (522)        |
| (64)        | (49)          | (47)         | (48)         | (66)           |           | (208)        |
| —           | —             | —            | —            | —              |           | —            |
| <b>(94)</b> | <b>(259)</b>  | <b>(178)</b> | <b>(217)</b> | <b>(2,745)</b> |           | <b>(748)</b> |

### Reported Significant items - Totals (\$m)

|  |     |     |     |     |         |      |
|--|-----|-----|-----|-----|---------|------|
| Revenue  | —   | —   | —   | —   | —       | —    |
| ECL  | —   | —   | —   | —   | —       | —    |
| Operating expenses                               | (5) | (2) | (1) | (2) | (2,533) | (10) |
| Share of profit in associates and joint ventures | —   | —   | —   | —   | —       | —    |

### Adjusted (\$m)

|   |  |  |  |  |  |  |
|---|--|--|--|--|--|--|
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> |  |  |  |  |  |  |
| <i>of which: net interest income/(expense)</i>  |  |  |  |  |  |  |
| Change in expected credit losses and other credit impairment charges                                    |  |  |  |  |  |  |
| Total operating expenses  |  |  |  |  |  |  |
| Share of profit in associates and joint ventures  |  |  |  |  |  |  |
| <b>Profit/(loss) before tax</b>   |  |  |  |  |  |  |

### Balance sheet - reported (\$m)

|   | Balance sheet date |           |           |           |           | Balance sheet date |
|---|--------------------|-----------|-----------|-----------|-----------|--------------------|
|   | 31-Dec-20          | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 |                    |
| Loans and advances to customers (gross) | —                  | —         | —         | —         | —         | —                  |
| Loans and advances to customers (net)   | —                  | (100)     | —         | —         | —         | —                  |
| Total external assets                   | (1,655)            | (1,665)   | (1,495)   | (1,508)   | (2,259)   | (1,655)            |
| Customer accounts                       | —                  | —         | —         | —         | —         | —                  |
| Risk-weighted assets                    | (1,197)            | (863)     | (780)     | (933)     | (1,076)   | (1,197)            |

### Balance sheet data - at most recent balance sheet date FX rates (\$m)

|                                       |   |       |   |   |   |   |
|---------------------------------------|---|-------|---|---|---|---|
| Loans and advances to customers (net) | — | (100) | — | — | — | — |
| Customer accounts                     | — | —     | — | — | — | — |

# HSBC

## Europe - Other

### HSBC Europe - Other - Global Banking and Markets

|   |  |  |  |  |  |  |
|---|--|--|--|--|--|--|
| <b>Reported (\$m)</b>   |  |  |  |  |  |  |
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> |  |  |  |  |  |  |
| <i>of which: net interest income/(expense)</i>  |  |  |  |  |  |  |
| Change in expected credit losses and other credit impairment charges                                    |  |  |  |  |  |  |
| Total operating expenses  |  |  |  |  |  |  |
| <i>of which: staff expenses</i>   |  |  |  |  |  |  |
| Share of profit in associates and joint ventures  |  |  |  |  |  |  |
| <b>Profit/(loss) before tax</b>   |  |  |  |  |  |  |

|              | Quarter ended |              |              |              |           | Year to date |
|--------------|---------------|--------------|--------------|--------------|-----------|--------------|
|              | 31-Dec-20     | 30-Sep-20    | 30-Jun-20    | 31-Mar-20    | 31-Dec-19 |              |
| (112)        | (154)         | (141)        | (158)        | (143)        |           | (565)        |
| (138)        | (139)         | (140)        | (147)        | (132)        |           | (564)        |
| 40           | (40)          | —            | —            | —            |           | —            |
| (90)         | (47)          | (48)         | (78)         | (184)        |           | (263)        |
| (100)        | (91)          | (73)         | (81)         | (98)         |           | (345)        |
| —            | —             | —            | —            | —            |           | —            |
| <b>(162)</b> | <b>(241)</b>  | <b>(189)</b> | <b>(236)</b> | <b>(327)</b> |           | <b>(828)</b> |

### Reported Significant items - Totals (\$m)

|  |     |     |   |     |     |     |
|--|-----|-----|---|-----|-----|-----|
| Revenue  | (4) | —   | — | (1) | —   | (5) |
| ECL  | —   | —   | — | —   | —   | —   |
| Operating expenses                               | 9   | (7) | — | —   | (3) | 2   |
| Share of profit in associates and joint ventures | —   | —   | — | —   | —   | —   |

### Adjusted (\$m)

|   |              |              |              |              |              |              |
|---|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>(108)</b> | <b>(149)</b> | <b>(129)</b> | <b>(152)</b> | <b>(138)</b> | <b>(560)</b> |
| <i>of which: net interest income/(expense)</i>  | (137)        | (139)        | (154)        | (133)        | (132)        | (564)        |
| Change in expected credit losses and other credit impairment charges                                    | 40           | (40)         | —            | —            | —            | —            |
| Total operating expenses  | (99)         | (45)         | (57)         | (84)         | (187)        | (265)        |
| Share of profit in associates and joint ventures  | —            | —            | —            | —            | —            | —            |
| <b>Profit/(loss) before tax</b>   | <b>(167)</b> | <b>(234)</b> | <b>(186)</b> | <b>(236)</b> | <b>(325)</b> | <b>(825)</b> |

### Balance sheet - reported (\$m)

|   | Balance sheet date |           |           |           |           | Balance sheet date |
|---|--------------------|-----------|-----------|-----------|-----------|--------------------|
|   | 31-Dec-20          | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 |                    |
| Loans and advances to customers (gross) | —                  | —         | —         | —         | —         | —                  |
| Loans and advances to customers (net)   | —                  | (40)      | —         | —         | —         | —                  |
| Total external assets                   | (1,187)            | (1,156)   | (1,062)   | 1,420     | 1,416     | (1,187)            |
| Customer accounts                       | —                  | —         | —         | 63        | 70        | —                  |
| Risk-weighted assets                    | (2,769)            | (2,508)   | (2,066)   | (2,478)   | (480)     | (2,769)            |

### Balance sheet data - at most recent balance sheet date FX rates (\$m)

|                                       |   |      |   |    |    |   |
|---------------------------------------|---|------|---|----|----|---|
| Loans and advances to customers (net) | — | (40) | — | —  | —  | — |
| Customer accounts                     | — | 1    | 1 | 70 | 72 | — |

# HSBC

## Europe - Other

### HSBC Europe - Other - Corporate Centre

|   |  |  |  |  |  |  |
|---|--|--|--|--|--|--|
| <b>Reported (\$m)</b>   |  |  |  |  |  |  |
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> |  |  |  |  |  |  |
| <b>of which: net interest income/(expense)</b>  |  |  |  |  |  |  |
| Change in expected credit losses and other credit impairment charges                                    |  |  |  |  |  |  |
| Total operating expenses  |  |  |  |  |  |  |
| <b>of which: staff expenses</b>   |  |  |  |  |  |  |
| Share of profit in associates and joint ventures  |  |  |  |  |  |  |
| <b>Profit/(loss) before tax</b>   |  |  |  |  |  |  |

|              | Quarter ended    |                  |                  |                  |                  | <b>Year to date</b> |
|--------------|------------------|------------------|------------------|------------------|------------------|---------------------|
|              | <b>31-Dec-20</b> | <b>30-Sep-20</b> | <b>30-Jun-20</b> | <b>31-Mar-20</b> | <b>31-Dec-19</b> |                     |
| 867          | 631              | 570              | 877              | (122)            | 2,945            |                     |
| (352)        | (363)            | (339)            | (330)            | (372)            | (1,384)          |                     |
| 2            | 1                | (3)              | —                | —                | —                |                     |
| (1,456)      | (479)            | (912)            | (352)            | (985)            | (3,199)          |                     |
| (552)        | (510)            | (557)            | (268)            | (391)            | (1,887)          |                     |
| 1            | 1                | —                | —                | (2)              | 2                |                     |
| <b>(586)</b> | <b>154</b>       | <b>(345)</b>     | <b>525</b>       | <b>(1,109)</b>   | <b>(252)</b>     |                     |

### Reported Significant items - Totals (\$m)

|  |       |    |       |      |       |       |
|--|-------|----|-------|------|-------|-------|
| Revenue  | 162   | 16 | 66    | 158  | (135) | 402   |
| ECL  | —     | —  | —     | —    | —     | —     |
| Operating expenses                               | (149) | 92 | (227) | (30) | (38)  | (314) |
| Share of profit in associates and joint ventures | —     | —  | —     | —    | —     | —     |

### Adjusted (\$m)

|   |              |              |              |              |              |                |
|---|--------------|--------------|--------------|--------------|--------------|----------------|
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>705</b>   | <b>646</b>   | <b>592</b>   | <b>762</b>   | <b>54</b>    | <b>2,543</b>   |
| <b>of which: net interest income/(expense)</b>  | <b>(352)</b> | <b>(365)</b> | <b>(321)</b> | <b>(355)</b> | <b>(375)</b> | <b>(1,384)</b> |
| Change in expected credit losses and other credit impairment charges                                    | 2            | —            | —            | —            | —            | —              |
| Total operating expenses  | (1,307)      | (599)        | (758)        | (371)        | (983)        | (2,885)        |
| Share of profit in associates and joint ventures  | 1            | 1            | 1            | 1            | (2)          | 2              |
| <b>Profit/(loss) before tax</b>   | <b>(599)</b> | <b>48</b>    | <b>(165)</b> | <b>392</b>   | <b>(931)</b> | <b>(340)</b>   |

### Balance sheet - reported (\$m)

|   | Balance sheet date |                  |                  |                  |                  | <b>Balance sheet date</b> |
|---|--------------------|------------------|------------------|------------------|------------------|---------------------------|
|   | <b>31-Dec-20</b>   | <b>30-Sep-20</b> | <b>30-Jun-20</b> | <b>31-Mar-20</b> | <b>31-Dec-19</b> |                           |
| Loans and advances to customers (gross) | —                  | (1)              | —                | —                | —                | —                         |
| Loans and advances to customers (net)   | —                  | —                | —                | —                | —                | —                         |
| Total external assets                   | <b>18,873</b>      | <b>17,730</b>    | <b>18,932</b>    | <b>16,933</b>    | <b>17,082</b>    | <b>18,873</b>             |
| Customer accounts                       | —                  | —                | —                | —                | —                | —                         |
| Risk-weighted assets                    | <b>881</b>         | <b>(484)</b>     | <b>(736)</b>     | <b>(496)</b>     | <b>818</b>       | <b>881</b>                |

### Balance sheet data - at most recent balance sheet date FX rates (\$m)

|                                       |   |   |   |   |   |   |
|---------------------------------------|---|---|---|---|---|---|
| Loans and advances to customers (net) | — | — | — | — | — | — |
| Customer accounts                     | — | — | — | — | — | — |

# HSBC

## Europe - Other

### SIGNIFICANT ITEMS

#### HSBC Europe - Other - TOTAL

##### Reported revenue significant items (\$m)

Customer redress programmes  
Disposals, acquisitions and investment in new businesses  
Fair value movements on financial instruments  
Restructuring and other related costs

|  | Quarter ended |           |           |           |           | Year to date |
|--|---------------|-----------|-----------|-----------|-----------|--------------|
|  | 31-Dec-20     | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | 31-Dec-20    |
| Customer redress programmes                              | 1             | (1)       | —         | —         | —         | —            |
| Disposals, acquisitions and investment in new businesses | —             | —         | —         | —         | —         | —            |
| Fair value movements on financial instruments            | 20            | 15        | 65        | 157       | (135)     | 257          |
| Restructuring and other related costs                    | 128           | 1         | 1         | —         | —         | 130          |

##### Reported cost significant items (\$m)

Costs of structural reform  
Customer redress programmes  
Disposals, acquisitions and investment in new businesses  
Impairment of goodwill and other intangibles  
Past service costs of guaranteed minimum pension benefits equalisation  
Restructuring and other related costs  
Settlements and provisions in connection with legal and regulatory matters

|  | 31-Dec-20 | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | 31-Dec-20 |
|--|-----------|-----------|-----------|-----------|-----------|-----------|
| Costs of structural reform   | —         | —         | —         | —         | (15)      | —         |
| Customer redress programmes  | —         | —         | —         | —         | —         | —         |
| Disposals, acquisitions and investment in new businesses                   | —         | —         | —         | —         | —         | —         |
| Impairment of goodwill and other intangibles                               | —         | 200       | (200)     | —         | (2,521)   | —         |
| Past service costs of guaranteed minimum pension benefits equalisation     | —         | —         | —         | —         | —         | —         |
| Restructuring and other related costs                                      | (113)     | (131)     | (36)      | (32)      | (55)      | (312)     |
| Settlements and provisions in connection with legal and regulatory matters | (1)       | (2)       | 3         | —         | 3         | —         |

##### Share of profit in associates and joint ventures significant items (\$m)

Impairment of goodwill

|                        | 31-Dec-20 | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | 31-Dec-20 |
|------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Impairment of goodwill | —         | —         | —         | —         | —         | —         |

#### HSBC Europe - Other - Wealth and Personal Banking

##### Reported revenue significant items (\$m)

Customer redress programmes  
Disposals, acquisitions and investment in new businesses  
Fair value movements on financial instruments  
Restructuring and other related costs

|  | 31-Dec-20 | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | 31-Dec-20 |
|--|-----------|-----------|-----------|-----------|-----------|-----------|
| Customer redress programmes                              | —         | —         | —         | —         | —         | —         |
| Disposals, acquisitions and investment in new businesses | —         | —         | —         | —         | —         | —         |
| Fair value movements on financial instruments            | —         | —         | —         | —         | —         | —         |
| Restructuring and other related costs                    | (8)       | —         | —         | —         | —         | (8)       |

##### Reported cost significant items (\$m)

Costs of structural reform  
Customer redress programmes  
Disposals, acquisitions and investment in new businesses  
Impairment of goodwill and other intangibles  
Past service costs of guaranteed minimum pension benefits equalisation  
Restructuring and other related costs  
Settlements and provisions in connection with legal and regulatory matters

|  | 31-Dec-20 | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | 31-Dec-20 |
|--|-----------|-----------|-----------|-----------|-----------|-----------|
| Costs of structural reform   | —         | —         | —         | —         | —         | —         |
| Customer redress programmes  | —         | —         | —         | —         | —         | —         |
| Disposals, acquisitions and investment in new businesses                   | —         | —         | —         | —         | —         | —         |
| Impairment of goodwill and other intangibles                               | —         | —         | —         | —         | —         | —         |
| Past service costs of guaranteed minimum pension benefits equalisation     | —         | —         | —         | —         | —         | —         |
| Restructuring and other related costs                                      | 32        | (16)      | (5)       | —         | (17)      | 11        |
| Settlements and provisions in connection with legal and regulatory matters | —         | —         | —         | —         | 3         | —         |

**HSBC****Europe - Other****Share of profit in associates and joint ventures significant items (\$m)**

Impairment of goodwill

|   |     |     |     |     |         |
|---|-----|-----|-----|-----|---------|
| —   | —   | —   | —   | —   | —       |
| HSBC Europe - Other - Commercial Banking  |     |     |     |     |         |
| <b>Reported revenue significant items (\$m)</b>                                 |     |     |     |     |         |
| Customer redress programmes   | —   | —   | —   | —   | —       |
| Disposals, acquisitions and investment in new businesses                        | —   | —   | —   | —   | —       |
| Fair value movements on financial instruments                                   | —   | —   | —   | —   | —       |
| Restructuring and other related costs   | —   | —   | —   | —   | —       |
| <b>Reported cost significant items (\$m)</b>                                    |     |     |     |     |         |
| Costs of structural reform  | —   | —   | —   | —   | —       |
| Customer redress programmes   | —   | —   | —   | —   | —       |
| Disposals, acquisitions and investment in new businesses                        | —   | —   | —   | —   | —       |
| Impairment of goodwill and other intangibles                                    | —   | —   | —   | —   | (2,521) |
| Past service costs of guaranteed minimum pension benefits equalisation          | —   | —   | —   | —   | —       |
| Restructuring and other related costs   | (5) | (2) | (1) | (2) | (12)    |
| Settlements and provisions in connection with legal and regulatory matters      | —   | —   | —   | —   | —       |
| <b>Share of profit in associates and joint ventures significant items (\$m)</b> |     |     |     |     |         |
| Impairment of goodwill  | —   | —   | —   | —   | —       |
| HSBC Europe - Other - Global Banking and Markets                                |     |     |     |     |         |
| <b>Reported revenue significant items (\$m)</b>                                 |     |     |     |     |         |
| Customer redress programmes   | —   | —   | —   | —   | —       |
| Disposals, acquisitions and investment in new businesses                        | —   | —   | —   | —   | —       |
| Fair value movements on financial instruments                                   | —   | —   | —   | (1) | —       |
| Restructuring and other related costs   | (4) | —   | —   | —   | (4)     |
| <b>Reported cost significant items (\$m)</b>                                    |     |     |     |     |         |
| Costs of structural reform  | —   | —   | —   | —   | (1)     |
| Customer redress programmes   | —   | —   | —   | —   | —       |
| Disposals, acquisitions and investment in new businesses                        | —   | —   | —   | —   | —       |
| Impairment of goodwill and other intangibles                                    | —   | —   | —   | —   | —       |
| Past service costs of guaranteed minimum pension benefits equalisation          | —   | —   | —   | —   | —       |
| Restructuring and other related costs   | 9   | (7) | —   | —   | (2)     |
| Settlements and provisions in connection with legal and regulatory matters      | —   | —   | —   | —   | —       |

# HSBC

## Europe - Other

### Share of profit in associates and joint ventures significant items (\$m)

Impairment of goodwill

|   |       |       |       |       |       |       |
|---|-------|-------|-------|-------|-------|-------|
|   | —     | —     | —     | —     | —     | —     |
| <b>HSBC Europe - Other - Corporate Centre</b>                                   |       |       |       |       |       |       |
| <b>Reported revenue significant items (\$m)</b>                                 |       |       |       |       |       |       |
| Customer redress programmes   | —     | —     | —     | —     | —     | —     |
| Disposals, acquisitions and investment in new businesses                        | —     | —     | —     | —     | —     | —     |
| Fair value movements on financial instruments                                   | 19    | 16    | 66    | 158   | (135) | 259   |
| Restructuring and other related costs   | 143   | —     | —     | —     | —     | 143   |
| <b>Reported cost significant items (\$m)</b>                                    |       |       |       |       |       |       |
| Costs of structural reform  | —     | —     | —     | —     | (14)  | —     |
| Customer redress programmes   | —     | —     | —     | —     | —     | —     |
| Disposals, acquisitions and investment in new businesses                        | —     | —     | —     | —     | —     | —     |
| Impairment of goodwill and other intangibles                                    | —     | 200   | (200) | —     | —     | —     |
| Past service costs of guaranteed minimum pension benefits equalisation          | —     | —     | —     | —     | —     | —     |
| Restructuring and other related costs   | (149) | (108) | (27)  | (30)  | (24)  | (314) |
| Settlements and provisions in connection with legal and regulatory matters      | —     | —     | —     | —     | —     | —     |
| <b>Share of profit in associates and joint ventures significant items (\$m)</b> |       |       |       |       |       |       |
| Impairment of goodwill  | —     | —     | —     | —     | —     | —     |
| <b>Reconciling items - Currency translation on reported items- Totals (\$m)</b> |       |       |       |       |       |       |
| <b>HSBC Europe - Other - TOTAL</b>  |       |       |       |       |       |       |
| Revenue   | 42    | 122   | 67    | 66    | —     | —     |
| ECL   | 1     | 3     | (5)   | —     | —     | —     |
| Operating expenses  | (43)  | (107) | (72)  | (62)  | —     | —     |
| Share of profit in associates and joint ventures                                | (1)   | 1     | 1     | —     | —     | —     |
| Revenue significant items   | —     | —     | 2     | —     | —     | —     |
| Operating expense significant items   | —     | (3)   | —     | (1)   | —     | —     |
| Share of profit in associates and joint ventures significant items              | —     | —     | —     | —     | —     | —     |
| Loans and advances to customers (net)   | 424   | 697   | 852   | 876   | —     | —     |
| Customer accounts   | 695   | 1,225 | 1,440 | 1,271 | —     | —     |

**HSBC****Europe - Other****HSBC Europe - Other - Wealth and Personal Banking**

|  |     |       |       |       |
|--|-----|-------|-------|-------|
| Revenue  | 6   | 20    | 13    | 16    |
| ECL  | —   | —     | (5)   | —     |
| Operating expenses   | (6) | (17)  | (13)  | (16)  |
| Share of profit in associates and joint ventures                   | —   | —     | —     | —     |
|  |     |       |       |       |
| Revenue significant items  | —   | —     | —     | —     |
| Operating expense significant items                                | 1   | (1)   | —     | (1)   |
| Share of profit in associates and joint ventures significant items | —   | —     | —     | —     |
|  |     |       |       |       |
| Loans and advances to customers (net)                              | 423 | 697   | 852   | 876   |
| Customer accounts  | 695 | 1,224 | 1,433 | 1,270 |

**HSBC Europe - Other - Commercial Banking**

|  |     |     |     |     |
|--|-----|-----|-----|-----|
| Revenue  | 1   | 3   | 3   | 4   |
| ECL  | 1   | —   | —   | —   |
| Operating expenses   | (1) | (5) | (2) | (4) |
| Share of profit in associates and joint ventures                   | —   | —   | —   | —   |
|  |     |     |     |     |
| Revenue significant items  | —   | —   | —   | —   |
| Operating expense significant items                                | —   | —   | —   | —   |
| Share of profit in associates and joint ventures significant items | —   | —   | —   | —   |
|  |     |     |     |     |
| Loans and advances to customers (net)                              | —   | —   | —   | —   |
| Customer accounts  | —   | —   | —   | —   |

**HSBC Europe - Other - Global Banking and Markets**

|  |     |     |     |     |
|--|-----|-----|-----|-----|
| Revenue  | 5   | 12  | 6   | 5   |
| ECL  | —   | —   | —   | —   |
| Operating expenses   | (5) | (9) | (6) | (6) |
| Share of profit in associates and joint ventures                   | —   | —   | —   | —   |
|  |     |     |     |     |
| Revenue significant items  | —   | —   | 1   | —   |
| Operating expense significant items                                | —   | —   | —   | —   |
| Share of profit in associates and joint ventures significant items | —   | —   | —   | —   |
|  |     |     |     |     |
| Loans and advances to customers (net)                              | —   | —   | —   | —   |
| Customer accounts  | 1   | 1   | 7   | 2   |

**HSBC**

**Europe - Other**

**HSBC Europe - Other - Corporate Centre**

|  |  |      |      |      |      |
|--|--|------|------|------|------|
| Revenue  |  | 30   | 88   | 44   | 41   |
| ECL  |  | (1)  | 3    | —    | —    |
| Operating expenses   |  | (30) | (76) | (49) | (36) |
| Share of profit in associates and joint ventures                   |  | —    | 1    | 1    | —    |
| Revenue significant items  |  | (1)  | —    | 1    | —    |
| Operating expense significant items                                |  | (2)  | (3)  | —    | —    |
| Share of profit in associates and joint ventures significant items |  | —    | —    | —    | —    |
| Loans and advances to customers (net)                              |  | —    | —    | —    | —    |
| Customer accounts  |  | —    | —    | —    | —    |

**Asia - TOTAL**

| <b>Reported (\$m)</b>   |              |              |              |              |              |               |
|---|--------------|--------------|--------------|--------------|--------------|---------------|
| Net interest income   | <b>3,237</b> | 3,262        | 3,691        | 4,128        | 4,213        | 14,318        |
| Net fee income  | <b>1,304</b> | 1,423        | 1,259        | 1,432        | 1,221        | 5,418         |
| Other operating income/(expense)  | <b>1,477</b> | 1,639        | 2,071        | 1,999        | 1,813        | 7,186         |
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>6,018</b> | <b>6,324</b> | <b>7,021</b> | <b>7,559</b> | <b>7,247</b> | <b>26,922</b> |
| Change in expected credit losses and other credit impairment charges                                    | (322)        | (144)        | (818)        | (1,000)      | (181)        | (2,284)       |
| Total operating expenses  | (3,889)      | (3,343)      | (3,146)      | (3,284)      | (3,503)      | (13,662)      |
| <i>of which: staff expenses</i>   | (1,810)      | (1,688)      | (1,618)      | (1,757)      | (1,748)      | (6,873)       |
| Share of profit in associates and joint ventures  | 469          | 350          | 572          | 465          | 475          | 1,856         |
| <b>Profit/(loss) before tax</b>   | <b>2,276</b> | <b>3,187</b> | <b>3,629</b> | <b>3,740</b> | <b>4,038</b> | <b>12,832</b> |

**Reported Significant items - Totals (\$m)**

|  | 31-Dec-20 | 30-Sep-20 | Quarter ended |     | Year to date |
|--|-----------|-----------|---------------|-----|--------------|
| Revenue  | 1         | 2         | (64)          | 98  | (15)         |
| ECL  | —         | —         | —             | —   | —            |
| Operating expenses                               | (123)     | (30)      | (17)          | (1) | (53)         |
| Share of profit in associates and joint ventures | —         | —         | —             | —   | —            |

**Adjusted (\$m)**

|   | 31-Dec-20    | 30-Sep-20    | Quarter ended |              | Year to date |
|---|--------------|--------------|---------------|--------------|--------------|
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>6,017</b> | <b>6,385</b> | <b>7,226</b>  | <b>7,553</b> | <b>7,355</b> |
| <i>of which: net interest income</i>  | <b>3,236</b> | <b>3,294</b> | <b>3,763</b>  | <b>4,179</b> | <b>4,273</b> |
| Change in expected credit losses and other credit impairment charges                                    | (322)        | (144)        | (840)         | (1,026)      | (184)        |
| Total operating expenses  | (3,766)      | (3,352)      | (3,207)       | (3,331)      | (3,500)      |
| Share of profit in associates and joint ventures  | 469          | 365          | 612           | 490          | 505          |
| <b>Profit/(loss) before tax</b>   | <b>2,398</b> | <b>3,254</b> | <b>3,791</b>  | <b>3,686</b> | <b>4,176</b> |

**Balance sheet - reported (\$m)**

|   | 31-Dec-20        | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | Balance sheet date |
|---|------------------|-----------|-----------|-----------|-----------|--------------------|
| Loans and advances to customers (gross) | <b>476,892</b>   | 487,599   | 478,222   | 484,408   | 479,960   | 476,892            |
| Loans and advances to customers (net)   | <b>473,165</b>   | 484,125   | 474,739   | 481,512   | 477,727   | 473,165            |
| Total external assets                   | <b>1,185,607</b> | 1,156,196 | 1,136,614 | 1,110,489 | 1,083,661 | 1,185,607          |
| Customer accounts                       | <b>762,406</b>   | 732,367   | 723,072   | 690,917   | 697,358   | 762,406            |
| Risk-weighted assets <sup>1</sup>       | <b>384,228</b>   | 385,103   | 374,684   | 373,453   | 366,375   | 384,228            |

**Balance sheet data - at most recent balance sheet date FX rates (\$m)**

Loans and advances to customers (net)

Customer accounts

|                |         |         |         |         |         |
|----------------|---------|---------|---------|---------|---------|
| <b>473,165</b> | 491,138 | 486,427 | 499,761 | 486,841 | 473,165 |
| <b>762,406</b> | 740,803 | 736,803 | 709,726 | 707,530 | 762,406 |

**Asia - Wealth and Personal Banking****Reported (\$m)****Net operating income before change in expected credit losses and other credit impairment charges***of which: net interest income*

Change in expected credit losses and other credit impairment charges

Total operating expenses

*of which: staff expenses*

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|                | Quarter ended  |                |                |                |                | Year to date |
|----------------|----------------|----------------|----------------|----------------|----------------|--------------|
|                | 31-Dec-20      | 30-Sep-20      | 30-Jun-20      | 31-Mar-20      | 31-Dec-19      | 31-Dec-20    |
| <b>2,777</b>   | <b>2,946</b>   | <b>3,194</b>   | <b>3,119</b>   | <b>3,392</b>   | <b>12,036</b>  |              |
| <b>1,707</b>   | <b>1,705</b>   | <b>1,946</b>   | <b>2,349</b>   | <b>2,399</b>   | <b>7,707</b>   |              |
| (65)           | (79)           | (246)          | (183)          | (66)           | (573)          |              |
| <b>(1,739)</b> | <b>(1,621)</b> | <b>(1,502)</b> | <b>(1,572)</b> | <b>(1,618)</b> | <b>(6,434)</b> |              |
| <b>(671)</b>   | <b>(634)</b>   | <b>(588)</b>   | <b>(628)</b>   | <b>(644)</b>   | <b>(2,521)</b> |              |
| <b>3</b>       | <b>9</b>       | <b>(6)</b>     | <b>(5)</b>     | <b>3</b>       | <b>1</b>       |              |
| <b>976</b>     | <b>1,255</b>   | <b>1,440</b>   | <b>1,359</b>   | <b>1,711</b>   | <b>5,030</b>   |              |

**Reported Significant items - Totals (\$m)**

Revenue

|             |            |   |   |   |            |             |
|-------------|------------|---|---|---|------------|-------------|
| <b>8</b>    | —          | — | — | — | —          | 8           |
| —           | —          | — | — | — | —          | —           |
| <b>(36)</b> | <b>(3)</b> | — | — | — | <b>(3)</b> | <b>(39)</b> |
| —           | —          | — | — | — | —          | —           |

**Adjusted (\$m)****Net operating income before change in expected credit losses and other credit impairment charges***of which: net interest income*

Change in expected credit losses and other credit impairment charges

Total operating expenses

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|                |                |                |                |                |                |  |
|----------------|----------------|----------------|----------------|----------------|----------------|--|
| <b>2,769</b>   | <b>2,966</b>   | <b>3,236</b>   | <b>3,154</b>   | <b>3,439</b>   | <b>12,028</b>  |  |
| <b>1,707</b>   | <b>1,716</b>   | <b>1,975</b>   | <b>2,376</b>   | <b>2,434</b>   | <b>7,707</b>   |  |
| (65)           | (79)           | (252)          | (188)          | (67)           | (573)          |  |
| <b>(1,703)</b> | <b>(1,635)</b> | <b>(1,536)</b> | <b>(1,599)</b> | <b>(1,645)</b> | <b>(6,395)</b> |  |
| <b>3</b>       | <b>9</b>       | <b>(6)</b>     | <b>(5)</b>     | <b>3</b>       | <b>1</b>       |  |
| <b>1,004</b>   | <b>1,261</b>   | <b>1,442</b>   | <b>1,362</b>   | <b>1,730</b>   | <b>5,061</b>   |  |

**Balance sheet - reported (\$m)**

Loans and advances to customers (gross)

Loans and advances to customers (net)

Total external assets

Customer accounts

Risk-weighted assets

|                | Balance sheet date |                |                |                |                | Balance sheet date |
|----------------|--------------------|----------------|----------------|----------------|----------------|--------------------|
|                | 31-Dec-20          | 30-Sep-20      | 30-Jun-20      | 31-Mar-20      | 31-Dec-19      | 31-Dec-20          |
| <b>189,685</b> | <b>196,103</b>     | <b>181,905</b> | <b>178,524</b> | <b>181,649</b> | <b>189,685</b> |                    |
| <b>188,759</b> | <b>195,190</b>     | <b>181,000</b> | <b>177,724</b> | <b>180,917</b> | <b>188,759</b> |                    |
| <b>392,684</b> | <b>394,055</b>     | <b>377,310</b> | <b>351,096</b> | <b>360,466</b> | <b>392,684</b> |                    |
| <b>429,911</b> | <b>416,402</b>     | <b>412,834</b> | <b>402,816</b> | <b>398,212</b> | <b>429,911</b> |                    |
| <b>77,750</b>  | <b>86,076</b>      | <b>77,923</b>  | <b>76,396</b>  | <b>75,915</b>  | <b>77,750</b>  |                    |

**Balance sheet data - at most recent balance sheet date FX rates (\$m)**

Loans and advances to customers (net)

Customer accounts

|                |                |                |                |                |                |
|----------------|----------------|----------------|----------------|----------------|----------------|
| <b>188,759</b> | <b>198,150</b> | <b>185,680</b> | <b>185,095</b> | <b>184,755</b> | <b>188,759</b> |
| <b>429,911</b> | <b>419,718</b> | <b>418,109</b> | <b>410,744</b> | <b>402,844</b> | <b>429,911</b> |

**Asia - Commercial Banking****Reported (\$m)****Net operating income before change in expected credit losses and other credit impairment charges***of which: net interest income*

Change in expected credit losses and other credit impairment charges

Total operating expenses

*of which: staff expenses*

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|   | Quarter ended |              |              |              |              | Year to date |
|---|---------------|--------------|--------------|--------------|--------------|--------------|
|   | 31-Dec-20     | 30-Sep-20    | 30-Jun-20    | 31-Mar-20    | 31-Dec-19    | 31-Dec-20    |
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>1,324</b>  | <b>1,361</b> | <b>1,537</b> | <b>1,825</b> | <b>1,772</b> | <b>6,047</b> |
| <i>of which: net interest income</i>  | <b>966</b>    | <b>997</b>   | <b>1,118</b> | <b>1,327</b> | <b>1,399</b> | <b>4,408</b> |
| Change in expected credit losses and other credit impairment charges                                    | (303)         | (33)         | (488)        | (741)        | (99)         | (1,565)      |
| Total operating expenses  | (706)         | (620)        | (597)        | (615)        | (681)        | (2,538)      |
| <i>of which: staff expenses</i>   | (242)         | (233)        | (221)        | (231)        | (237)        | (927)        |
| Share of profit in associates and joint ventures  | —             | —            | —            | —            | —            | —            |
| <b>Profit/(loss) before tax</b>   | <b>315</b>    | <b>708</b>   | <b>452</b>   | <b>469</b>   | <b>992</b>   | <b>1,944</b> |

**Reported Significant items - Totals (\$m)**

Revenue

1

1

ECL

—

—

Operating expenses

(7)

(7)

Share of profit in associates and joint ventures

—

—

**Adjusted (\$m)****Net operating income before change in expected credit losses and other credit impairment charges***of which: net interest income*

1,323

6,046

966

4,408

Change in expected credit losses and other credit impairment charges

(303)

(1,565)

Total operating expenses

(699)

(2,531)

Share of profit in associates and joint ventures

—

—

**Profit/(loss) before tax**

321

1,950

**Balance sheet - reported (\$m)****Balance sheet date**

Loans and advances to customers (gross)

31-Dec-20

31-Dec-20

158,099

158,099

159,391

30-Sep-20

31-Dec-20

160,814

160,960

163,806

30-Jun-20

155,652

157,196

155,652

158,573

31-Mar-20

240,566

238,299

240,566

238,331

31-Dec-19

189,931

174,484

189,931

173,342

31-Dec-20

138,541

137,605

138,541

136,586

31-Mar-19

135,833

167,384

162,280

162,791

31-Dec-19

175,015

189,931

189,931

176,453

**Balance sheet data - at most recent balance sheet date FX rates (\$m)**

Loans and advances to customers (net)

155,652

155,652

Customer accounts

189,931

189,931

**Asia - Global Banking and Markets****Reported (\$m)****Net operating income before change in expected credit losses and other credit impairment charges***of which: net interest income*

Change in expected credit losses and other credit impairment charges

Total operating expenses

*of which: staff expenses*

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|   | Quarter ended |              |              |              |              | Year to date   |
|---|---------------|--------------|--------------|--------------|--------------|----------------|
|   | 31-Dec-20     | 30-Sep-20    | 30-Jun-20    | 31-Mar-20    | 31-Dec-19    | 31-Dec-20      |
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>1,663</b>  | <b>1,703</b> | <b>1,973</b> | <b>2,152</b> | <b>1,767</b> | <b>7,491</b>   |
| <i>of which: net interest income</i>  | <b>686</b>    | <b>683</b>   | <b>754</b>   | <b>829</b>   | <b>843</b>   | <b>2,952</b>   |
| Change in expected credit losses and other credit impairment charges                                    | <b>48</b>     | <b>(33)</b>  | <b>(84)</b>  | <b>(76)</b>  | <b>(16)</b>  | <b>(145)</b>   |
| Total operating expenses  | <b>(959)</b>  | <b>(813)</b> | <b>(775)</b> | <b>(797)</b> | <b>(841)</b> | <b>(3,344)</b> |
| <i>of which: staff expenses</i>   | <b>(382)</b>  | <b>(315)</b> | <b>(304)</b> | <b>(314)</b> | <b>(333)</b> | <b>(1,315)</b> |
| Share of profit in associates and joint ventures  | —             | —            | —            | —            | —            | —              |
| <b>Profit/(loss) before tax</b>   | <b>752</b>    | <b>857</b>   | <b>1,114</b> | <b>1,279</b> | <b>910</b>   | <b>4,002</b>   |

**Reported Significant items - Totals (\$m)**

Revenue

ECL

Operating expenses

Share of profit in associates and joint ventures

**Adjusted (\$m)****Net operating income before change in expected credit losses and other credit impairment charges***of which: net interest income*

Change in expected credit losses and other credit impairment charges

Total operating expenses

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|   |              |              |              |              |              |                |
|---|--------------|--------------|--------------|--------------|--------------|----------------|
| Revenue   | (24)         | 3            | (62)         | 88           | (15)         | 5              |
| ECL   | —            | —            | —            | —            | —            | —              |
| Operating expenses  | (13)         | (4)          | (1)          | —            | (12)         | (18)           |
| Share of profit in associates and joint ventures  | —            | —            | —            | —            | —            | —              |
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>1,687</b> | <b>1,725</b> | <b>2,091</b> | <b>2,102</b> | <b>1,812</b> | <b>7,486</b>   |
| <i>of which: net interest income</i>  | <b>686</b>   | <b>695</b>   | <b>776</b>   | <b>843</b>   | <b>856</b>   | <b>2,952</b>   |
| Change in expected credit losses and other credit impairment charges                                    | <b>48</b>    | <b>(33)</b>  | <b>(87)</b>  | <b>(76)</b>  | <b>(16)</b>  | <b>(145)</b>   |
| Total operating expenses  | <b>(946)</b> | <b>(820)</b> | <b>(796)</b> | <b>(813)</b> | <b>(845)</b> | <b>(3,326)</b> |
| Share of profit in associates and joint ventures  | —            | —            | —            | —            | —            | —              |
| <b>Profit/(loss) before tax</b>   | <b>789</b>   | <b>872</b>   | <b>1,208</b> | <b>1,213</b> | <b>951</b>   | <b>4,015</b>   |

**Balance sheet - reported (\$m)**

Loans and advances to customers (gross)

Loans and advances to customers (net)

Total external assets

Customer accounts

Risk-weighted assets

|   | Balance sheet date |                |                |                |                | Balance sheet date |
|---|--------------------|----------------|----------------|----------------|----------------|--------------------|
|   | 31-Dec-20          | 30-Sep-20      | 30-Jun-20      | 31-Mar-20      | 31-Dec-19      | 31-Dec-20          |
| Loans and advances to customers (gross) | <b>128,668</b>     | <b>131,684</b> | <b>135,097</b> | <b>141,674</b> | <b>137,168</b> | <b>128,668</b>     |
| Loans and advances to customers (net)   | <b>128,316</b>     | <b>131,318</b> | <b>134,760</b> | <b>141,367</b> | <b>136,912</b> | <b>128,316</b>     |
| Total external assets                   | <b>436,888</b>     | <b>422,024</b> | <b>422,379</b> | <b>435,833</b> | <b>402,133</b> | <b>436,888</b>     |
| Customer accounts                       | <b>142,506</b>     | <b>141,425</b> | <b>136,835</b> | <b>129,475</b> | <b>126,392</b> | <b>142,506</b>     |
| Risk-weighted assets                    | <b>112,316</b>     | <b>112,652</b> | <b>112,695</b> | <b>114,744</b> | <b>109,832</b> | <b>112,316</b>     |

**Balance sheet data - at most recent balance sheet date FX rates (\$m)**

Loans and advances to customers (net)

Customer accounts

|                                       |                |                |                |                |                |                |
|---------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Loans and advances to customers (net) | <b>128,316</b> | <b>133,411</b> | <b>138,366</b> | <b>146,874</b> | <b>139,620</b> | <b>128,316</b> |
| Customer accounts                     | <b>142,506</b> | <b>144,694</b> | <b>142,176</b> | <b>136,363</b> | <b>129,617</b> | <b>142,506</b> |

**Asia - Corporate Centre****Reported (\$m)**

|   |  |
|---|--|
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> |  |
| <b>of which: net interest expense</b>   |  |
| Change in expected credit losses and other credit impairment charges                                    |  |
| Total operating expenses  |  |
| <b>of which: staff expenses</b>   |  |
| Share of profit in associates and joint ventures  |  |
| <b>Profit/(loss) before tax</b>   |  |

|            | Quarter ended |            |            |            |              | Year to date |
|------------|---------------|------------|------------|------------|--------------|--------------|
|            | 31-Dec-20     | 30-Sep-20  | 30-Jun-20  | 31-Mar-20  | 31-Dec-19    | 31-Dec-20    |
| 254        | 314           | 317        | 463        | 316        | 1,348        |              |
| (122)      | (123)         | (127)      | (377)      | (428)      | (749)        |              |
| (2)        | 1             | —          | —          | —          | (1)          |              |
| (486)      | (289)         | (272)      | (300)      | (363)      | (1,347)      |              |
| (515)      | (507)         | (505)      | (584)      | (534)      | (2,111)      |              |
| 467        | 341           | 578        | 470        | 472        | 1,856        |              |
| <b>233</b> | <b>367</b>    | <b>623</b> | <b>633</b> | <b>425</b> | <b>1,856</b> |              |

**Reported Significant items - Totals (\$m)**

|  |      |      |      |     |      |       |
|--|------|------|------|-----|------|-------|
| Revenue  | 15   | (2)  | (2)  | 10  | —    | 21    |
| ECL  | —    | —    | —    | —   | —    | —     |
| Operating expenses                               | (65) | (25) | (16) | (1) | (38) | (107) |
| Share of profit in associates and joint ventures | —    | —    | —    | —   | —    | —     |

**Adjusted (\$m)**

|   |              |              |              |              |              |              |
|---|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>239</b>   | <b>321</b>   | <b>329</b>   | <b>449</b>   | <b>305</b>   | <b>1,327</b> |
| <b>of which: net interest expense</b>   | <b>(123)</b> | <b>(124)</b> | <b>(128)</b> | <b>(381)</b> | <b>(435)</b> | <b>(749)</b> |
| Change in expected credit losses and other credit impairment charges                                    | (2)          | 1            | (1)          | —            | —            | (1)          |
| Total operating expenses  | (421)        | (270)        | (264)        | (293)        | (317)        | (1,240)      |
| Share of profit in associates and joint ventures  | 467          | 356          | 618          | 495          | 502          | 1,856        |
| <b>Profit/(loss) before tax</b>   | <b>283</b>   | <b>408</b>   | <b>682</b>   | <b>651</b>   | <b>490</b>   | <b>1,942</b> |

**Balance sheet - reported (\$m)**

|   | Balance sheet date |                |               |               |               | Balance sheet date |
|---|--------------------|----------------|---------------|---------------|---------------|--------------------|
|   | 31-Dec-20          | 30-Sep-20      | 30-Jun-20     | 31-Mar-20     | 31-Dec-19     | 31-Dec-20          |
| Loans and advances to customers (gross) | 439                | 421            | 406           | 404           | 183           | 439                |
| Loans and advances to customers (net)   | 439                | 421            | 406           | 404           | 183           | 439                |
| Total external assets                   | <b>115,470</b>     | <b>101,818</b> | <b>98,594</b> | <b>93,139</b> | <b>91,381</b> | <b>115,470</b>     |
| Customer accounts                       | 58                 | 56             | 61            | (176)         | 53            | 58                 |
| Risk-weighted assets                    | <b>55,621</b>      | <b>48,770</b>  | <b>47,480</b> | <b>46,480</b> | <b>46,040</b> | <b>55,621</b>      |

**Balance sheet data - at most recent balance sheet date FX rates (\$m)**

|                                       |     |     |     |       |     |     |
|---------------------------------------|-----|-----|-----|-------|-----|-----|
| Loans and advances to customers (net) | 439 | 423 | 408 | 408   | 185 | 439 |
| Customer accounts                     | 58  | 57  | 64  | (172) | 55  | 58  |

**SIGNIFICANT ITEMS****Asia - TOTAL****Revenue significant items (\$m)**

Customer redress programmes  
 Disposals, acquisitions and investment in new businesses  
 Fair value movements on financial instruments  
 Restructuring and other related costs

**Reported cost significant items (\$m)**

Costs of structural reform  
 Customer redress programmes  
 Disposals, acquisitions and investment in new businesses  
 Impairment of goodwill and other intangibles  
 Past service costs of guaranteed minimum pension benefits equalisation  
 Restructuring and other related costs  
 Settlements and provisions in connection with legal and regulatory matters

**Share of profit in associates and joint ventures significant items (\$m)**

Impairment of goodwill

**Asia - Wealth and Personal Banking****Reported revenue significant items (\$m)**

Customer redress programmes  
 Disposals, acquisitions and investment in new businesses  
 Fair value movements on financial instruments  
 Restructuring and other related costs

**Reported cost significant items (\$m)**

Costs of structural reform  
 Customer redress programmes  
 Disposals, acquisitions and investment in new businesses  
 Impairment of goodwill and other intangibles  
 Past service costs of guaranteed minimum pension benefits equalisation  
 Restructuring and other related costs  
 Settlements and provisions in connection with legal and regulatory matters

|  | Quarter ended |           |           |           |           | Year to date |
|--|---------------|-----------|-----------|-----------|-----------|--------------|
|  | 31-Dec-20     | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 |              |
| Revenue significant items (\$m)  |               |           |           |           |           | 31-Dec-20    |
| Customer redress programmes  | —             | —         | —         | —         | —         | —            |
| Disposals, acquisitions and investment in new businesses                   | —             | —         | —         | —         | —         | —            |
| Fair value movements on financial instruments                              | (31)          | 2         | (64)      | 98        | (15)      | 5            |
| Restructuring and other related costs                                      | 32            | —         | —         | —         | —         | 32           |
| Reported cost significant items (\$m)                                      |               |           |           |           |           |              |
| Costs of structural reform   | —             | —         | —         | —         | (1)       | —            |
| Customer redress programmes  | —             | —         | —         | —         | —         | —            |
| Disposals, acquisitions and investment in new businesses                   | —             | —         | —         | —         | —         | —            |
| Impairment of goodwill and other intangibles                               | —             | —         | —         | —         | —         | —            |
| Past service costs of guaranteed minimum pension benefits equalisation     | —             | —         | —         | —         | —         | —            |
| Restructuring and other related costs                                      | (123)         | (30)      | (17)      | (1)       | (52)      | (171)        |
| Settlements and provisions in connection with legal and regulatory matters | —             | —         | —         | —         | —         | —            |
| Share of profit in associates and joint ventures significant items (\$m)   |               |           |           |           |           |              |
| Impairment of goodwill   | —             | —         | —         | —         | —         | —            |
| Asia - Wealth and Personal Banking   |               |           |           |           |           |              |
| Reported revenue significant items (\$m)                                   |               |           |           |           |           |              |
| Customer redress programmes  | —             | —         | —         | —         | —         | —            |
| Disposals, acquisitions and investment in new businesses                   | —             | —         | —         | —         | —         | —            |
| Fair value movements on financial instruments                              | —             | —         | —         | —         | —         | —            |
| Restructuring and other related costs                                      | 8             | —         | —         | —         | —         | 8            |
| Reported cost significant items (\$m)                                      |               |           |           |           |           |              |
| Costs of structural reform   | —             | —         | —         | —         | —         | —            |
| Customer redress programmes  | —             | —         | —         | —         | —         | —            |
| Disposals, acquisitions and investment in new businesses                   | —             | —         | —         | —         | —         | —            |
| Impairment of goodwill and other intangibles                               | —             | —         | —         | —         | —         | —            |
| Past service costs of guaranteed minimum pension benefits equalisation     | —             | —         | —         | —         | —         | —            |
| Restructuring and other related costs                                      | (36)          | (3)       | —         | —         | (3)       | (39)         |
| Settlements and provisions in connection with legal and regulatory matters | —             | —         | —         | —         | —         | —            |



**Share of profit in associates and joint ventures significant items (\$m)**

Impairment of goodwill

|           |     |     |    |   |           |
|-----------|-----|-----|----|---|-----------|
| —         | —   | —   | —  | — | —         |
| —         | —   | —   | —  | — | —         |
| —         | —   | —   | —  | — | —         |
| (2)       | (2) | (2) | 10 | — | 4         |
| <b>17</b> | —   | —   | —  | — | <b>17</b> |

**Reported cost significant items (\$m)**

|  |             |      |      |     |      |
|--|-------------|------|------|-----|------|
| Costs of structural reform   | —           | —    | —    | (1) | —    |
| Customer redress programmes  | —           | —    | —    | —   | —    |
| Disposals, acquisitions and investment in new businesses                   | —           | —    | —    | —   | —    |
| Impairment of goodwill and other intangibles                               | —           | —    | —    | —   | —    |
| Past service costs of guaranteed minimum pension benefits equalisation     | —           | —    | —    | —   | —    |
| Restructuring and other related costs                                      | <b>(65)</b> | (25) | (16) | (1) | (37) |
| Settlements and provisions in connection with legal and regulatory matters | —           | —    | —    | —   | —    |

**Share of profit in associates and joint ventures significant items (\$m)**

Impairment of goodwill

|   |   |   |   |   |   |
|---|---|---|---|---|---|
| — | — | — | — | — | — |
|---|---|---|---|---|---|

**Reconciling items - Currency translation on reported items- Totals (\$m)****Asia - TOTAL**

|  |       |        |        |        |
|--|-------|--------|--------|--------|
| Revenue  | 63    | 140    | 93     | 93     |
| ECL  | —     | (22)   | (26)   | (3)    |
| Operating expenses   | (41)  | (77)   | (48)   | (50)   |
| Share of profit in associates and joint ventures                   | 15    | 40     | 25     | 30     |
|  |       |        |        |        |
| Revenue significant items  | —     | (1)    | 1      | —      |
| Operating expense significant items                                | (2)   | 1      | —      | —      |
| Share of profit in associates and joint ventures significant items | —     | —      | —      | —      |
|  |       |        |        |        |
| Loans and advances to customers (net)                              | 7,013 | 11,688 | 18,249 | 9,114  |
| Customer accounts  | 8,436 | 13,731 | 18,809 | 10,172 |

**Asia - Wealth and Personal Banking**

|  |       |       |       |       |
|--|-------|-------|-------|-------|
| Revenue  | 20    | 42    | 35    | 47    |
| ECL  | —     | (6)   | (5)   | (1)   |
| Operating expenses   | (17)  | (34)  | (27)  | (30)  |
| Share of profit in associates and joint ventures                   | —     | —     | —     | —     |
|  |       |       |       |       |
| Revenue significant items  | —     | —     | —     | —     |
| Operating expense significant items                                | —     | —     | —     | —     |
| Share of profit in associates and joint ventures significant items | —     | —     | —     | —     |
|  |       |       |       |       |
| Loans and advances to customers (net)                              | 2,960 | 4,680 | 7,371 | 3,838 |
| Customer accounts  | 3,316 | 5,275 | 7,928 | 4,632 |

**Asia - Commercial Banking**

|  |       |       |       |       |
|--|-------|-------|-------|-------|
| Revenue  | 13    | 32    | 22    | 25    |
| ECL  | (1)   | (11)  | (20)  | (2)   |
| Operating expenses   | (7)   | (14)  | (11)  | (12)  |
| Share of profit in associates and joint ventures                   | —     | —     | —     | —     |
|  |       |       |       |       |
| Revenue significant items  | —     | —     | —     | —     |
| Operating expense significant items                                | —     | —     | —     | —     |
| Share of profit in associates and joint ventures significant items | —     | —     | —     | —     |
|  |       |       |       |       |
| Loans and advances to customers (net)                              | 1,959 | 3,400 | 5,367 | 2,565 |
| Customer accounts  | 1,850 | 3,111 | 3,989 | 2,314 |

**Asia - Global Banking and Markets**

|  |       |       |       |       |
|--|-------|-------|-------|-------|
| Revenue  | 25    | 56    | 39    | 30    |
| ECL  | —     | (3)   | —     | —     |
| Operating expenses   | (11)  | (22)  | (16)  | (16)  |
| Share of profit in associates and joint ventures                   | —     | —     | —     | —     |
|  |       |       |       |       |
| Revenue significant items  | —     | —     | 1     | —     |
| Operating expense significant items                                | —     | —     | —     | —     |
| Share of profit in associates and joint ventures significant items | —     | —     | —     | —     |
|  |       |       |       |       |
| Loans and advances to customers (net)                              | 2,093 | 3,606 | 5,507 | 2,708 |
| Customer accounts  | 3,269 | 5,341 | 6,888 | 3,225 |

**Asia - Corporate Centre**

|  |     |     |     |      |
|--|-----|-----|-----|------|
| Revenue  | 5   | 10  | (4) | (10) |
| ECL  | —   | (1) | —   | —    |
| Operating expenses   | (6) | (6) | 6   | 7    |
| Share of profit in associates and joint ventures                   | 15  | 40  | 25  | 30   |
|  |     |     |     |      |
| Revenue significant items  | —   | —   | —   | 1    |
| Operating expense significant items                                | —   | 2   | —   | (1)  |
| Share of profit in associates and joint ventures significant items | —   | —   | —   | —    |
|  |     |     |     |      |
| Loans and advances to customers (net)                              | 2   | 2   | 4   | 2    |
| Customer accounts  | 1   | 3   | 4   | 2    |

*1 Risk-weighted assets are non-additive across geographical regions due to market risk diversification effects within the Group.*

**Hong Kong - TOTAL**

| Reported (\$m)  | 31-Dec-20    | 30-Sep-20    | 30-Jun-20    | 31-Mar-20    | 31-Dec-19    | Year to date  |
|---|--------------|--------------|--------------|--------------|--------------|---------------|
| Net interest income   | 1,908        | 1,962        | 2,365        | 2,771        | 2,850        | 9,006         |
| Net fee income  | 900          | 998          | 858          | 968          | 851          | 3,724         |
| Other operating income  | 672          | 830          | 1,111        | 1,002        | 881          | 3,615         |
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>3,480</b> | <b>3,790</b> | <b>4,334</b> | <b>4,741</b> | <b>4,582</b> | <b>16,345</b> |
| Change in expected credit losses and other credit impairment charges                                    | (219)        | (89)         | (383)        | (133)        | (118)        | (824)         |
| Total operating expenses  | (2,042)      | (1,810)      | (1,702)      | (1,758)      | (1,852)      | (7,312)       |
| <i>of which: staff expenses</i>   | (761)        | (737)        | (737)        | (800)        | (792)        | (3,035)       |
| Share of profit in associates and joint ventures  | —            | 5            | (4)          | (3)          | 2            | (2)           |
| <b>Profit/(loss) before tax</b>   | <b>1,219</b> | <b>1,896</b> | <b>2,245</b> | <b>2,847</b> | <b>2,614</b> | <b>8,207</b>  |

**Reported Significant items - Totals (\$m)**

|  |      |      |      |    |      |       |
|--|------|------|------|----|------|-------|
| Revenue  | (31) | —    | (45) | 61 | (9)  | (15)  |
| ECL  | —    | —    | —    | —  | —    | —     |
| Operating expenses                               | (69) | (21) | (10) | —  | (24) | (100) |
| Share of profit in associates and joint ventures | —    | —    | —    | —  | —    | —     |

**Adjusted (\$m)**

|   |              |              |              |              |              |               |
|---|--------------|--------------|--------------|--------------|--------------|---------------|
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>3,511</b> | <b>3,789</b> | <b>4,378</b> | <b>4,691</b> | <b>4,633</b> | <b>16,360</b> |
| <i>of which: net interest income</i>  | <b>1,907</b> | <b>1,961</b> | <b>2,365</b> | <b>2,778</b> | <b>2,877</b> | <b>9,006</b>  |
| Change in expected credit losses and other credit impairment charges                                    | (219)        | (89)         | (383)        | (133)        | (119)        | (824)         |
| Total operating expenses  | (1,973)      | (1,789)      | (1,692)      | (1,763)      | (1,844)      | (7,212)       |
| Share of profit in associates and joint ventures  | —            | 5            | (4)          | (3)          | 2            | (2)           |
| <b>Profit/(loss) before tax</b>   | <b>1,319</b> | <b>1,916</b> | <b>2,299</b> | <b>2,792</b> | <b>2,672</b> | <b>8,322</b>  |

**Balance sheet - reported (\$m)**

|   |           |           |           |           |           |           |
|---|-----------|-----------|-----------|-----------|-----------|-----------|
| Loans and advances to customers (gross) | 31-Dec-20 | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | 31-Dec-20 |
| Loans and advances to customers (net)   | 304,037   | 320,690   | 310,178   | 313,639   | 308,108   | 304,037   |
| Total external assets                   | 302,454   | 319,297   | 308,798   | 312,462   | 306,963   | 302,454   |
| Customer accounts                       | 752,554   | 743,528   | 729,458   | 711,640   | 696,067   | 752,554   |
| Risk-weighted assets                    | 531,489   | 517,582   | 514,381   | 496,508   | 499,955   | 531,489   |
|   | 195,098   | 204,786   | 195,711   | 194,694   | 187,162   | 195,098   |

**HSBC**

## Hong Kong

### Balance sheet data - at most recent balance sheet date FX rates (\$m)

Loans and advances to customers (net)

Customer accounts

|                |         |         |         |         |         |
|----------------|---------|---------|---------|---------|---------|
| <b>302,454</b> | 319,157 | 308,668 | 312,409 | 308,367 | 302,454 |
| <b>531,489</b> | 517,355 | 514,165 | 496,425 | 502,241 | 531,489 |

### Hong Kong - Wealth and Personal Banking

#### Reported (\$m)

##### Net operating income before change in expected credit losses and other credit impairment charges

of which: net interest income

Change in expected credit losses and other credit impairment charges

Total operating expenses

of which: staff expenses

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|              | Quarter ended |              |              |              |              | Year to date |
|--------------|---------------|--------------|--------------|--------------|--------------|--------------|
|              | 31-Dec-20     | 30-Sep-20    | 30-Jun-20    | 31-Mar-20    | 31-Dec-19    | 31-Dec-20    |
| <b>1,995</b> | <b>2,150</b>  | <b>2,439</b> | <b>2,377</b> | <b>2,593</b> | <b>8,961</b> |              |
| <b>1,226</b> | <b>1,230</b>  | <b>1,466</b> | <b>1,818</b> | <b>1,860</b> | <b>5,740</b> |              |
| (20)         | (53)          | (113)        | (90)         | (45)         | (276)        |              |
| (979)        | (957)         | (885)        | (927)        | (952)        | (3,748)      |              |
| (405)        | (375)         | (356)        | (381)        | (402)        | (1,517)      |              |
| (2)          | 3             | (6)          | (5)          | —            | (10)         |              |
| <b>994</b>   | <b>1,143</b>  | <b>1,435</b> | <b>1,355</b> | <b>1,596</b> | <b>4,927</b> |              |

#### Reported Significant items - Totals (\$m)

Revenue

|             |            |          |          |          |             |
|-------------|------------|----------|----------|----------|-------------|
| <b>6</b>    | —          | —        | —        | —        | 6           |
| —           | —          | —        | —        | —        | —           |
| <b>(27)</b> | <b>(2)</b> | <b>—</b> | <b>—</b> | <b>—</b> | <b>(29)</b> |
| —           | —          | —        | —        | —        | —           |

Share of profit in associates and joint ventures

#### Adjusted (\$m)

##### Net operating income before change in expected credit losses and other credit impairment charges

of which: net interest income

Change in expected credit losses and other credit impairment charges

Total operating expenses

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|              |              |              |              |              |              |
|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>1,989</b> | <b>2,149</b> | <b>2,439</b> | <b>2,383</b> | <b>2,619</b> | <b>8,955</b> |
| <b>1,226</b> | <b>1,230</b> | <b>1,466</b> | <b>1,822</b> | <b>1,878</b> | <b>5,740</b> |
| (20)         | (53)         | (113)        | (90)         | (45)         | (276)        |
| (952)        | (955)        | (885)        | (930)        | (960)        | (3,719)      |
| (2)          | 3            | (6)          | (5)          | —            | (10)         |
| <b>1,015</b> | <b>1,144</b> | <b>1,435</b> | <b>1,358</b> | <b>1,614</b> | <b>4,950</b> |

#### Balance sheet - reported (\$m)

Loans and advances to customers (gross)

Loans and advances to customers (net)

Total external assets

Customer accounts

Risk-weighted assets

|                | Balance sheet date |                |                |                |                | Balance sheet date |
|----------------|--------------------|----------------|----------------|----------------|----------------|--------------------|
|                | 31-Dec-20          | 30-Sep-20      | 30-Jun-20      | 31-Mar-20      | 31-Dec-19      | 31-Dec-20          |
| <b>125,613</b> | <b>135,323</b>     | <b>123,235</b> | <b>121,865</b> | <b>121,300</b> | <b>125,613</b> |                    |
| <b>125,223</b> | <b>134,925</b>     | <b>122,838</b> | <b>121,477</b> | <b>120,945</b> | <b>125,223</b> |                    |
| <b>295,511</b> | <b>301,800</b>     | <b>289,777</b> | <b>267,371</b> | <b>272,820</b> | <b>295,511</b> |                    |
| <b>347,855</b> | <b>338,414</b>     | <b>337,340</b> | <b>331,215</b> | <b>325,436</b> | <b>347,855</b> |                    |
| <b>54,979</b>  | <b>63,938</b>      | <b>56,110</b>  | <b>55,339</b>  | <b>53,755</b>  | <b>54,979</b>  |                    |

### Balance sheet data - at most recent balance sheet date FX rates (\$m)

Loans and advances to customers (net)

Customer accounts

|                |                |                |                |                |                |
|----------------|----------------|----------------|----------------|----------------|----------------|
| <b>125,223</b> | <b>134,866</b> | <b>122,786</b> | <b>121,457</b> | <b>121,498</b> | <b>125,223</b> |
| <b>347,855</b> | <b>338,266</b> | <b>337,198</b> | <b>331,160</b> | <b>326,924</b> | <b>347,855</b> |

**HSBC**

## Hong Kong

### Hong Kong - Commercial Banking

**Reported (\$m)**

|   |  |
|---|--|
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> |  |
| <b>of which: net interest income</b>  |  |
| Change in expected credit losses and other credit impairment charges                                    |  |
| Total operating expenses  |  |
| <b>of which: staff expenses</b>   |  |
| Share of profit in associates and joint ventures  |  |
| <b>Profit/(loss) before tax</b>   |  |

|              | Quarter ended    |                  |                  |                  |                  | <b>Year to date</b> |
|--------------|------------------|------------------|------------------|------------------|------------------|---------------------|
|              | <b>31-Dec-20</b> | <b>30-Sep-20</b> | <b>30-Jun-20</b> | <b>31-Mar-20</b> | <b>31-Dec-19</b> |                     |
| <b>747</b>   | <b>798</b>       | <b>923</b>       | <b>1,167</b>     | <b>1,147</b>     | <b>3,635</b>     |                     |
| <b>541</b>   | <b>576</b>       | <b>676</b>       | <b>852</b>       | <b>917</b>       | <b>2,645</b>     |                     |
| <b>(217)</b> | <b>(14)</b>      | <b>(239)</b>     | <b>(19)</b>      | <b>(46)</b>      | <b>(489)</b>     |                     |
| <b>(358)</b> | <b>(342)</b>     | <b>(334)</b>     | <b>(325)</b>     | <b>(381)</b>     | <b>(1,359)</b>   |                     |
| <b>(129)</b> | <b>(128)</b>     | <b>(126)</b>     | <b>(125)</b>     | <b>(131)</b>     | <b>(508)</b>     |                     |
| —            | —                | —                | —                | —                | —                |                     |
| <b>172</b>   | <b>442</b>       | <b>350</b>       | <b>823</b>       | <b>720</b>       | <b>1,787</b>     |                     |

### Reported Significant items - Totals (\$m)

|  |            |   |   |   |   |            |
|--|------------|---|---|---|---|------------|
| Revenue  | <b>1</b>   | — | — | — | — | <b>1</b>   |
| ECL  | —          | — | — | — | — | —          |
| Operating expenses                               | <b>(4)</b> | — | — | — | — | <b>(4)</b> |
| Share of profit in associates and joint ventures | —          | — | — | — | — | —          |

### Adjusted (\$m)

|   |              |              |              |              |              |                |
|---|--------------|--------------|--------------|--------------|--------------|----------------|
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>746</b>   | <b>798</b>   | <b>923</b>   | <b>1,170</b> | <b>1,158</b> | <b>3,634</b>   |
| <b>of which: net interest income</b>  | <b>541</b>   | <b>576</b>   | <b>676</b>   | <b>854</b>   | <b>926</b>   | <b>2,645</b>   |
| Change in expected credit losses and other credit impairment charges                                    | <b>(217)</b> | <b>(14)</b>  | <b>(239)</b> | <b>(19)</b>  | <b>(47)</b>  | <b>(489)</b>   |
| Total operating expenses  | <b>(354)</b> | <b>(341)</b> | <b>(334)</b> | <b>(326)</b> | <b>(385)</b> | <b>(1,355)</b> |
| Share of profit in associates and joint ventures  | —            | —            | —            | —            | —            | —              |
| <b>Profit/(loss) before tax</b>   | <b>175</b>   | <b>443</b>   | <b>350</b>   | <b>825</b>   | <b>726</b>   | <b>1,790</b>   |

### Balance sheet - reported (\$m)

|   | Balance sheet date |                  |                  |                  |                  | <b>Balance sheet date</b> |
|---|--------------------|------------------|------------------|------------------|------------------|---------------------------|
|   | <b>31-Dec-20</b>   | <b>30-Sep-20</b> | <b>30-Jun-20</b> | <b>31-Mar-20</b> | <b>31-Dec-19</b> |                           |
| Loans and advances to customers (gross) | <b>100,376</b>     | 104,706          | 104,013          | 104,849          | 103,727          | 100,376                   |
| Loans and advances to customers (net)   | <b>99,400</b>      | 103,943          | 103,249          | 104,273          | 103,131          | 99,400                    |
| Total external assets                   | <b>147,163</b>     | 150,252          | 150,092          | 143,305          | 144,534          | 147,163                   |
| Customer accounts                       | <b>131,404</b>     | 121,440          | 121,474          | 111,996          | 123,372          | 131,404                   |
| Risk-weighted assets                    | <b>72,043</b>      | 75,446           | 73,696           | 73,351           | 71,855           | 72,043                    |

### Balance sheet data - at most recent balance sheet date FX rates (\$m)

|                                       |                |         |         |         |         |         |
|---------------------------------------|----------------|---------|---------|---------|---------|---------|
| Loans and advances to customers (net) | <b>99,400</b>  | 103,897 | 103,206 | 104,255 | 103,602 | 99,400  |
| Customer accounts                     | <b>131,404</b> | 121,387 | 121,423 | 111,977 | 123,936 | 131,404 |

**Hong Kong - Global Banking and Markets****Reported (\$m)****Net operating income before change in expected credit losses and other credit impairment charges***of which: net interest income*

Change in expected credit losses and other credit impairment charges

Total operating expenses

*of which: staff expenses*

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|              | Quarter ended |              |              |              |                | Year to date |
|--------------|---------------|--------------|--------------|--------------|----------------|--------------|
|              | 31-Dec-20     | 30-Sep-20    | 30-Jun-20    | 31-Mar-20    | 31-Dec-19      | 31-Dec-20    |
| <b>691</b>   | <b>742</b>    | <b>915</b>   | <b>1,034</b> | <b>815</b>   | <b>3,382</b>   |              |
| <b>237</b>   | <b>259</b>    | <b>335</b>   | <b>372</b>   | <b>392</b>   | <b>1,203</b>   |              |
| <b>19</b>    | <b>(22)</b>   | <b>(31)</b>  | <b>(24)</b>  | <b>(27)</b>  | <b>(58)</b>    |              |
| <b>(477)</b> | <b>(398)</b>  | <b>(380)</b> | <b>(395)</b> | <b>(431)</b> | <b>(1,650)</b> |              |
| <b>(193)</b> | <b>(154)</b>  | <b>(155)</b> | <b>(154)</b> | <b>(186)</b> | <b>(656)</b>   |              |
| <b>—</b>     | <b>—</b>      | <b>—</b>     | <b>—</b>     | <b>—</b>     | <b>—</b>       |              |
| <b>233</b>   | <b>322</b>    | <b>504</b>   | <b>615</b>   | <b>357</b>   | <b>1,674</b>   |              |

**Reported Significant items - Totals (\$m)**

Revenue

ECL

Operating expenses

Share of profit in associates and joint ventures

**Adjusted (\$m)****Net operating income before change in expected credit losses and other credit impairment charges***of which: net interest income*

Change in expected credit losses and other credit impairment charges

Total operating expenses

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|              | 31-Dec-20    | 742          | 960          | 976          | 832            | 3,379 |
|--------------|--------------|--------------|--------------|--------------|----------------|-------|
| <b>704</b>   | <b>742</b>   | <b>960</b>   | <b>976</b>   | <b>832</b>   | <b>3,379</b>   |       |
| <b>236</b>   | <b>259</b>   | <b>335</b>   | <b>373</b>   | <b>396</b>   | <b>1,203</b>   |       |
| <b>19</b>    | <b>(22)</b>  | <b>(31)</b>  | <b>(24)</b>  | <b>(27)</b>  | <b>(58)</b>    |       |
| <b>(466)</b> | <b>(395)</b> | <b>(379)</b> | <b>(396)</b> | <b>(425)</b> | <b>(1,635)</b> |       |
| <b>—</b>     | <b>—</b>     | <b>—</b>     | <b>—</b>     | <b>—</b>     | <b>—</b>       |       |
| <b>257</b>   | <b>325</b>   | <b>550</b>   | <b>556</b>   | <b>380</b>   | <b>1,686</b>   |       |

**Balance sheet - reported (\$m)**

Loans and advances to customers (gross)

Loans and advances to customers (net)

Total external assets

Customer accounts

Risk-weighted assets

|                | 31-Dec-20      | 30-Sep-20      | 30-Jun-20      | 31-Mar-20      | 31-Dec-19      | Balance sheet date |
|----------------|----------------|----------------|----------------|----------------|----------------|--------------------|
| <b>77,650</b>  | <b>80,278</b>  | <b>82,562</b>  | <b>86,558</b>  | <b>82,937</b>  | <b>77,650</b>  | 31-Dec-20          |
| <b>77,433</b>  | <b>80,047</b>  | <b>82,343</b>  | <b>86,345</b>  | <b>82,743</b>  | <b>77,433</b>  |                    |
| <b>240,126</b> | <b>230,783</b> | <b>232,282</b> | <b>245,096</b> | <b>226,880</b> | <b>240,126</b> |                    |
| <b>52,211</b>  | <b>57,709</b>  | <b>55,546</b>  | <b>53,508</b>  | <b>51,127</b>  | <b>52,211</b>  |                    |
| <b>53,901</b>  | <b>55,249</b>  | <b>55,600</b>  | <b>55,814</b>  | <b>51,499</b>  | <b>53,901</b>  |                    |

  

|               | 77,433        | 80,012        | 82,309        | 86,331        | 83,123        | 77,433 |
|---------------|---------------|---------------|---------------|---------------|---------------|--------|
| <b>52,211</b> | <b>57,684</b> | <b>55,523</b> | <b>53,499</b> | <b>51,360</b> | <b>52,211</b> |        |

**Balance sheet data - at most recent balance sheet date FX rates (\$m)**

Loans and advances to customers (net)

Customer accounts

**HSBC**

## Hong Kong

### Hong Kong - Corporate Centre

**Reported (\$m)**

|   |  |
|---|--|
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> |  |
| <b>of which: net interest expense</b>   |  |
| Change in expected credit losses and other credit impairment charges                                    |  |
| Total operating expenses  |  |
| <b>of which: staff expenses</b>   |  |
| Share of profit in associates and joint ventures  |  |
| <b>Profit/(loss) before tax</b>   |  |

|              | Quarter ended    |                  |                  |                  |                  | <b>Year to date</b> |
|--------------|------------------|------------------|------------------|------------------|------------------|---------------------|
|              | <b>31-Dec-20</b> | <b>30-Sep-20</b> | <b>30-Jun-20</b> | <b>31-Mar-20</b> | <b>31-Dec-19</b> |                     |
| 46           | 100              | 57               | 163              | 27               | 366              |                     |
| (95)         | (104)            | (112)            | (271)            | (319)            | (582)            |                     |
| —            | —                | —                | —                | —                | —                |                     |
| (228)        | (113)            | (103)            | (111)            | (88)             | (555)            |                     |
| (34)         | (80)             | (100)            | (140)            | (73)             | (354)            |                     |
| 2            | 2                | 2                | 2                | 2                | 8                |                     |
| <b>(180)</b> | <b>(11)</b>      | <b>(44)</b>      | <b>54</b>        | <b>(59)</b>      | <b>(181)</b>     |                     |

### Reported Significant items - Totals (\$m)

|  |      |      |     |   |      |      |
|--|------|------|-----|---|------|------|
| Revenue  | (24) | —    | —   | — | —    | (24) |
| ECL  | —    | —    | —   | — | —    | —    |
| Operating expenses                               | (27) | (15) | (9) | — | (14) | (51) |
| Share of profit in associates and joint ventures | —    | —    | —   | — | —    | —    |

### Adjusted (\$m)

|   |              |              |              |              |              |              |
|---|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>70</b>    | <b>100</b>   | <b>56</b>    | <b>163</b>   | <b>24</b>    | <b>390</b>   |
| <b>of which: net interest expense</b>   | <b>(96)</b>  | <b>(104)</b> | <b>(112)</b> | <b>(271)</b> | <b>(323)</b> | <b>(582)</b> |
| Change in expected credit losses and other credit impairment charges                                    | —            | —            | —            | —            | —            | —            |
| Total operating expenses  | (201)        | (98)         | (94)         | (111)        | (72)         | (504)        |
| Share of profit in associates and joint ventures  | 2            | 2            | 2            | 2            | 2            | 8            |
| <b>Profit/(loss) before tax</b>   | <b>(129)</b> | <b>4</b>     | <b>(36)</b>  | <b>54</b>    | <b>(46)</b>  | <b>(106)</b> |

### Balance sheet - reported (\$m)

|   | Balance sheet date |                  |                  |                  |                  | <b>Balance sheet date</b> |
|---|--------------------|------------------|------------------|------------------|------------------|---------------------------|
|   | <b>31-Dec-20</b>   | <b>30-Sep-20</b> | <b>30-Jun-20</b> | <b>31-Mar-20</b> | <b>31-Dec-19</b> |                           |
| Loans and advances to customers (gross) | 398                | 382              | 368              | 367              | 144              | 398                       |
| Loans and advances to customers (net)   | 398                | 382              | 368              | 367              | 144              | 398                       |
| Total external assets                   | 69,754             | 60,693           | 57,307           | 55,868           | 51,833           | 69,754                    |
| Customer accounts                       | 19                 | 19               | 21               | (211)            | 20               | 19                        |
| Risk-weighted assets                    | 14,175             | 10,153           | 10,305           | 10,190           | 10,053           | 14,175                    |

### Balance sheet data - at most recent balance sheet date FX rates (\$m)

|                                       |     |     |     |       |     |     |
|---------------------------------------|-----|-----|-----|-------|-----|-----|
| Loans and advances to customers (net) | 398 | 382 | 368 | 367   | 144 | 398 |
| Customer accounts                     | 19  | 19  | 21  | (211) | 20  | 19  |

**SIGNIFICANT ITEMS****Hong Kong - TOTAL****Reported revenue significant items (\$m)**

Customer redress programmes  
 Disposals, acquisitions and investment in new businesses  
 Fair value movements on financial instruments  
 Restructuring and other related costs

**Reported cost significant items (\$m)**

Costs of structural reform  
 Customer redress programmes  
 Disposals, acquisitions and investment in new businesses  
 Impairment of goodwill and other intangibles  
 Past service costs of guaranteed minimum pension benefits equalisation  
 Restructuring and other related costs  
 Settlements and provisions in connection with legal and regulatory matters

**Share of profit in associates and joint ventures significant items (\$m)**

Impairment of goodwill

**Hong Kong - Wealth and Personal Banking****Reported revenue significant items (\$m)**

Customer redress programmes  
 Disposals, acquisitions and investment in new businesses  
 Fair value movements on financial instruments  
 Restructuring and other related costs

**Reported cost significant items (\$m)**

Costs of structural reform  
 Customer redress programmes  
 Disposals, acquisitions and investment in new businesses  
 Impairment of goodwill and other intangibles  
 Past service costs of guaranteed minimum pension benefits equalisation  
 Restructuring and other related costs  
 Settlements and provisions in connection with legal and regulatory matters

|  | Quarter ended |           |           |           |           | Year to date |
|--|---------------|-----------|-----------|-----------|-----------|--------------|
|  | 31-Dec-20     | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 |              |
| Reported revenue significant items (\$m)                                   |               |           |           |           |           |              |
| Customer redress programmes  | —             | —         | —         | —         | —         | —            |
| Disposals, acquisitions and investment in new businesses                   | —             | —         | —         | —         | —         | —            |
| Fair value movements on financial instruments                              | (16)          | —         | (45)      | 61        | (9)       | —            |
| Restructuring and other related costs                                      | (15)          | —         | —         | —         | —         | (15)         |
| Reported cost significant items (\$m)                                      |               |           |           |           |           |              |
| Costs of structural reform   | —             | —         | —         | —         | (1)       | —            |
| Customer redress programmes  | —             | —         | —         | —         | —         | —            |
| Disposals, acquisitions and investment in new businesses                   | —             | —         | —         | —         | —         | —            |
| Impairment of goodwill and other intangibles                               | —             | —         | —         | —         | —         | —            |
| Past service costs of guaranteed minimum pension benefits equalisation     | —             | —         | —         | —         | —         | —            |
| Restructuring and other related costs                                      | (69)          | (21)      | (10)      | —         | (23)      | (100)        |
| Settlements and provisions in connection with legal and regulatory matters | —             | —         | —         | —         | —         | —            |
| Share of profit in associates and joint ventures significant items (\$m)   |               |           |           |           |           |              |
| Impairment of goodwill   | —             | —         | —         | —         | —         | —            |
| <b>Hong Kong - Wealth and Personal Banking</b>                             |               |           |           |           |           |              |
| Reported revenue significant items (\$m)                                   |               |           |           |           |           |              |
| Customer redress programmes  | —             | —         | —         | —         | —         | —            |
| Disposals, acquisitions and investment in new businesses                   | —             | —         | —         | —         | —         | —            |
| Fair value movements on financial instruments                              | —             | —         | —         | —         | —         | —            |
| Restructuring and other related costs                                      | 6             | —         | —         | —         | —         | 6            |
| Reported cost significant items (\$m)                                      |               |           |           |           |           |              |
| Costs of structural reform   | —             | —         | —         | —         | —         | —            |
| Customer redress programmes  | —             | —         | —         | —         | —         | —            |
| Disposals, acquisitions and investment in new businesses                   | —             | —         | —         | —         | —         | —            |
| Impairment of goodwill and other intangibles                               | —             | —         | —         | —         | —         | —            |
| Past service costs of guaranteed minimum pension benefits equalisation     | —             | —         | —         | —         | —         | —            |
| Restructuring and other related costs                                      | (27)          | (2)       | —         | —         | —         | (29)         |
| Settlements and provisions in connection with legal and regulatory matters | —             | —         | —         | —         | —         | —            |



**Share of profit in associates and joint ventures significant items (\$m)**

Impairment of goodwill

|  |       |       |      |       |      |      |
|--|-------|-------|------|-------|------|------|
|  | —     | —     | —    | —     | —    | —    |
| Hong Kong - Corporate Centre   |       |       |      |       |      |      |
| Reported revenue significant items (\$m)                                   |       |       |      |       |      |      |
| Customer redress programmes  | —     | —     | —    | —     | —    | —    |
| Disposals, acquisitions and investment in new businesses                   | —     | —     | —    | —     | —    | —    |
| Fair value movements on financial instruments                              | —     | —     | —    | —     | —    | —    |
| Restructuring and other related costs                                      | (24)  | —     | —    | —     | —    | (24) |
| Reported cost significant items (\$m)                                      |       |       |      |       |      |      |
| Costs of structural reform   | —     | —     | —    | —     | —    | —    |
| Customer redress programmes  | —     | —     | —    | —     | —    | —    |
| Disposals, acquisitions and investment in new businesses                   | —     | —     | —    | —     | —    | —    |
| Impairment of goodwill and other intangibles                               | —     | —     | —    | —     | —    | —    |
| Past service costs of guaranteed minimum pension benefits equalisation     | —     | —     | —    | —     | —    | —    |
| Restructuring and other related costs                                      | (27)  | (15)  | (9)  | —     | (14) | (51) |
| Settlements and provisions in connection with legal and regulatory matters | —     | —     | —    | —     | —    | —    |
| Share of profit in associates and joint ventures significant items (\$m)   |       |       |      |       |      |      |
| Impairment of goodwill   | —     | —     | —    | —     | —    | —    |
| Reconciling items - Currency translation on reported items- Totals (\$m)   |       |       |      |       |      |      |
| Hong Kong - TOTAL  |       |       |      |       |      |      |
| Revenue  | (1)   | (1)   | 11   | 41    |      |      |
| ECL  | —     | —     | —    | (1)   |      |      |
| Operating expenses   | —     | 1     | (5)  | (17)  |      |      |
| Share of profit in associates and joint ventures                           | —     | —     | —    | —     |      |      |
| Revenue significant items  | —     | —     | —    | (1)   |      |      |
| Operating expense significant items  | —     | 1     | —    | (1)   |      |      |
| Share of profit in associates and joint ventures significant items         | —     | —     | —    | —     |      |      |
| Loans and advances to customers (net)                                      | (140) | (130) | (53) | 1,404 |      |      |
| Customer accounts  | (227) | (216) | (83) | 2,286 |      |      |

**HSBC****Hong Kong****Hong Kong - Wealth and Personal Banking**

|  |       |       |      |       |
|--|-------|-------|------|-------|
| Revenue  | (1)   | —     | 6    | 26    |
| ECL  | —     | —     | —    | —     |
| Operating expenses   | —     | —     | (3)  | (9)   |
| Share of profit in associates and joint ventures                   | —     | —     | —    | —     |
|  |       |       |      |       |
| Revenue significant items  | —     | —     | —    | —     |
| Operating expense significant items                                | —     | —     | —    | (1)   |
| Share of profit in associates and joint ventures significant items | —     | —     | —    | —     |
|  |       |       |      |       |
| Loans and advances to customers (net)                              | (59)  | (52)  | (20) | 553   |
| Customer accounts  | (148) | (142) | (55) | 1,488 |

**Hong Kong - Commercial Banking**

|  |      |      |      |     |
|--|------|------|------|-----|
| Revenue  | —    | —    | 3    | 11  |
| ECL  | —    | —    | —    | (1) |
| Operating expenses   | 1    | —    | (1)  | (4) |
| Share of profit in associates and joint ventures                   | —    | —    | —    | —   |
|  |      |      |      |     |
| Revenue significant items  | —    | —    | —    | —   |
| Operating expense significant items                                | —    | —    | —    | —   |
| Share of profit in associates and joint ventures significant items | —    | —    | —    | —   |
|  |      |      |      |     |
| Loans and advances to customers (net)                              | (46) | (43) | (18) | 471 |
| Customer accounts  | (53) | (51) | (19) | 564 |

**Hong Kong - Global Banking and Markets**

|  |      |      |      |     |
|--|------|------|------|-----|
| Revenue  | —    | —    | 3    | 7   |
| ECL  | —    | —    | —    | —   |
| Operating expenses   | —    | —    | (1)  | (4) |
| Share of profit in associates and joint ventures                   | —    | —    | —    | —   |
|  |      |      |      |     |
| Revenue significant items  | —    | —    | —    | (1) |
| Operating expense significant items                                | —    | —    | —    | —   |
| Share of profit in associates and joint ventures significant items | —    | —    | —    | —   |
|  |      |      |      |     |
| Loans and advances to customers (net)                              | (35) | (34) | (14) | 380 |
| Customer accounts  | (25) | (23) | (9)  | 233 |

**HSBC**

**Hong Kong**

**Hong Kong - Corporate Centre**

|  |   |     |   |     |
|--|---|-----|---|-----|
| Revenue  | — | (1) | — | (3) |
| ECL  | — | —   | — | —   |
| Operating expenses   | — | 1   | — | 1   |
| Share of profit in associates and joint ventures                   | — | —   | — | —   |
|  |   |     |   |     |
| Revenue significant items  | — | —   | — | —   |
| Operating expense significant items                                | — | 1   | — | (1) |
| Share of profit in associates and joint ventures significant items | — | —   | — | —   |
|  |   |     |   |     |
| Loans and advances to customers (net)                              | — | —   | — | —   |
| Customer accounts  | — | —   | — | —   |

**Mainland China - TOTAL**

| Reported (\$m)  | 31-Dec-20  | 30-Sep-20  | 30-Jun-20  | 31-Mar-20  | 31-Dec-19  | Year to date |
|---|------------|------------|------------|------------|------------|--------------|
| Net interest income   | 395        | 366        | 397        | 398        | 395        | 1,556        |
| Net fee income  | 77         | 88         | 82         | 90         | 58         | 337          |
| Other operating income  | 299        | 287        | 327        | 282        | 261        | 1,195        |
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>771</b> | <b>741</b> | <b>806</b> | <b>770</b> | <b>714</b> | <b>3,088</b> |
| Change in expected credit losses and other credit impairment charges                                    | 4          | (11)       | (44)       | (63)       | (29)       | (114)        |
| Total operating expenses  | (641)      | (554)      | (494)      | (522)      | (546)      | (2,211)      |
| <i>of which: staff expenses</i>   | (361)      | (322)      | (280)      | (324)      | (317)      | (1,287)      |
| Share of profit in associates and joint ventures  | 466        | 339        | 576        | 468        | 470        | 1,849        |
| <b>Profit/(loss) before tax</b>   | <b>600</b> | <b>515</b> | <b>844</b> | <b>653</b> | <b>609</b> | <b>2,612</b> |

**Reported Significant items - Totals (\$m)**

|  |      |     |     |   |     |      |
|--|------|-----|-----|---|-----|------|
| Revenue  | 4    | 1   | (2) | 2 | (1) | 5    |
| ECL  | —    | —   | —   | — | —   | —    |
| Operating expenses                               | (17) | (1) | (1) | — | (4) | (19) |
| Share of profit in associates and joint ventures | —    | —   | —   | — | —   | —    |

**Adjusted (\$m)**

|   |            |            |            |            |            |              |
|---|------------|------------|------------|------------|------------|--------------|
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>767</b> | <b>773</b> | <b>863</b> | <b>810</b> | <b>760</b> | <b>3,083</b> |
| <i>of which: net interest income</i>  | 396        | 382        | 424        | 419        | 420        | 1,556        |
| Change in expected credit losses and other credit impairment charges                                    | 4          | (11)       | (47)       | (67)       | (31)       | (114)        |
| Total operating expenses  | (624)      | (578)      | (528)      | (550)      | (577)      | (2,192)      |
| Share of profit in associates and joint ventures  | 466        | 354        | 616        | 493        | 500        | 1,849        |
| <b>Profit/(loss) before tax</b>   | <b>613</b> | <b>538</b> | <b>904</b> | <b>686</b> | <b>652</b> | <b>2,626</b> |

**Balance sheet - reported (\$m)**

|   |         |         |         |         |         |         |
|---|---------|---------|---------|---------|---------|---------|
| Loans and advances to customers (gross) | 46,405  | 43,815  | 43,675  | 44,059  | 42,661  | 46,405  |
| Loans and advances to customers (net)   | 46,113  | 43,535  | 43,338  | 43,735  | 42,380  | 46,113  |
| Total external assets                   | 130,134 | 119,696 | 115,597 | 113,710 | 110,715 | 130,134 |
| Customer accounts                       | 56,826  | 47,327  | 47,557  | 45,492  | 48,323  | 56,826  |
| Risk-weighted assets                    | 80,674  | 76,061  | 74,611  | 74,624  | 73,285  | 80,674  |

|   | 31-Dec-20        | 30-Sep-20        | 30-Jun-20        | 31-Mar-20        | 31-Dec-19        | Balance sheet date |
|---|------------------|------------------|------------------|------------------|------------------|--------------------|
|   |                  |                  |                  |                  |                  | 31-Dec-20          |
| <b>Balance sheet - reported (\$m)</b>   | <b>31-Dec-20</b> | <b>30-Sep-20</b> | <b>30-Jun-20</b> | <b>31-Mar-20</b> | <b>31-Dec-19</b> | <b>31-Dec-20</b>   |
| Loans and advances to customers (gross) | 46,405           | 43,815           | 43,675           | 44,059           | 42,661           | 46,405             |
| Loans and advances to customers (net)   | 46,113           | 43,535           | 43,338           | 43,735           | 42,380           | 46,113             |
| Total external assets                   | 130,134          | 119,696          | 115,597          | 113,710          | 110,715          | 130,134            |
| Customer accounts                       | 56,826           | 47,327           | 47,557           | 45,492           | 48,323           | 56,826             |
| Risk-weighted assets                    | 80,674           | 76,061           | 74,611           | 74,624           | 73,285           | 80,674             |

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## Mainland China

### Balance sheet data - at most recent balance sheet date FX rates (\$m)

Loans and advances to customers (net)

Customer accounts

|               |        |        |        |        |        |
|---------------|--------|--------|--------|--------|--------|
| <b>46,113</b> | 45,375 | 46,929 | 47,449 | 45,182 | 46,113 |
| <b>56,826</b> | 49,327 | 51,498 | 49,354 | 51,517 | 56,826 |

### Mainland China - Wealth and Personal Banking

**Reported (\$m)**

**Net operating income before change in expected credit losses and other credit impairment charges**

*of which: net interest income*

Change in expected credit losses and other credit impairment charges

Total operating expenses

*of which: staff expenses*

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|              | Quarter ended |              |              |              |              | Year to date |
|--------------|---------------|--------------|--------------|--------------|--------------|--------------|
|              | 31-Dec-20     | 30-Sep-20    | 30-Jun-20    | 31-Mar-20    | 31-Dec-19    | 31-Dec-20    |
| <b>197</b>   | <b>209</b>    | <b>196</b>   | <b>163</b>   | <b>161</b>   | <b>765</b>   |              |
| <b>105</b>   | <b>103</b>    | <b>110</b>   | <b>109</b>   | <b>103</b>   | <b>427</b>   |              |
| <b>(11)</b>  | <b>7</b>      | <b>(23)</b>  | <b>(25)</b>  | <b>(10)</b>  | <b>(52)</b>  |              |
| <b>(223)</b> | <b>(187)</b>  | <b>(163)</b> | <b>(174)</b> | <b>(186)</b> | <b>(747)</b> |              |
| <b>(85)</b>  | <b>(83)</b>   | <b>(66)</b>  | <b>(76)</b>  | <b>(75)</b>  | <b>(310)</b> |              |
| —            | —             | —            | —            | —            | —            |              |
| <b>(37)</b>  | <b>29</b>     | <b>10</b>    | <b>(36)</b>  | <b>(35)</b>  | <b>(34)</b>  |              |

### Reported Significant items - Totals (\$m)

Revenue

ECL

Operating expenses

Share of profit in associates and joint ventures

### Adjusted (\$m)

**Net operating income before change in expected credit losses and other credit impairment charges**

*of which: net interest income*

Change in expected credit losses and other credit impairment charges

Total operating expenses

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|              |              |              |              |              |              |
|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>197</b>   | <b>218</b>   | <b>210</b>   | <b>171</b>   | <b>173</b>   | <b>765</b>   |
| <b>104</b>   | <b>108</b>   | <b>118</b>   | <b>115</b>   | <b>109</b>   | <b>427</b>   |
| <b>(11)</b>  | <b>7</b>     | <b>(24)</b>  | <b>(27)</b>  | <b>(11)</b>  | <b>(52)</b>  |
| <b>(222)</b> | <b>(195)</b> | <b>(175)</b> | <b>(183)</b> | <b>(197)</b> | <b>(746)</b> |
| <b>(36)</b>  | <b>30</b>    | <b>11</b>    | <b>(39)</b>  | <b>(35)</b>  | <b>(33)</b>  |

### Balance sheet - reported (\$m)

Loans and advances to customers (gross)

Loans and advances to customers (net)

Total external assets

Customer accounts

Risk-weighted assets

|               | Balance sheet date |               |               |               |               | Balance sheet date |
|---------------|--------------------|---------------|---------------|---------------|---------------|--------------------|
|               | 31-Dec-20          | 30-Sep-20     | 30-Jun-20     | 31-Mar-20     | 31-Dec-19     | 31-Dec-20          |
| <b>10,835</b> | <b>10,413</b>      | <b>10,006</b> | <b>9,960</b>  | <b>10,157</b> | <b>10,835</b> |                    |
| <b>10,747</b> | <b>10,329</b>      | <b>9,906</b>  | <b>9,870</b>  | <b>10,081</b> | <b>10,747</b> |                    |
| <b>17,517</b> | <b>16,602</b>      | <b>15,806</b> | <b>15,802</b> | <b>15,176</b> | <b>17,517</b> |                    |
| <b>12,994</b> | <b>12,148</b>      | <b>11,869</b> | <b>11,815</b> | <b>11,842</b> | <b>12,994</b> |                    |
| <b>5,459</b>  | <b>5,178</b>       | <b>4,974</b>  | <b>4,937</b>  | <b>4,998</b>  | <b>5,459</b>  |                    |

### Balance sheet data - at most recent balance sheet date FX rates (\$m)

Loans and advances to customers (net)

Customer accounts

|               |               |               |               |               |               |
|---------------|---------------|---------------|---------------|---------------|---------------|
| <b>10,747</b> | <b>10,765</b> | <b>10,726</b> | <b>10,708</b> | <b>10,747</b> | <b>10,747</b> |
| <b>12,994</b> | <b>12,661</b> | <b>12,853</b> | <b>12,818</b> | <b>12,625</b> | <b>12,994</b> |

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## Mainland China

### Mainland China - Commercial Banking

|   | Quarter ended |             |             |              |              | Year to date |
|---|---------------|-------------|-------------|--------------|--------------|--------------|
|   | 31-Dec-20     | 30-Sep-20   | 30-Jun-20   | 31-Mar-20    | 31-Dec-19    | 31-Dec-20    |
| <b>Reported (\$m)</b>   |               |             |             |              |              |              |
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> |               |             |             |              |              | <b>758</b>   |
| <i>of which: net interest income</i>  | <b>171</b>    | <b>172</b>  | <b>212</b>  | <b>203</b>   | <b>186</b>   |              |
| Change in expected credit losses and other credit impairment charges                                    | <b>143</b>    | <b>142</b>  | <b>154</b>  | <b>158</b>   | <b>155</b>   | <b>597</b>   |
| Total operating expenses  | (8)           | (16)        | (16)        | (19)         | (20)         | (59)         |
| <i>of which: staff expenses</i>   | <b>(118)</b>  | <b>(96)</b> | <b>(87)</b> | <b>(103)</b> | <b>(109)</b> | <b>(404)</b> |
| Share of profit in associates and joint ventures  | (40)          | (37)        | (32)        | (39)         | (37)         | (148)        |
| <b>Profit/(loss) before tax</b>   | <b>—</b>      | <b>—</b>    | <b>—</b>    | <b>—</b>     | <b>—</b>     | <b>—</b>     |
|   | <b>45</b>     | <b>60</b>   | <b>109</b>  | <b>81</b>    | <b>57</b>    | <b>295</b>   |

### Reported Significant items - Totals (\$m)

|  |     |   |   |   |   |     |
|--|-----|---|---|---|---|-----|
| Revenue  | —   | — | — | — | — | —   |
| ECL  | —   | — | — | — | — | —   |
| Operating expenses                               | (3) | — | — | — | — | (3) |
| Share of profit in associates and joint ventures | —   | — | — | — | — | —   |

### Adjusted (\$m)

|   |            |            |            |            |            |            |
|---|------------|------------|------------|------------|------------|------------|
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>171</b> | <b>179</b> | <b>227</b> | <b>213</b> | <b>197</b> | <b>758</b> |
| <i>of which: net interest income</i>  | <b>143</b> | <b>149</b> | <b>165</b> | <b>166</b> | <b>165</b> | <b>597</b> |
| Change in expected credit losses and other credit impairment charges                                    | (8)        | (16)       | (17)       | (20)       | (21)       | (59)       |
| Total operating expenses  | (115)      | (100)      | (93)       | (108)      | (116)      | (401)      |
| Share of profit in associates and joint ventures  | —          | —          | —          | —          | —          | —          |
| <b>Profit/(loss) before tax</b>   | <b>48</b>  | <b>63</b>  | <b>117</b> | <b>85</b>  | <b>60</b>  | <b>298</b> |

### Balance sheet - reported (\$m)

|   | Balance sheet date |           |           |           |           | Balance sheet date |
|---|--------------------|-----------|-----------|-----------|-----------|--------------------|
|   | 31-Dec-20          | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | 31-Dec-20          |
| Loans and advances to customers (gross) | <b>19,988</b>      | 17,946    | 18,662    | 18,578    | 17,389    | 19,988             |
| Loans and advances to customers (net)   | <b>19,815</b>      | 17,800    | 18,469    | 18,383    | 17,208    | 19,815             |
| Total external assets                   | <b>30,058</b>      | 26,881    | 27,147    | 27,373    | 25,128    | 30,058             |
| Customer accounts                       | <b>16,875</b>      | 14,753    | 15,263    | 14,276    | 15,283    | 16,875             |
| Risk-weighted assets                    | <b>23,158</b>      | 20,829    | 21,423    | 21,279    | 20,274    | 23,158             |

### Balance sheet data - at most recent balance sheet date FX rates (\$m)

|                                       |               |        |        |        |        |        |
|---------------------------------------|---------------|--------|--------|--------|--------|--------|
| Loans and advances to customers (net) | <b>19,815</b> | 18,552 | 19,999 | 19,944 | 18,345 | 19,815 |
| Customer accounts                     | <b>16,875</b> | 15,377 | 16,528 | 15,488 | 16,293 | 16,875 |

**Mainland China - Global Banking and Markets****Reported (\$m)****Net operating income before change in expected credit losses and other credit impairment charges***of which: net interest income*

Change in expected credit losses and other credit impairment charges

Total operating expenses

*of which: staff expenses*

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|   | Quarter ended |              |             |              |              | Year to date |
|---|---------------|--------------|-------------|--------------|--------------|--------------|
|   | 31-Dec-20     | 30-Sep-20    | 30-Jun-20   | 31-Mar-20    | 31-Dec-19    | 31-Dec-20    |
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>245</b>    | <b>223</b>   | <b>224</b>  | <b>226</b>   | <b>226</b>   | <b>918</b>   |
| <i>of which: net interest income</i>  | <b>159</b>    | <b>142</b>   | <b>134</b>  | <b>154</b>   | <b>145</b>   | <b>589</b>   |
| Change in expected credit losses and other credit impairment charges                                    | <b>22</b>     | <b>(2)</b>   | <b>(4)</b>  | <b>(19)</b>  | <b>1</b>     | <b>(3)</b>   |
| Total operating expenses  | <b>(114)</b>  | <b>(100)</b> | <b>(94)</b> | <b>(101)</b> | <b>(102)</b> | <b>(409)</b> |
| <i>of which: staff expenses</i>   | <b>(48)</b>   | <b>(34)</b>  | <b>(30)</b> | <b>(38)</b>  | <b>(35)</b>  | <b>(150)</b> |
| Share of profit in associates and joint ventures  | —             | —            | —           | —            | —            | —            |
| <b>Profit/(loss) before tax</b>   | <b>153</b>    | <b>121</b>   | <b>126</b>  | <b>106</b>   | <b>125</b>   | <b>506</b>   |

**Reported Significant items - Totals (\$m)**

Revenue

ECL

Operating expenses

Share of profit in associates and joint ventures

**Adjusted (\$m)****Net operating income before change in expected credit losses and other credit impairment charges***of which: net interest income*

Change in expected credit losses and other credit impairment charges

Total operating expenses

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|   | 31-Dec-20    | 232          | 242          | 236          | 240          | 917          |
|---|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>245</b>   | <b>232</b>   | <b>242</b>   | <b>236</b>   | <b>240</b>   | <b>917</b>   |
| <i>of which: net interest income</i>  | <b>160</b>   | <b>148</b>   | <b>143</b>   | <b>162</b>   | <b>154</b>   | <b>589</b>   |
| Change in expected credit losses and other credit impairment charges                                    | <b>22</b>    | <b>(2)</b>   | <b>(5)</b>   | <b>(20)</b>  | <b>1</b>     | <b>(3)</b>   |
| Total operating expenses  | <b>(114)</b> | <b>(105)</b> | <b>(101)</b> | <b>(107)</b> | <b>(108)</b> | <b>(409)</b> |
| Share of profit in associates and joint ventures  | —            | —            | —            | —            | —            | —            |
| <b>Profit/(loss) before tax</b>   | <b>153</b>   | <b>125</b>   | <b>136</b>   | <b>109</b>   | <b>133</b>   | <b>505</b>   |

**Balance sheet - reported (\$m)**

Loans and advances to customers (gross)

Loans and advances to customers (net)

Total external assets

Customer accounts

Risk-weighted assets

|  | 31-Dec-20     | 30-Sep-20     | 30-Jun-20     | 31-Mar-20     | 31-Dec-19     | Balance sheet date |
|--|---------------|---------------|---------------|---------------|---------------|--------------------|
| <b>Loans and advances to customers (gross)</b> | <b>15,556</b> | <b>15,431</b> | <b>14,983</b> | <b>15,496</b> | <b>15,091</b> | <b>31-Dec-20</b>   |
| <b>Loans and advances to customers (net)</b>   | <b>15,525</b> | <b>15,382</b> | <b>14,940</b> | <b>15,458</b> | <b>15,067</b> | <b>15,525</b>      |
| <b>Total external assets</b>                   | <b>46,022</b> | <b>43,218</b> | <b>41,618</b> | <b>42,115</b> | <b>39,686</b> | <b>46,022</b>      |
| <b>Customer accounts</b>                       | <b>26,923</b> | <b>20,393</b> | <b>20,391</b> | <b>19,370</b> | <b>21,170</b> | <b>26,923</b>      |
| <b>Risk-weighted assets</b>                    | <b>17,154</b> | <b>16,530</b> | <b>16,118</b> | <b>17,138</b> | <b>17,006</b> | <b>17,154</b>      |

**Balance sheet data - at most recent balance sheet date FX rates (\$m)**

Loans and advances to customers (net)

Customer accounts

|                          | 15,525        | 16,032        | 16,178        | 16,771        | 16,063        | 15,525        |
|--------------------------|---------------|---------------|---------------|---------------|---------------|---------------|
| <b>Customer accounts</b> | <b>26,923</b> | <b>21,255</b> | <b>22,081</b> | <b>21,014</b> | <b>22,569</b> | <b>26,923</b> |

**Mainland China - Corporate Centre****Reported (\$m)**

|   |  |
|---|--|
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> |  |
| <b>of which: net interest expense</b>   |  |
| Change in expected credit losses and other credit impairment charges                                    |  |
| Total operating expenses  |  |
| <b>of which: staff expenses</b>   |  |
| Share of profit in associates and joint ventures  |  |
| <b>Profit/(loss) before tax</b>   |  |

|            | Quarter ended |            |            |            |              | Year to date |
|------------|---------------|------------|------------|------------|--------------|--------------|
|            | 31-Dec-20     | 30-Sep-20  | 30-Jun-20  | 31-Mar-20  | 31-Dec-19    | 31-Dec-20    |
| 158        | 137           | 174        | 178        | 141        | 647          |              |
| (12)       | (21)          | (1)        | (23)       | (8)        | (57)         |              |
| 1          | —             | (1)        | —          | —          | —            |              |
| (185)      | (172)         | (150)      | (144)      | (149)      | (651)        |              |
| (188)      | (167)         | (152)      | (171)      | (170)      | (678)        |              |
| 466        | 339           | 576        | 468        | 470        | 1,849        |              |
| <b>440</b> | <b>304</b>    | <b>599</b> | <b>502</b> | <b>462</b> | <b>1,845</b> |              |

**Reported Significant items - Totals (\$m)**

|  |      |     |     |   |     |      |
|--|------|-----|-----|---|-----|------|
| Revenue  | 4    | —   | —   | — | (1) | 4    |
| ECL  | —    | —   | —   | — | —   | —    |
| Operating expenses                               | (14) | (1) | (1) | — | (4) | (16) |
| Share of profit in associates and joint ventures | —    | —   | —   | — | —   | —    |

**Adjusted (\$m)**

|   |  |
|---|--|
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> |  |
| <b>of which: net interest expense</b>   |  |
| Change in expected credit losses and other credit impairment charges                                    |  |
| Total operating expenses  |  |
| Share of profit in associates and joint ventures  |  |
| <b>Profit/(loss) before tax</b>   |  |

|  | Balance sheet date |           |           |           |           | Balance sheet date |
|--|--------------------|-----------|-----------|-----------|-----------|--------------------|
|  | 31-Dec-20          | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | 31-Dec-20          |

**Balance sheet - reported (\$m)**

|   |        |        |        |        |        |        |
|---|--------|--------|--------|--------|--------|--------|
| Loans and advances to customers (gross) | 26     | 25     | 24     | 25     | 24     | 26     |
| Loans and advances to customers (net)   | 26     | 25     | 23     | 24     | 24     | 26     |
| Total external assets                   | 36,537 | 32,994 | 31,026 | 28,420 | 30,725 | 36,537 |
| Customer accounts                       | 34     | 33     | 34     | 31     | 28     | 34     |
| Risk-weighted assets                    | 34,903 | 33,524 | 32,096 | 31,270 | 31,007 | 34,903 |

**Balance sheet data - at most recent balance sheet date FX rates (\$m)**

|                                       |    |    |    |    |    |    |
|---------------------------------------|----|----|----|----|----|----|
| Loans and advances to customers (net) | 26 | 26 | 26 | 26 | 26 | 26 |
| Customer accounts                     | 34 | 34 | 36 | 34 | 30 | 34 |

**SIGNIFICANT ITEMS****Mainland China - TOTAL****Reported revenue significant items (\$m)**

Customer redress programmes  
 Disposals, acquisitions and investment in new businesses  
 Fair value movements on financial instruments  
 Restructuring and other related costs

**Reported cost significant items (\$m)**

Costs of structural reform  
 Customer redress programmes  
 Disposals, acquisitions and investment in new businesses  
 Impairment of goodwill and other intangibles  
 Past service costs of guaranteed minimum pension benefits equalisation  
 Restructuring and other related costs  
 Settlements and provisions in connection with legal and regulatory matters

**Share of profit in associates and joint ventures significant items (\$m)**

Impairment of goodwill

**Mainland China - Wealth and Personal Banking****Reported revenue significant items (\$m)**

Customer redress programmes  
 Disposals, acquisitions and investment in new businesses  
 Fair value movements on financial instruments  
 Restructuring and other related costs

**Reported cost significant items (\$m)**

Costs of structural reform  
 Customer redress programmes  
 Disposals, acquisitions and investment in new businesses  
 Impairment of goodwill and other intangibles  
 Past service costs of guaranteed minimum pension benefits equalisation  
 Restructuring and other related costs  
 Settlements and provisions in connection with legal and regulatory matters

|  | Quarter ended |           |           |           |           | Year to date |
|--|---------------|-----------|-----------|-----------|-----------|--------------|
|  | 31-Dec-20     | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 |              |
| Reported revenue significant items (\$m)                                   |               |           |           |           |           |              |
| Customer redress programmes  | —             | —         | —         | —         | —         | —            |
| Disposals, acquisitions and investment in new businesses                   | —             | —         | —         | —         | —         | —            |
| Fair value movements on financial instruments                              | —             | 1         | (2)       | 2         | (1)       | 1            |
| Restructuring and other related costs                                      | 4             | —         | —         | —         | —         | 4            |
| Reported cost significant items (\$m)                                      |               |           |           |           |           |              |
| Costs of structural reform   | —             | —         | —         | —         | —         | —            |
| Customer redress programmes  | —             | —         | —         | —         | —         | —            |
| Disposals, acquisitions and investment in new businesses                   | —             | —         | —         | —         | —         | —            |
| Impairment of goodwill and other intangibles                               | —             | —         | —         | —         | —         | —            |
| Past service costs of guaranteed minimum pension benefits equalisation     | —             | —         | —         | —         | —         | —            |
| Restructuring and other related costs                                      | (17)          | (1)       | (1)       | —         | (4)       | (19)         |
| Settlements and provisions in connection with legal and regulatory matters | —             | —         | —         | —         | —         | —            |
| Share of profit in associates and joint ventures significant items (\$m)   |               |           |           |           |           |              |
| Impairment of goodwill   | —             | —         | —         | —         | —         | —            |
| Mainland China - Wealth and Personal Banking                               |               |           |           |           |           |              |
| Reported revenue significant items (\$m)                                   |               |           |           |           |           |              |
| Customer redress programmes  | —             | —         | —         | —         | —         | —            |
| Disposals, acquisitions and investment in new businesses                   | —             | —         | —         | —         | —         | —            |
| Fair value movements on financial instruments                              | —             | —         | —         | —         | —         | —            |
| Restructuring and other related costs                                      | —             | —         | —         | —         | —         | —            |
| Reported cost significant items (\$m)                                      |               |           |           |           |           |              |
| Costs of structural reform   | —             | —         | —         | —         | —         | —            |
| Customer redress programmes  | —             | —         | —         | —         | —         | —            |
| Disposals, acquisitions and investment in new businesses                   | —             | —         | —         | —         | —         | —            |
| Impairment of goodwill and other intangibles                               | —             | —         | —         | —         | —         | —            |
| Past service costs of guaranteed minimum pension benefits equalisation     | —             | —         | —         | —         | —         | —            |
| Restructuring and other related costs                                      | (1)           | —         | —         | —         | —         | (1)          |
| Settlements and provisions in connection with legal and regulatory matters | —             | —         | —         | —         | —         | —            |

**Mainland China****Share of profit in associates and joint ventures significant items (\$m)**

Impairment of goodwill

|   |     |   |     |   |   |     |
|---|-----|---|-----|---|---|-----|
|   | —   | — | —   | — | — | —   |
| <b>Mainland China - Commercial Banking</b>                                      |     |   |     |   |   |     |
| <b>Reported revenue significant items (\$m)</b>                                 |     |   |     |   |   |     |
| Customer redress programmes   | —   | — | —   | — | — | —   |
| Disposals, acquisitions and investment in new businesses                        | —   | — | —   | — | — | —   |
| Fair value movements on financial instruments                                   | —   | — | —   | — | — | —   |
| Restructuring and other related costs   | —   | — | —   | — | — | —   |
| <b>Reported cost significant items (\$m)</b>                                    |     |   |     |   |   |     |
| Costs of structural reform  | —   | — | —   | — | — | —   |
| Customer redress programmes   | —   | — | —   | — | — | —   |
| Disposals, acquisitions and investment in new businesses                        | —   | — | —   | — | — | —   |
| Impairment of goodwill and other intangibles                                    | —   | — | —   | — | — | —   |
| Past service costs of guaranteed minimum pension benefits equalisation          | —   | — | —   | — | — | —   |
| Restructuring and other related costs   | (3) | — | —   | — | — | (3) |
| Settlements and provisions in connection with legal and regulatory matters      | —   | — | —   | — | — | —   |
| <b>Share of profit in associates and joint ventures significant items (\$m)</b> |     |   |     |   |   |     |
| Impairment of goodwill  | —   | — | —   | — | — | —   |
| <b>Mainland China - Global Banking and Markets</b>                              |     |   |     |   |   |     |
| <b>Reported revenue significant items (\$m)</b>                                 |     |   |     |   |   |     |
| Customer redress programmes   | —   | — | —   | — | — | —   |
| Disposals, acquisitions and investment in new businesses                        | —   | — | —   | — | — | —   |
| Fair value movements on financial instruments                                   | —   | 1 | (2) | 2 | — | 1   |
| Restructuring and other related costs   | —   | — | —   | — | — | —   |
| <b>Reported cost significant items (\$m)</b>                                    |     |   |     |   |   |     |
| Costs of structural reform  | —   | — | —   | — | — | —   |
| Customer redress programmes   | —   | — | —   | — | — | —   |
| Disposals, acquisitions and investment in new businesses                        | —   | — | —   | — | — | —   |
| Impairment of goodwill and other intangibles                                    | —   | — | —   | — | — | —   |
| Past service costs of guaranteed minimum pension benefits equalisation          | —   | — | —   | — | — | —   |
| Restructuring and other related costs   | —   | — | —   | — | — | —   |
| Settlements and provisions in connection with legal and regulatory matters      | —   | — | —   | — | — | —   |

**Share of profit in associates and joint ventures significant items (\$m)**

Impairment of goodwill

|   |       |       |       |       |     |      |
|---|-------|-------|-------|-------|-----|------|
|   | —     | —     | —     | —     | —   | —    |
| <b>Mainland China - Corporate Centre</b>  |       |       |       |       |     |      |
| <b>Reported revenue significant items (\$m)</b>                                 |       |       |       |       |     |      |
| Customer redress programmes   | —     | —     | —     | —     | —   | —    |
| Disposals, acquisitions and investment in new businesses                        | —     | —     | —     | —     | —   | —    |
| Fair value movements on financial instruments                                   | —     | —     | —     | —     | (1) | —    |
| Restructuring and other related costs   | 4     | —     | —     | —     | —   | 4    |
| <b>Reported cost significant items (\$m)</b>                                    |       |       |       |       |     |      |
| Costs of structural reform  | —     | —     | —     | —     | —   | —    |
| Customer redress programmes   | —     | —     | —     | —     | —   | —    |
| Disposals, acquisitions and investment in new businesses                        | —     | —     | —     | —     | —   | —    |
| Impairment of goodwill and other intangibles                                    | —     | —     | —     | —     | —   | —    |
| Past service costs of guaranteed minimum pension benefits equalisation          | —     | —     | —     | —     | —   | —    |
| Restructuring and other related costs   | (14)  | (1)   | (1)   | —     | (4) | (16) |
| Settlements and provisions in connection with legal and regulatory matters      | —     | —     | —     | —     | —   | —    |
| <b>Share of profit in associates and joint ventures significant items (\$m)</b> |       |       |       |       |     |      |
| Impairment of goodwill  | —     | —     | —     | —     | —   | —    |
| <b>Reconciling items - Currency translation on reported items- Totals (\$m)</b> |       |       |       |       |     |      |
| <b>Mainland China - TOTAL</b>   |       |       |       |       |     |      |
| Revenue   | 33    | 56    | 42    | 46    |     |      |
| ECL   | —     | (3)   | (4)   | (2)   |     |      |
| Operating expenses  | (25)  | (35)  | (28)  | (35)  |     |      |
| Share of profit in associates and joint ventures                                | 15    | 40    | 25    | 30    |     |      |
| Revenue significant items   | —     | 1     | —     | 1     |     |      |
| Operating expense significant items   | —     | —     | —     | —     |     |      |
| Share of profit in associates and joint ventures significant items              | —     | —     | —     | —     |     |      |
| Loans and advances to customers (net)   | 1,840 | 3,591 | 3,714 | 2,802 |     |      |
| Customer accounts   | 2,000 | 3,941 | 3,862 | 3,194 |     |      |

# HSBC

## Mainland China

### Mainland China - Wealth and Personal Banking

|  |     |      |       |      |
|--|-----|------|-------|------|
| Revenue  | 9   | 14   | 8     | 12   |
| ECL  | —   | (1)  | (2)   | (1)  |
| Operating expenses   | (8) | (12) | (9)   | (11) |
| Share of profit in associates and joint ventures                   | —   | —    | —     | —    |
|  |     |      |       |      |
| Revenue significant items  | —   | —    | —     | —    |
| Operating expense significant items                                | —   | —    | —     | —    |
| Share of profit in associates and joint ventures significant items | —   | —    | —     | —    |
|  |     |      |       |      |
| Loans and advances to customers (net)                              | 436 | 820  | 838   | 666  |
| Customer accounts  | 513 | 984  | 1,003 | 783  |

### Mainland China - Commercial Banking

|  |     |       |       |       |
|--|-----|-------|-------|-------|
| Revenue  | 7   | 15    | 10    | 11    |
| ECL  | —   | (1)   | (1)   | (1)   |
| Operating expenses   | (4) | (6)   | (5)   | (7)   |
| Share of profit in associates and joint ventures                   | —   | —     | —     | —     |
|  |     |       |       |       |
| Revenue significant items  | —   | —     | —     | —     |
| Operating expense significant items                                | —   | —     | —     | —     |
| Share of profit in associates and joint ventures significant items | —   | —     | —     | —     |
|  |     |       |       |       |
| Loans and advances to customers (net)                              | 752 | 1,530 | 1,561 | 1,137 |
| Customer accounts  | 624 | 1,265 | 1,212 | 1,010 |

### Mainland China - Global Banking and Markets

|  |     |       |       |       |
|--|-----|-------|-------|-------|
| Revenue  | 10  | 17    | 12    | 14    |
| ECL  | —   | (1)   | (1)   | —     |
| Operating expenses   | (5) | (7)   | (6)   | (6)   |
| Share of profit in associates and joint ventures                   | —   | —     | —     | —     |
|  |     |       |       |       |
| Revenue significant items  | —   | 1     | —     | —     |
| Operating expense significant items                                | —   | —     | —     | —     |
| Share of profit in associates and joint ventures significant items | —   | —     | —     | —     |
|  |     |       |       |       |
| Loans and advances to customers (net)                              | 650 | 1,238 | 1,313 | 996   |
| Customer accounts  | 862 | 1,690 | 1,644 | 1,399 |

**HSBC**

**Mainland China**

**Mainland China - Corporate Centre**

|  |     |      |     |      |
|--|-----|------|-----|------|
| Revenue  | 7   | 10   | 11  | 9    |
| ECL  | —   | 1    | —   | —    |
| Operating expenses   | (8) | (10) | (8) | (10) |
| Share of profit in associates and joint ventures                   | 15  | 40   | 25  | 30   |
|  |     |      |     |      |
| Revenue significant items  | —   | —    | —   | 1    |
| Operating expense significant items                                | —   | —    | —   | (1)  |
| Share of profit in associates and joint ventures significant items | —   | —    | —   | —    |
|  |     |      |     |      |
| Loans and advances to customers (net)                              | 1   | 3    | 2   | 2    |
| Customer accounts  | 1   | 2    | 3   | 2    |

**Middle East and North Africa - TOTAL**

**Reported (\$m)**  
 Net interest income  
 Net fee income  
 Other operating income

**Net operating income before change in expected credit losses and other credit impairment charges**

Change in expected credit losses and other credit impairment charges

Total operating expenses

*of which: staff expenses*

Share of profit/(loss) in associates and joint ventures

**Profit/(loss) before tax**

**Reported Significant items - Totals (\$m)**

Revenue  
 ECL  
 Operating expenses  
 Share of profit in associates and joint ventures

**Adjusted (\$m)****Net operating income before change in expected credit losses and other credit impairment charges**

*of which: net interest income*

Change in expected credit losses and other credit impairment charges

Total operating expenses

Share of profit/(loss) in associates and joint ventures

**Profit/(loss) before tax**

|   | Quarter ended |              |             |            |            | Year to date |
|---|---------------|--------------|-------------|------------|------------|--------------|
|   | 31-Dec-20     | 30-Sep-20    | 30-Jun-20   | 31-Mar-20  | 31-Dec-19  |              |
| Net interest income   | 336           | 352          | 383         | 394        | 432        | 1,465        |
| Net fee income  | 179           | 169          | 171         | 176        | 193        | 695          |
| Other operating income  | 111           | 102          | 135         | 120        | 138        | 468          |
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>626</b>    | <b>623</b>   | <b>689</b>  | <b>690</b> | <b>763</b> | <b>2,628</b> |
| Change in expected credit losses and other credit impairment charges                                    | (37)          | (110)        | (278)       | (333)      | (52)       | (758)        |
| Total operating expenses  | (394)         | (429)        | (394)       | (369)      | (498)      | (1,586)      |
| <i>of which: staff expenses</i>   | (184)         | (192)        | (180)       | (193)      | (201)      | (749)        |
| Share of profit/(loss) in associates and joint ventures   | 150           | (384)        | (87)        | 56         | 71         | (265)        |
| <b>Profit/(loss) before tax</b>   | <b>345</b>    | <b>(300)</b> | <b>(70)</b> | <b>44</b>  | <b>284</b> | <b>19</b>    |

**Balance sheet - reported (\$m)**

Loans and advances to customers (gross)  
 Loans and advances to customers (net)  
 Total external assets  
 Customer accounts  
 Risk-weighted assets<sup>1</sup>

|   | Balance sheet date |           |           |           |           | Balance sheet date |
|---|--------------------|-----------|-----------|-----------|-----------|--------------------|
|   | 31-Dec-20          | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 |                    |
| Loans and advances to customers (gross) | 30,540             | 31,126    | 31,388    | 31,273    | 29,955    | 30,540             |
| Loans and advances to customers (net)   | 28,700             | 29,307    | 29,615    | 29,651    | 28,556    | 28,700             |
| Total external assets                   | 64,733             | 63,472    | 64,583    | 63,810    | 61,862    | 64,733             |
| Customer accounts                       | 41,221             | 40,815    | 41,197    | 40,553    | 38,126    | 41,221             |
| Risk-weighted assets <sup>1</sup>       | 60,181             | 59,361    | 58,585    | 59,114    | 57,492    | 60,181             |

## Middle East and North Africa

## Balance sheet data - at most recent balance sheet date FX rates (\$m)

Loans and advances to customers (net)

Customer accounts

|               |        |        |        |        |        |
|---------------|--------|--------|--------|--------|--------|
| <b>28,700</b> | 29,450 | 29,447 | 29,350 | 28,019 | 28,700 |
| <b>41,221</b> | 40,988 | 41,023 | 40,092 | 37,395 | 41,221 |

## Middle East and North Africa - Wealth and Personal Banking

## Reported (\$m)

## Net operating income before change in expected credit losses and other credit impairment charges

of which: net interest income

Change in expected credit losses and other credit impairment charges

Total operating expenses

of which: staff expenses

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|            | Quarter ended |             |            |            |            | Year to date |
|------------|---------------|-------------|------------|------------|------------|--------------|
|            | 31-Dec-20     | 30-Sep-20   | 30-Jun-20  | 31-Mar-20  | 31-Dec-19  | 31-Dec-20    |
| <b>204</b> | <b>202</b>    | <b>219</b>  | <b>249</b> | <b>249</b> | <b>249</b> | <b>874</b>   |
| <b>133</b> | <b>131</b>    | <b>154</b>  | <b>157</b> | <b>163</b> | <b>575</b> |              |
| (5)        | 6             | (102)       | (50)       | (7)        | (151)      |              |
| (163)      | (196)         | (207)       | (172)      | (194)      | (738)      |              |
| (56)       | (59)          | (56)        | (61)       | (65)       | (232)      |              |
| —          | —             | —           | —          | —          | —          | —            |
| <b>36</b>  | <b>12</b>     | <b>(90)</b> | <b>27</b>  | <b>48</b>  |            | <b>(15)</b>  |

## Reported Significant items - Totals (\$m)

Revenue

ECL

Operating expenses

Share of profit in associates and joint ventures

## Adjusted (\$m)

## Net operating income before change in expected credit losses and other credit impairment charges

of which: net interest income

Change in expected credit losses and other credit impairment charges

Total operating expenses

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|            |            |             |            |            |            |
|------------|------------|-------------|------------|------------|------------|
| <b>204</b> | <b>200</b> | <b>217</b>  | <b>242</b> | <b>243</b> | <b>874</b> |
| <b>131</b> | <b>131</b> | <b>154</b>  | <b>155</b> | <b>162</b> | <b>575</b> |
| (5)        | 6          | (101)       | (50)       | (7)        | (151)      |
| (176)      | (176)      | (162)       | (165)      | (182)      | (693)      |
| —          | —          | —           | —          | —          | —          |
| <b>23</b>  | <b>30</b>  | <b>(46)</b> | <b>27</b>  | <b>54</b>  | <b>30</b>  |

## Balance sheet - reported (\$m)

Loans and advances to customers (gross)

Loans and advances to customers (net)

Total external assets

Customer accounts

Risk-weighted assets

|               | Balance sheet date |               |               |               |               | Balance sheet date |
|---------------|--------------------|---------------|---------------|---------------|---------------|--------------------|
|               | 31-Dec-20          | 30-Sep-20     | 30-Jun-20     | 31-Mar-20     | 31-Dec-19     | 31-Dec-20          |
| <b>5,534</b>  | <b>5,688</b>       | <b>5,762</b>  | <b>6,099</b>  | <b>6,217</b>  | <b>5,534</b>  |                    |
| <b>5,215</b>  | <b>5,346</b>       | <b>5,370</b>  | <b>5,777</b>  | <b>5,918</b>  | <b>5,215</b>  |                    |
| <b>16,179</b> | <b>15,823</b>      | <b>15,674</b> | <b>15,423</b> | <b>16,363</b> | <b>16,179</b> |                    |
| <b>20,293</b> | <b>19,990</b>      | <b>19,757</b> | <b>18,967</b> | <b>18,467</b> | <b>20,293</b> |                    |
| <b>7,666</b>  | <b>7,641</b>       | <b>7,404</b>  | <b>7,617</b>  | <b>7,680</b>  | <b>7,666</b>  |                    |

## Balance sheet data - at most recent balance sheet date FX rates (\$m)

Loans and advances to customers (net)

Customer accounts

|               |               |               |               |               |               |
|---------------|---------------|---------------|---------------|---------------|---------------|
| <b>5,215</b>  | <b>5,362</b>  | <b>5,348</b>  | <b>5,730</b>  | <b>5,828</b>  | <b>5,215</b>  |
| <b>20,293</b> | <b>20,111</b> | <b>19,631</b> | <b>18,673</b> | <b>18,020</b> | <b>20,293</b> |

## Middle East and North Africa - Commercial Banking

|   | Quarter ended |             |             |             |             | Year to date |
|---|---------------|-------------|-------------|-------------|-------------|--------------|
|   | 31-Dec-20     | 30-Sep-20   | 30-Jun-20   | 31-Mar-20   | 31-Dec-19   | 31-Dec-20    |
| <b>Reported (\$m)</b>   |               |             |             |             |             |              |
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> |               |             |             |             |             | <b>603</b>   |
| <i>of which: net interest income</i>  | <b>134</b>    | <b>141</b>  | <b>152</b>  | <b>176</b>  | <b>169</b>  |              |
| Change in expected credit losses and other credit impairment charges                                    | <b>85</b>     | <b>93</b>   | <b>99</b>   | <b>113</b>  | <b>116</b>  | <b>390</b>   |
| Total operating expenses  | (30)          | (68)        | (147)       | (143)       | (43)        | (388)        |
| <i>of which: staff expenses</i>   | (83)          | (92)        | (79)        | (81)        | (192)       | (335)        |
| Share of profit in associates and joint ventures  | (31)          | (31)        | (30)        | (31)        | (34)        | (123)        |
| <b>Profit/(loss) before tax</b>   | <b>—</b>      | <b>—</b>    | <b>—</b>    | <b>—</b>    | <b>—</b>    | <b>—</b>     |
|   | <b>21</b>     | <b>(19)</b> | <b>(74)</b> | <b>(48)</b> | <b>(66)</b> | <b>(120)</b> |

## Reported Significant items - Totals (\$m)

|  |   |     |   |   |      |     |
|--|---|-----|---|---|------|-----|
| Revenue  | — | —   | — | — | —    | —   |
| ECL  | — | —   | — | — | —    | —   |
| Operating expenses                               | — | (1) | — | — | (99) | (1) |
| Share of profit in associates and joint ventures | — | —   | — | — | —    | —   |

## Adjusted (\$m)

|   |            |             |             |             |            |              |
|---|------------|-------------|-------------|-------------|------------|--------------|
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>134</b> | <b>140</b>  | <b>149</b>  | <b>170</b>  | <b>163</b> | <b>603</b>   |
| <i>of which: net interest income</i>  | <b>84</b>  | <b>92</b>   | <b>98</b>   | <b>108</b>  | <b>112</b> | <b>390</b>   |
| Change in expected credit losses and other credit impairment charges                                    | (30)       | (68)        | (147)       | (141)       | (39)       | (388)        |
| Total operating expenses  | (83)       | (89)        | (78)        | (79)        | (90)       | (334)        |
| Share of profit in associates and joint ventures  | —          | —           | —           | —           | —          | —            |
| <b>Profit/(loss) before tax</b>   | <b>21</b>  | <b>(17)</b> | <b>(76)</b> | <b>(50)</b> | <b>34</b>  | <b>(119)</b> |

## Balance sheet - reported (\$m)

|   | Balance sheet date |           |           |           |           | Balance sheet date |
|---|--------------------|-----------|-----------|-----------|-----------|--------------------|
|   | 31-Dec-20          | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | 31-Dec-20          |
| Loans and advances to customers (gross) | <b>12,015</b>      | 12,377    | 12,608    | 12,400    | 11,829    | 12,015             |
| Loans and advances to customers (net)   | <b>10,747</b>      | 11,157    | 11,449    | 11,349    | 10,860    | 10,747             |
| Total external assets                   | <b>17,158</b>      | 17,529    | 17,873    | 17,792    | 17,358    | 17,158             |
| Customer accounts                       | <b>8,784</b>       | 8,505     | 9,079     | 8,986     | 8,863     | 8,784              |
| Risk-weighted assets                    | <b>15,328</b>      | 15,893    | 16,343    | 16,180    | 15,303    | 15,328             |

## Balance sheet data - at most recent balance sheet date FX rates (\$m)

|                                       |               |        |        |        |        |        |
|---------------------------------------|---------------|--------|--------|--------|--------|--------|
| Loans and advances to customers (net) | <b>10,747</b> | 11,236 | 11,350 | 11,165 | 10,528 | 10,747 |
| Customer accounts                     | <b>8,784</b>  | 8,512  | 9,047  | 8,899  | 8,717  | 8,784  |

## Middle East and North Africa - Global Banking and Markets

|   | Quarter ended |            |            |            |            | Year to date |
|---|---------------|------------|------------|------------|------------|--------------|
|   | 31-Dec-20     | 30-Sep-20  | 30-Jun-20  | 31-Mar-20  | 31-Dec-19  | 31-Dec-20    |
| <b>Reported (\$m)</b>   |               |            |            |            |            |              |
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>278</b>    | <b>274</b> | <b>315</b> | <b>264</b> | <b>299</b> | <b>1,131</b> |
| <i>of which: net interest income</i>  | <b>114</b>    | <b>118</b> | <b>129</b> | <b>133</b> | <b>134</b> | <b>494</b>   |
| Change in expected credit losses and other credit impairment charges                                    | (3)           | (47)       | (29)       | (140)      | (2)        | (219)        |
| Total operating expenses  | (117)         | (115)      | (101)      | (101)      | (108)      | (434)        |
| <i>of which: staff expenses</i>   | (39)          | (33)       | (32)       | (31)       | (32)       | (135)        |
| Share of profit in associates and joint ventures  | —             | —          | —          | —          | —          | —            |
| <b>Profit/(loss) before tax</b>   | <b>158</b>    | <b>112</b> | <b>185</b> | <b>23</b>  | <b>189</b> | <b>478</b>   |

## Reported Significant items - Totals (\$m)

|  |     |   |   |   |     |     |
|--|-----|---|---|---|-----|-----|
| Revenue  | (1) | — | — | 1 | —   | —   |
| ECL  | —   | — | — | — | —   | —   |
| Operating expenses                               | (1) | — | — | — | (1) | (1) |
| Share of profit in associates and joint ventures | —   | — | — | — | —   | —   |

## Adjusted (\$m)

|   |            |            |            |            |            |              |
|---|------------|------------|------------|------------|------------|--------------|
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>279</b> | <b>272</b> | <b>313</b> | <b>256</b> | <b>295</b> | <b>1,131</b> |
| <i>of which: net interest income</i>  | <b>114</b> | <b>118</b> | <b>129</b> | <b>131</b> | <b>132</b> | <b>494</b>   |
| Change in expected credit losses and other credit impairment charges                                    | (3)        | (47)       | (29)       | (140)      | (2)        | (219)        |
| Total operating expenses  | (116)      | (114)      | (100)      | (99)       | (105)      | (433)        |
| Share of profit in associates and joint ventures  | —          | —          | —          | —          | —          | —            |
| <b>Profit/(loss) before tax</b>   | <b>160</b> | <b>111</b> | <b>184</b> | <b>17</b>  | <b>188</b> | <b>479</b>   |

## Balance sheet - reported (\$m)

|   | 31-Dec-20     | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | Balance sheet date |
|---|---------------|-----------|-----------|-----------|-----------|--------------------|
| Loans and advances to customers (gross) | <b>12,991</b> | 13,061    | 13,018    | 12,774    | 11,909    | 31-Dec-20          |
| Loans and advances to customers (net)   | <b>12,738</b> | 12,804    | 12,796    | 12,525    | 11,778    | 12,738             |
| Total external assets                   | <b>24,852</b> | 24,054    | 24,740    | 24,047    | 21,913    | 24,852             |
| Customer accounts                       | <b>12,143</b> | 12,318    | 12,361    | 12,599    | 10,795    | 12,143             |
| Risk-weighted assets                    | <b>16,445</b> | 15,929    | 15,019    | 15,408    | 14,900    | 16,445             |

## Balance sheet data - at most recent balance sheet date FX rates (\$m)

|                                       |               |        |        |        |        |        |
|---------------------------------------|---------------|--------|--------|--------|--------|--------|
| Loans and advances to customers (net) | <b>12,738</b> | 12,852 | 12,749 | 12,455 | 11,663 | 12,738 |
| Customer accounts                     | <b>12,143</b> | 12,364 | 12,345 | 12,520 | 10,657 | 12,143 |

## Middle East and North Africa - Corporate Centre

Reported (\$m)

Net operating income before change in expected credit losses and other credit impairment charges

of which: net interest income/(expense)

Change in expected credit losses and other credit impairment charges

Total operating expenses

of which: staff expenses

Share of profit/(loss) in associates and joint ventures

Profit/(loss) before tax

|      | Quarter ended |           |           |           |           | Year to date |
|------|---------------|-----------|-----------|-----------|-----------|--------------|
|      | 31-Dec-20     | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | 31-Dec-20    |
| 9    | 9             | 6         | 3         | 1         | 46        | 19           |
| 6    | 6             | 9         | 1         | (9)       | 19        | 7            |
| —    | —             | —         | —         | —         | —         | —            |
| (30) | (30)          | (26)      | (7)       | (15)      | (4)       | (78)         |
| (58) | (58)          | (69)      | (62)      | (70)      | (70)      | (259)        |
| 150  | 150           | (384)     | (87)      | 56        | 71        | (265)        |
| 129  | 129           | (404)     | (91)      | 42        | 113       | (324)        |

## Reported Significant items - Totals (\$m)

Revenue

ECL

Operating expenses

Share of profit in associates and joint ventures

## Adjusted (\$m)

Net operating income before change in expected credit losses and other credit impairment charges

of which: net interest income/(expense)

Change in expected credit losses and other credit impairment charges

Total operating expenses

Share of profit/(loss) in associates and joint ventures

Profit/(loss) before tax

|     | 9   | 6    | 3    | 2    | 46  | 19   |
|-----|-----|------|------|------|-----|------|
| 7   | 7   | 8    | (1)  | (9)  | 12  | 7    |
| —   | —   | —    | —    | —    | —   | —    |
| 1   | 1   | (21) | (8)  | (16) | (2) | (42) |
| 150 | 150 | 78   | (87) | 56   | 71  | 197  |
| 160 | 160 | 63   | (92) | 42   | 115 | 174  |

## Balance sheet - reported (\$m)

Loans and advances to customers (gross)

Loans and advances to customers (net)

Total external assets

Customer accounts

Risk-weighted assets

|        | Balance sheet date |           |           |           |           | Balance sheet date |
|--------|--------------------|-----------|-----------|-----------|-----------|--------------------|
|        | 31-Dec-20          | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | 31-Dec-20          |
| —      | —                  | —         | —         | —         | —         | —                  |
| —      | —                  | —         | —         | —         | —         | —                  |
| 6,544  | 6,544              | 6,065     | 6,296     | 6,548     | 6,228     | 6,544              |
| —      | —                  | —         | —         | 1         | 1         | —                  |
| 20,742 | 20,742             | 19,898    | 19,819    | 19,909    | 19,609    | 20,742             |

## Balance sheet data - at most recent balance sheet date FX rates (\$m)

Loans and advances to customers (net)

Customer accounts

|   |   |   |   |   |   |
|---|---|---|---|---|---|
| — | — | — | — | — | — |
| — | — | — | — | 1 | 1 |

## Middle East and North Africa

**SIGNIFICANT ITEMS****Middle East and North Africa - TOTAL****Reported revenue significant items (\$m)**

Customer redress programmes  
Disposals, acquisitions and investment in new businesses  
Fair value movements on financial instruments  
Restructuring and other related costs

**Reported cost significant items (\$m)**

Costs of structural reform  
Customer redress programmes  
Disposals, acquisitions and investment in new businesses  
Impairment of goodwill and other intangibles  
Past service costs of guaranteed minimum pension benefits equalisation  
Restructuring and other related costs  
Settlements and provisions in connection with legal and regulatory matters

**Share of profit in associates and joint ventures significant items (\$m)**

Impairment of goodwill

**Middle East and North Africa - Wealth and Personal Banking****Reported revenue significant items (\$m)**

Customer redress programmes  
Disposals, acquisitions and investment in new businesses  
Fair value movements on financial instruments  
Restructuring and other related costs

**Reported cost significant items (\$m)**

Costs of structural reform  
Customer redress programmes  
Disposals, acquisitions and investment in new businesses  
Impairment of goodwill and other intangibles  
Past service costs of guaranteed minimum pension benefits equalisation  
Restructuring and other related costs  
Settlements and provisions in connection with legal and regulatory matters

|  | Quarter ended |           |           |           |           | Year to date |
|--|---------------|-----------|-----------|-----------|-----------|--------------|
|  | 31-Dec-20     | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 |              |
| Reported revenue significant items (\$m)                                   |               |           |           |           |           |              |
| Customer redress programmes  | —             | —         | —         | —         | —         | —            |
| Disposals, acquisitions and investment in new businesses                   | —             | —         | —         | —         | —         | —            |
| Fair value movements on financial instruments                              | (1)           | —         | —         | 1         | —         | —            |
| Restructuring and other related costs                                      | —             | —         | —         | —         | —         | —            |
| Reported cost significant items (\$m)                                      |               |           |           |           |           |              |
| Costs of structural reform   | —             | —         | —         | —         | —         | —            |
| Customer redress programmes  | —             | —         | —         | —         | —         | —            |
| Disposals, acquisitions and investment in new businesses                   | —             | —         | —         | —         | —         | —            |
| Impairment of goodwill and other intangibles                               | (4)           | (19)      | (41)      | —         | (97)      | (64)         |
| Past service costs of guaranteed minimum pension benefits equalisation     | —             | —         | —         | —         | —         | —            |
| Restructuring and other related costs                                      | (14)          | (5)       | —         | —         | (7)       | (19)         |
| Settlements and provisions in connection with legal and regulatory matters | —             | —         | —         | —         | —         | —            |
| Share of profit in associates and joint ventures significant items (\$m)   |               |           |           |           |           |              |
| Impairment of goodwill   | —             | (462)     | —         | —         | —         | (462)        |
| <b>Middle East and North Africa - Wealth and Personal Banking</b>          |               |           |           |           |           |              |
| <b>Reported revenue significant items (\$m)</b>                            |               |           |           |           |           |              |
| Customer redress programmes  | —             | —         | —         | —         | —         | —            |
| Disposals, acquisitions and investment in new businesses                   | —             | —         | —         | —         | —         | —            |
| Fair value movements on financial instruments                              | —             | —         | —         | —         | —         | —            |
| Restructuring and other related costs                                      | —             | —         | —         | —         | —         | —            |
| <b>Reported cost significant items (\$m)</b>                               |               |           |           |           |           |              |
| Costs of structural reform   | —             | —         | —         | —         | —         | —            |
| Customer redress programmes  | —             | —         | —         | —         | —         | —            |
| Disposals, acquisitions and investment in new businesses                   | —             | —         | —         | —         | —         | —            |
| Impairment of goodwill and other intangibles                               | 16            | (17)      | (41)      | —         | —         | (42)         |
| Past service costs of guaranteed minimum pension benefits equalisation     | —             | —         | —         | —         | —         | —            |
| Restructuring and other related costs                                      | (3)           | —         | —         | —         | (2)       | (3)          |
| Settlements and provisions in connection with legal and regulatory matters | —             | —         | —         | —         | —         | —            |

## Middle East and North Africa

## Share of profit in associates and joint ventures significant items (\$m)

Impairment of goodwill

|  |     |     |   |   |      |     |
|--|-----|-----|---|---|------|-----|
|  | —   | —   | — | — | —    | —   |
| <b>Middle East and North Africa - Commercial Banking</b>                   |     |     |   |   |      |     |
| Reported revenue significant items (\$m)                                   |     |     |   |   |      |     |
| Customer redress programmes  | —   | —   | — | — | —    | —   |
| Disposals, acquisitions and investment in new businesses                   | —   | —   | — | — | —    | —   |
| Fair value movements on financial instruments                              | —   | —   | — | — | —    | —   |
| Restructuring and other related costs                                      | —   | —   | — | — | —    | —   |
| Reported cost significant items (\$m)                                      |     |     |   |   |      |     |
| Costs of structural reform   | —   | —   | — | — | —    | —   |
| Customer redress programmes  | —   | —   | — | — | —    | —   |
| Disposals, acquisitions and investment in new businesses                   | —   | —   | — | — | —    | —   |
| Impairment of goodwill and other intangibles                               | 1   | (1) | — | — | (97) | —   |
| Past service costs of guaranteed minimum pension benefits equalisation     | —   | —   | — | — | —    | —   |
| Restructuring and other related costs                                      | (1) | —   | — | — | (2)  | (1) |
| Settlements and provisions in connection with legal and regulatory matters | —   | —   | — | — | —    | —   |
| Share of profit in associates and joint ventures significant items (\$m)   |     |     |   |   |      |     |
| Impairment of goodwill   | —   | —   | — | — | —    | —   |
| <b>Middle East and North Africa - Global Banking and Markets</b>           |     |     |   |   |      |     |
| Reported revenue significant items (\$m)                                   |     |     |   |   |      |     |
| Customer redress programmes  | —   | —   | — | — | —    | —   |
| Disposals, acquisitions and investment in new businesses                   | —   | —   | — | — | —    | —   |
| Fair value movements on financial instruments                              | (1) | —   | — | 1 | —    | —   |
| Restructuring and other related costs                                      | —   | —   | — | — | —    | —   |
| Reported cost significant items (\$m)                                      |     |     |   |   |      |     |
| Costs of structural reform   | —   | —   | — | — | —    | —   |
| Customer redress programmes  | —   | —   | — | — | —    | —   |
| Disposals, acquisitions and investment in new businesses                   | —   | —   | — | — | —    | —   |
| Impairment of goodwill and other intangibles                               | —   | —   | — | — | —    | —   |
| Past service costs of guaranteed minimum pension benefits equalisation     | —   | —   | — | — | —    | —   |
| Restructuring and other related costs                                      | (1) | —   | — | — | (1)  | (1) |
| Settlements and provisions in connection with legal and regulatory matters | —   | —   | — | — | —    | —   |

## Middle East and North Africa

## Share of profit in associates and joint ventures significant items (\$m)

Impairment of goodwill

|   |      |       |       |       |     |       |
|---|------|-------|-------|-------|-----|-------|
|   | —    | —     | —     | —     | —   | —     |
| <b>Middle East and North Africa - Corporate Centre</b>                          |      |       |       |       |     |       |
| Reported revenue significant items (\$m)  |      |       |       |       |     |       |
| Customer redress programmes   | —    | —     | —     | —     | —   | —     |
| Disposals, acquisitions and investment in new businesses                        | —    | —     | —     | —     | —   | —     |
| Fair value movements on financial instruments                                   | —    | —     | —     | —     | —   | —     |
| Restructuring and other related costs   | —    | —     | —     | —     | —   | —     |
| <b>Reported cost significant items (\$m)</b>                                    |      |       |       |       |     |       |
| Costs of structural reform  | —    | —     | —     | —     | —   | —     |
| Customer redress programmes   | —    | —     | —     | —     | —   | —     |
| Disposals, acquisitions and investment in new businesses                        | —    | —     | —     | —     | —   | —     |
| Impairment of goodwill and other intangibles                                    | (21) | (1)   | —     | —     | —   | (22)  |
| Past service costs of guaranteed minimum pension benefits equalisation          | —    | —     | —     | —     | —   | —     |
| Restructuring and other related costs   | (10) | (4)   | —     | —     | (2) | (14)  |
| Settlements and provisions in connection with legal and regulatory matters      | —    | —     | —     | —     | —   | —     |
| <b>Share of profit in associates and joint ventures significant items (\$m)</b> |      |       |       |       |     |       |
| Impairment of goodwill  | —    | (462) | —     | —     | —   | (462) |
| <b>Reconciling items - Currency translation on reported items- Totals (\$m)</b> |      |       |       |       |     |       |
| <b>Middle East and North Africa - TOTAL</b>                                     |      |       |       |       |     |       |
| Revenue   | (4)  | (7)   | (19)  | (16)  |     |       |
| ECL   | —    | 1     | 2     | 4     |     |       |
| Operating expenses  | 6    | 5     | 10    | 14    |     |       |
| Share of profit in associates and joint ventures                                | —    | —     | —     | —     |     |       |
| Revenue significant items   | —    | —     | —     | —     |     |       |
| Operating expense significant items   | 2    | —     | —     | —     |     |       |
| Share of profit in associates and joint ventures significant items              | —    | —     | —     | —     |     |       |
| Loans and advances to customers (net)   | 143  | (168) | (301) | (537) |     |       |
| Customer accounts   | 173  | (174) | (461) | (731) |     |       |

**Middle East and North Africa****Middle East and North Africa - Wealth and Personal Banking**

|  |     |       |       |       |
|--|-----|-------|-------|-------|
| Revenue  | (2) | (2)   | (7)   | (6)   |
| ECL  | —   | 1     | —     | —     |
| Operating expenses   | 4   | 4     | 7     | 10    |
| Share of profit in associates and joint ventures                   | —   | —     | —     | —     |
|  |     |       |       |       |
| Revenue significant items  | —   | —     | —     | —     |
| Operating expense significant items                                | 1   | —     | —     | —     |
| Share of profit in associates and joint ventures significant items | —   | —     | —     | —     |
|  |     |       |       |       |
| Loans and advances to customers (net)                              | 16  | (22)  | (47)  | (90)  |
| Customer accounts  | 121 | (126) | (294) | (447) |

**Middle East and North Africa - Commercial Banking**

|  |     |      |       |       |
|--|-----|------|-------|-------|
| Revenue  | (1) | (3)  | (6)   | (6)   |
| ECL  | —   | —    | 2     | 4     |
| Operating expenses   | 2   | 1    | 2     | 3     |
| Share of profit in associates and joint ventures                   | —   | —    | —     | —     |
|  |     |      |       |       |
| Revenue significant items  | —   | —    | —     | —     |
| Operating expense significant items                                | —   | —    | —     | —     |
| Share of profit in associates and joint ventures significant items | —   | —    | —     | —     |
|  |     |      |       |       |
| Loans and advances to customers (net)                              | 79  | (99) | (184) | (332) |
| Customer accounts  | 7   | (32) | (87)  | (146) |

**Middle East and North Africa - Global Banking and Markets**

|  |     |      |      |       |
|--|-----|------|------|-------|
| Revenue  | (2) | (2)  | (7)  | (4)   |
| ECL  | —   | —    | —    | —     |
| Operating expenses   | 1   | 1    | 2    | 2     |
| Share of profit in associates and joint ventures                   | —   | —    | —    | —     |
|  |     |      |      |       |
| Revenue significant items  | —   | —    | —    | —     |
| Operating expense significant items                                | —   | —    | —    | —     |
| Share of profit in associates and joint ventures significant items | —   | —    | —    | —     |
|  |     |      |      |       |
| Loans and advances to customers (net)                              | 48  | (47) | (70) | (115) |
| Customer accounts  | 46  | (16) | (79) | (138) |

**HSBC**

**Middle East and North Africa**

**Middle East and North Africa - Corporate Centre**

|  |   |     |     |   |
|--|---|-----|-----|---|
| Revenue  | — | —   | 1   | — |
| ECL  | — | —   | —   | — |
| Operating expenses   | — | (1) | (1) | — |
| Share of profit in associates and joint ventures                   | — | —   | —   | — |
|  |   |     |     |   |
| Revenue significant items  | — | —   | —   | — |
| Operating expense significant items                                | — | —   | —   | — |
| Share of profit in associates and joint ventures significant items | — | —   | —   | — |
|  |   |     |     |   |
| Loans and advances to customers (net)                              | — | —   | —   | — |
| Customer accounts  | — | —   | 1   | 1 |

*1 Risk-weighted assets are non-additive across geographical regions due to market risk diversification effects within the Group.*

**North America - TOTAL**

| <b>Reported (\$m)</b>   |              |              |              |              |              |              |
|---|--------------|--------------|--------------|--------------|--------------|--------------|
| Net interest income   | <b>701</b>   | 652          | 706          | 777          | 782          | 2,836        |
| Net fee income  | <b>444</b>   | 441          | 458          | 452          | 458          | 1,795        |
| Other operating income  | <b>343</b>   | 389          | 537          | 475          | 366          | 1,744        |
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>1,488</b> | <b>1,482</b> | <b>1,701</b> | <b>1,704</b> | <b>1,606</b> | <b>6,375</b> |
| Change in expected credit losses and other credit impairment charges                                    | (27)         | 14           | (379)        | (508)        | (97)         | (900)        |
| Total operating expenses  | (1,309)      | (1,503)      | (1,189)      | (1,306)      | (1,784)      | (5,307)      |
| <i>of which: staff expenses</i>   | (592)        | (594)        | (596)        | (652)        | (608)        | (2,434)      |
| Share of profit in associates and joint ventures  | —            | —            | —            | —            | —            | —            |
| <b>Profit/(loss) before tax</b>   | <b>152</b>   | <b>(7)</b>   | <b>133</b>   | <b>(110)</b> | <b>(275)</b> | <b>168</b>   |

**Reported Significant items - Totals (\$m)**

|  |             |       |      |       |       |       |
|--|-------------|-------|------|-------|-------|-------|
| Revenue  | <b>12</b>   | (49)  | (21) | 15    | (56)  | (43)  |
| ECL  | —           | —     | —    | —     | —     | —     |
| Operating expenses                               | <b>(84)</b> | (333) | (68) | (116) | (493) | (601) |
| Share of profit in associates and joint ventures | —           | —     | —    | —     | —     | —     |

**Adjusted (\$m)**

|   |              |              |              |              |              |              |
|---|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>1,476</b> | <b>1,539</b> | <b>1,746</b> | <b>1,703</b> | <b>1,665</b> | <b>6,418</b> |
| <i>of which: net interest income</i>  | <b>700</b>   | 656          | 717          | 784          | 783          | 2,836        |
| Change in expected credit losses and other credit impairment charges                                    | (27)         | 14           | (387)        | (512)        | (98)         | (900)        |
| Total operating expenses  | (1,225)      | (1,175)      | (1,136)      | (1,197)      | (1,296)      | (4,706)      |
| Share of profit in associates and joint ventures  | —            | —            | —            | —            | —            | —            |
| <b>Profit/(loss) before tax</b>   | <b>224</b>   | <b>378</b>   | <b>223</b>   | <b>(6)</b>   | <b>271</b>   | <b>812</b>   |

**Balance sheet - reported (\$m)**

|   |                  |           |           |           |           | <b>Balance sheet date</b> |
|---|------------------|-----------|-----------|-----------|-----------|---------------------------|
| Loans and advances to customers (gross) | <b>31-Dec-20</b> | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | <b>31-Dec-20</b>          |
|   | <b>109,056</b>   | 111,552   | 117,033   | 123,815   | 114,074   | 109,056                   |
| Loans and advances to customers (net)   | <b>107,969</b>   | 110,394   | 115,813   | 122,858   | 113,474   | 107,969                   |
| Total external assets                   | <b>347,893</b>   | 383,130   | 409,428   | 435,846   | 348,035   | 347,893                   |
| Customer accounts                       | <b>182,028</b>   | 177,478   | 180,489   | 153,893   | 146,676   | 182,028                   |
| Risk-weighted assets <sup>1</sup>       | <b>117,755</b>   | 122,952   | 130,580   | 133,161   | 121,953   | 117,755                   |

## Balance sheet data - at most recent balance sheet date FX rates (\$m)

Loans and advances to customers (net)

Customer accounts

|                |         |         |         |         |         |
|----------------|---------|---------|---------|---------|---------|
| <b>107,969</b> | 112,758 | 119,178 | 128,165 | 114,438 | 107,969 |
| <b>182,028</b> | 180,291 | 184,362 | 159,349 | 147,655 | 182,028 |

## North America - Wealth and Personal Banking

## Reported (\$m)

## Net operating income before change in expected credit losses and other credit impairment charges

of which: net interest income

Change in expected credit losses and other credit impairment charges

Total operating expenses

of which: staff expenses

Share of profit in associates and joint ventures

Profit/(loss) before tax

|       | Quarter ended |           |           |           |           | Year to date |
|-------|---------------|-----------|-----------|-----------|-----------|--------------|
|       | 31-Dec-20     | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | 31-Dec-20    |
| 482   | 486           | 460       | 501       | 454       |           | 1,929        |
| 328   | 304           | 294       | 350       | 348       |           | 1,276        |
| (13)  | (21)          | (44)      | (162)     | (38)      |           | (240)        |
| (476) | (684)         | (478)     | (501)     | (949)     |           | (2,139)      |
| (158) | (173)         | (167)     | (188)     | (177)     |           | (686)        |
| —     | —             | —         | —         | —         |           | —            |
| (7)   | (219)         | (62)      | (162)     | (533)     |           | (450)        |

## Reported Significant items - Totals (\$m)

Revenue

ECL

Operating expenses

Share of profit in associates and joint ventures

## Adjusted (\$m)

## Net operating income before change in expected credit losses and other credit impairment charges

of which: net interest income

Change in expected credit losses and other credit impairment charges

Total operating expenses

Share of profit in associates and joint ventures

Profit/(loss) before tax

|       |       |       |       |       |         |
|-------|-------|-------|-------|-------|---------|
| (1)   | (1)   | (1)   | (6)   | (48)  | (9)     |
| —     | —     | —     | —     | —     | —       |
| (3)   | (216) | (3)   | (9)   | (437) | (231)   |
| —     | —     | —     | —     | —     | —       |
| 483   | 490   | 468   | 513   | 504   | 1,938   |
| 328   | 306   | 299   | 353   | 350   | 1,276   |
| (13)  | (21)  | (44)  | (162) | (38)  | (240)   |
| (473) | (472) | (482) | (496) | (513) | (1,908) |
| —     | —     | —     | —     | —     | —       |
| (3)   | (3)   | (58)  | (145) | (47)  | (210)   |

## Balance sheet - reported (\$m)

Loans and advances to customers (gross)

Loans and advances to customers (net)

Total external assets

Customer accounts

Risk-weighted assets

|        | Balance sheet date |           |           |           |           | Balance sheet date |
|--------|--------------------|-----------|-----------|-----------|-----------|--------------------|
|        | 31-Dec-20          | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | 31-Dec-20          |
| 50,266 | 48,573             | 47,667    | 46,328    | 47,997    |           | 50,266             |
| 49,837 | 48,144             | 47,211    | 45,882    | 47,684    |           | 49,837             |
| 97,726 | 93,647             | 95,899    | 88,291    | 81,587    |           | 97,726             |
| 81,278 | 78,399             | 79,799    | 74,030    | 72,232    |           | 81,278             |
| 22,175 | 21,677             | 22,295    | 21,829    | 21,660    |           | 22,175             |

## Balance sheet data - at most recent balance sheet date FX rates (\$m)

Loans and advances to customers (net)

Customer accounts

|               |        |        |        |        |        |
|---------------|--------|--------|--------|--------|--------|
| <b>49,837</b> | 49,339 | 48,853 | 48,360 | 48,143 | 49,837 |
| <b>81,278</b> | 79,892 | 81,931 | 77,058 | 72,777 | 81,278 |

**North America - Commercial Banking****Reported (\$m)****Net operating income before change in expected credit losses and other credit impairment charges***of which: net interest income*

Change in expected credit losses and other credit impairment charges

Total operating expenses

*of which: staff expenses*

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|   |            | Quarter ended |             |            |            |  | Year to date |
|---|------------|---------------|-------------|------------|------------|--|--------------|
|   | 31-Dec-20  | 30-Sep-20     | 30-Jun-20   | 31-Mar-20  | 31-Dec-19  |  | 31-Dec-20    |
| <b>Reported (\$m)</b>   |            |               |             |            |            |  |              |
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>446</b> | <b>443</b>    | <b>433</b>  | <b>481</b> | <b>464</b> |  | <b>1,803</b> |
| <i>of which: net interest income</i>  | <b>298</b> | <b>291</b>    | <b>301</b>  | <b>333</b> | <b>325</b> |  | <b>1,223</b> |
| Change in expected credit losses and other credit impairment charges                                    | (7)        | 22            | (291)       | (220)      | (41)       |  | (496)        |
| Total operating expenses  | (238)      | (238)         | (227)       | (238)      | (246)      |  | (941)        |
| <i>of which: staff expenses</i>   | (101)      | (96)          | (88)        | (100)      | (98)       |  | (385)        |
| Share of profit in associates and joint ventures  | —          | —             | —           | —          | —          |  | —            |
| <b>Profit/(loss) before tax</b>   | <b>201</b> | <b>227</b>    | <b>(85)</b> | <b>23</b>  | <b>177</b> |  | <b>366</b>   |

**Reported Significant items - Totals (\$m)**

Revenue

ECL

Operating expenses

Share of profit in associates and joint ventures

**Adjusted (\$m)****Net operating income before change in expected credit losses and other credit impairment charges***of which: net interest income*

Change in expected credit losses and other credit impairment charges

Total operating expenses

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|   | 31-Dec-20  | 446        | 447         | 443        | 487        | 466 | 1,803        |
|---|------------|------------|-------------|------------|------------|-----|--------------|
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>446</b> | <b>447</b> | <b>443</b>  | <b>487</b> | <b>466</b> |     | <b>1,803</b> |
| <i>of which: net interest income</i>  | <b>298</b> | <b>293</b> | <b>307</b>  | <b>337</b> | <b>327</b> |     | <b>1,223</b> |
| Change in expected credit losses and other credit impairment charges                                    | (7)        | 22         | (297)       | (223)      | (41)       |     | (496)        |
| Total operating expenses  | (233)      | (235)      | (229)       | (240)      | (246)      |     | (930)        |
| Share of profit in associates and joint ventures  | —          | —          | —           | —          | —          |     | —            |
| <b>Profit/(loss) before tax</b>   | <b>206</b> | <b>234</b> | <b>(83)</b> | <b>24</b>  | <b>179</b> |     | <b>377</b>   |

**Balance sheet - reported (\$m)**

Loans and advances to customers (gross)

Loans and advances to customers (net)

Total external assets

Customer accounts

Risk-weighted assets

|   | 31-Dec-20     | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 |  | 31-Dec-20 |
|---|---------------|-----------|-----------|-----------|-----------|--|-----------|
| <b>Balance sheet - reported (\$m)</b>   |               |           |           |           |           |  |           |
| Loans and advances to customers (gross) | <b>44,324</b> | 46,534    | 49,178    | 51,591    | 46,968    |  | 44,324    |
| Loans and advances to customers (net)   | <b>43,842</b> | 45,988    | 48,603    | 51,208    | 46,743    |  | 43,842    |
| Total external assets                   | <b>69,976</b> | 71,025    | 74,105    | 73,664    | 65,564    |  | 69,976    |
| Customer accounts                       | <b>62,854</b> | 58,387    | 57,986    | 49,438    | 49,043    |  | 62,854    |
| Risk-weighted assets                    | <b>49,049</b> | 51,229    | 53,380    | 52,820    | 49,003    |  | 49,049    |

**Balance sheet data - at most recent balance sheet date FX rates (\$m)**

Loans and advances to customers (net)

Customer accounts

|                          | 43,842        | 47,001 | 50,078 | 53,617 | 47,183 | 43,842 |
|--------------------------|---------------|--------|--------|--------|--------|--------|
| <b>Customer accounts</b> | <b>62,854</b> | 59,331 | 59,315 | 51,322 | 49,381 | 62,854 |

## North America - Global Banking and Markets

Reported (\$m)

|   |  |
|---|--|
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> |  |
| <b>of which: net interest income</b>  |  |
| Change in expected credit losses and other credit impairment charges                                    |  |
| Total operating expenses  |  |
| <b>of which: staff expenses</b>   |  |
| Share of profit in associates and joint ventures  |  |
| <b>Profit/(loss) before tax</b>   |  |

|            | Quarter ended |            |            |            |           | Year to date |
|------------|---------------|------------|------------|------------|-----------|--------------|
|            | 31-Dec-20     | 30-Sep-20  | 30-Jun-20  | 31-Mar-20  | 31-Dec-19 |              |
| 497        | 498           | 708        | 729        | 605        |           | 2,432        |
| 92         | 91            | 143        | 124        | 129        |           | 450          |
| (7)        | 13            | (45)       | (126)      | (19)       |           | (165)        |
| (383)      | (415)         | (386)      | (371)      | (417)      |           | (1,555)      |
| (141)      | (129)         | (144)      | (148)      | (138)      |           | (562)        |
| —          | —             | —          | —          | —          |           | —            |
| <b>107</b> | <b>96</b>     | <b>277</b> | <b>232</b> | <b>169</b> |           | <b>712</b>   |

## Reported Significant items - Totals (\$m)

|  |      |      |      |     |     |      |
|--|------|------|------|-----|-----|------|
| Revenue  | (12) | (48) | (20) | 13  | (1) | (67) |
| ECL  | —    | —    | —    | —   | —   | —    |
| Operating expenses                               | 11   | (11) | (22) | (4) | (6) | (26) |
| Share of profit in associates and joint ventures | —    | —    | —    | —   | —   | —    |

## Adjusted (\$m)

|   |  |
|---|--|
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> |  |
| <b>of which: net interest income</b>  |  |
| Change in expected credit losses and other credit impairment charges                                    |  |
| Total operating expenses  |  |
| Share of profit in associates and joint ventures  |  |
| <b>Profit/(loss) before tax</b>   |  |

|            | Balance sheet date |            |            |            |            | Balance sheet date |
|------------|--------------------|------------|------------|------------|------------|--------------------|
|            | 31-Dec-20          | 30-Sep-20  | 30-Jun-20  | 31-Mar-20  | 31-Dec-19  |                    |
| <b>108</b> | <b>156</b>         | <b>317</b> | <b>223</b> | <b>177</b> | <b>805</b> |                    |

## Balance sheet - reported (\$m)

|   |         |         |         |         |         |         |
|---|---------|---------|---------|---------|---------|---------|
| Loans and advances to customers (gross) | 14,466  | 16,445  | 20,188  | 25,896  | 19,109  | 14,466  |
| Loans and advances to customers (net)   | 14,290  | 16,262  | 19,999  | 25,768  | 19,047  | 14,290  |
| Total external assets                   | 175,159 | 213,637 | 233,737 | 268,209 | 194,774 | 175,159 |
| Customer accounts                       | 37,901  | 40,692  | 42,704  | 30,425  | 25,401  | 37,901  |
| Risk-weighted assets                    | 42,444  | 45,239  | 49,779  | 53,238  | 46,109  | 42,444  |

## Balance sheet data - at most recent balance sheet date FX rates (\$m)

|                                       |        |        |        |        |        |        |
|---------------------------------------|--------|--------|--------|--------|--------|--------|
| Loans and advances to customers (net) | 14,290 | 16,418 | 20,246 | 26,188 | 19,112 | 14,290 |
| Customer accounts                     | 37,901 | 41,068 | 43,115 | 30,969 | 25,497 | 37,901 |

## North America - Corporate Centre

|  | Quarter ended |              |           |              |             | Year to date |
|--|---------------|--------------|-----------|--------------|-------------|--------------|
|  | 31-Dec-20     | 30-Sep-20    | 30-Jun-20 | 31-Mar-20    | 31-Dec-19   | 31-Dec-20    |
| Reported (\$m)   |               |              |           |              |             |              |
| Net operating income before change in expected credit losses and other credit impairment charges | 64            | 55           | 100       | (7)          | 83          | 212          |
| of which: net interest expense   | (18)          | (33)         | (32)      | (30)         | (20)        | (113)        |
| Change in expected credit losses and other credit impairment charges                             | (1)           | —            | 1         | —            | 1           | —            |
| Total operating expenses   | (211)         | (167)        | (98)      | (196)        | (172)       | (672)        |
| of which: staff expenses   | (194)         | (194)        | (197)     | (216)        | (195)       | (801)        |
| Share of profit in associates and joint ventures   | —             | —            | —         | —            | —           | —            |
| <b>Profit/(loss) before tax</b>  | <b>(148)</b>  | <b>(112)</b> | <b>3</b>  | <b>(203)</b> | <b>(88)</b> | <b>(460)</b> |

## Reported Significant items - Totals (\$m)

|  |      |       |      |       |      |       |
|--|------|-------|------|-------|------|-------|
| Revenue  | 25   | —     | —    | 8     | (7)  | 33    |
| ECL  | —    | —     | —    | —     | —    | —     |
| Operating expenses                               | (85) | (103) | (41) | (103) | (48) | (332) |
| Share of profit in associates and joint ventures | —    | —     | —    | —     | —    | —     |

## Adjusted (\$m)

|  |             |            |           |              |             |              |
|--|-------------|------------|-----------|--------------|-------------|--------------|
| Net operating income before change in expected credit losses and other credit impairment charges | 39          | 55         | 103       | (15)         | 85          | 179          |
| of which: net interest expense   | (18)        | (34)       | (33)      | (30)         | (24)        | (113)        |
| Change in expected credit losses and other credit impairment charges                             | (1)         | —          | —         | —            | 1           | —            |
| Total operating expenses   | (126)       | (64)       | (57)      | (93)         | (126)       | (340)        |
| Share of profit in associates and joint ventures   | —           | —          | —         | —            | —           | —            |
| <b>Profit/(loss) before tax</b>  | <b>(88)</b> | <b>(9)</b> | <b>46</b> | <b>(108)</b> | <b>(40)</b> | <b>(161)</b> |

## Balance sheet - reported (\$m)

|   | Balance sheet date |           |           |           |           | Balance sheet date |
|---|--------------------|-----------|-----------|-----------|-----------|--------------------|
|   | 31-Dec-20          | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | 31-Dec-20          |
| Loans and advances to customers (gross) | —                  | —         | —         | —         | —         | —                  |
| Loans and advances to customers (net)   | —                  | —         | —         | —         | —         | —                  |
| Total external assets                   | 5,031              | 4,821     | 5,687     | 5,682     | 6,110     | 5,031              |
| Customer accounts                       | (5)                | —         | —         | —         | —         | (5)                |
| Risk-weighted assets                    | 4,087              | 4,807     | 5,126     | 5,274     | 5,181     | 4,087              |

## Balance sheet data - at most recent balance sheet date FX rates (\$m)

|                                       |     |   |   |   |   |     |
|---------------------------------------|-----|---|---|---|---|-----|
| Loans and advances to customers (net) | —   | — | — | — | — | —   |
| Customer accounts                     | (5) | — | — | — | — | (5) |

**SIGNIFICANT ITEMS****North America - TOTAL****Reported revenue significant items (\$m)**

Customer redress programmes  
 Disposals, acquisitions and investment in new businesses  
 Fair value movements on financial instruments  
 Restructuring and other related costs

**Reported cost significant items (\$m)**

Costs of structural reform  
 Customer redress programmes  
 Disposals, acquisitions and investment in new businesses  
 Impairment of goodwill and other intangibles  
 Past service costs of guaranteed minimum pension benefits equalisation  
 Restructuring and other related costs  
 Settlements and provisions in connection with legal and regulatory matters

**Share of profit in associates and joint ventures significant items (\$m)**

Impairment of goodwill

**North America - Wealth and Personal Banking****Reported revenue significant items (\$m)**

Customer redress programmes  
 Disposals, acquisitions and investment in new businesses  
 Fair value movements on financial instruments  
 Restructuring and other related costs

**Reported cost significant items (\$m)**

Costs of structural reform  
 Customer redress programmes  
 Disposals, acquisitions and investment in new businesses  
 Impairment of goodwill and other intangibles  
 Past service costs of guaranteed minimum pension benefits equalisation  
 Restructuring and other related costs  
 Settlements and provisions in connection with legal and regulatory matters

|  | Quarter ended |           |           |           |           | Year to date |
|--|---------------|-----------|-----------|-----------|-----------|--------------|
|  | 31-Dec-20     | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 |              |
| Reported revenue significant items (\$m)                                   |               |           |           |           |           |              |
| Customer redress programmes  | —             | —         | —         | —         | —         | —            |
| Disposals, acquisitions and investment in new businesses                   | (2)           | —         | (1)       | (7)       | (55)      | (10)         |
| Fair value movements on financial instruments                              | 1             | (2)       | (10)      | 13        | (1)       | 2            |
| Restructuring and other related costs                                      | 13            | (47)      | (10)      | 9         | —         | (35)         |
| Reported cost significant items (\$m)                                      |               |           |           |           |           |              |
| Costs of structural reform   | —             | —         | —         | —         | —         | —            |
| Customer redress programmes  | —             | —         | —         | —         | —         | —            |
| Disposals, acquisitions and investment in new businesses                   | —             | —         | —         | —         | —         | —            |
| Impairment of goodwill and other intangibles                               | (1)           | (222)     | —         | —         | (431)     | (223)        |
| Past service costs of guaranteed minimum pension benefits equalisation     | —             | —         | —         | —         | —         | —            |
| Restructuring and other related costs                                      | (83)          | (111)     | (68)      | (116)     | (62)      | (378)        |
| Settlements and provisions in connection with legal and regulatory matters | —             | —         | —         | —         | —         | —            |
| Share of profit in associates and joint ventures significant items (\$m)   |               |           |           |           |           |              |
| Impairment of goodwill   | —             | —         | —         | —         | —         | —            |
| North America - Wealth and Personal Banking                                |               |           |           |           |           |              |
| Reported revenue significant items (\$m)                                   |               |           |           |           |           |              |
| Customer redress programmes  | —             | —         | —         | —         | —         | —            |
| Disposals, acquisitions and investment in new businesses                   | (1)           | (1)       | (1)       | (6)       | (48)      | (9)          |
| Fair value movements on financial instruments                              | —             | —         | —         | —         | —         | —            |
| Restructuring and other related costs                                      | —             | —         | —         | —         | —         | —            |
| Reported cost significant items (\$m)                                      |               |           |           |           |           |              |
| Costs of structural reform   | —             | —         | —         | —         | —         | —            |
| Customer redress programmes  | —             | —         | —         | —         | —         | —            |
| Disposals, acquisitions and investment in new businesses                   | —             | —         | —         | —         | —         | —            |
| Impairment of goodwill and other intangibles                               | —             | (207)     | —         | —         | (431)     | (207)        |
| Past service costs of guaranteed minimum pension benefits equalisation     | —             | —         | —         | —         | —         | —            |
| Restructuring and other related costs                                      | (3)           | (9)       | (3)       | (9)       | (6)       | (24)         |
| Settlements and provisions in connection with legal and regulatory matters | —             | —         | —         | —         | —         | —            |



**HSBC****North America****Share of profit in associates and joint ventures significant items (\$m)**

Impairment of goodwill

|   |       |       |       |       |      |       |
|---|-------|-------|-------|-------|------|-------|
|   | —     | —     | —     | —     | —    | —     |
| <b>North America - Corporate Centre</b>   |       |       |       |       |      |       |
| <b>Reported revenue significant items (\$m)</b>                                 |       |       |       |       |      |       |
| Customer redress programmes   | —     | —     | —     | —     | —    | —     |
| Disposals, acquisitions and investment in new businesses                        | —     | —     | —     | (1)   | (7)  | (1)   |
| Fair value movements on financial instruments                                   | —     | —     | —     | —     | —    | —     |
| Restructuring and other related costs   | 25    | —     | —     | 9     | —    | 34    |
| <b>Reported cost significant items (\$m)</b>                                    |       |       |       |       |      |       |
| Costs of structural reform  | —     | —     | —     | —     | —    | —     |
| Customer redress programmes   | —     | —     | —     | —     | —    | —     |
| Disposals, acquisitions and investment in new businesses                        | —     | —     | —     | —     | —    | —     |
| Impairment of goodwill and other intangibles                                    | —     | (10)  | —     | —     | —    | (10)  |
| Past service costs of guaranteed minimum pension benefits equalisation          | —     | —     | —     | —     | —    | —     |
| Restructuring and other related costs   | (85)  | (93)  | (41)  | (103) | (48) | (322) |
| Settlements and provisions in connection with legal and regulatory matters      | —     | —     | —     | —     | —    | —     |
| <b>Share of profit in associates and joint ventures significant items (\$m)</b> |       |       |       |       |      |       |
| Impairment of goodwill  | —     | —     | —     | —     | —    | —     |
| <b>Reconciling items - Currency translation on reported items- Totals (\$m)</b> |       |       |       |       |      |       |
| <b>North America - TOTAL</b>  |       |       |       |       |      |       |
| Revenue   | 8     | 24    | 14    | 3     |      |       |
| ECL   | —     | (8)   | (4)   | (1)   |      |       |
| Operating expenses  | (6)   | (14)  | (8)   | (3)   |      |       |
| Share of profit in associates and joint ventures                                | —     | —     | —     | —     |      |       |
| Revenue significant items   | —     | —     | —     | —     |      |       |
| Operating expense significant items   | (1)   | 1     | (1)   | 2     |      |       |
| Share of profit in associates and joint ventures significant items              | —     | —     | —     | —     |      |       |
| Loans and advances to customers (net)   | 2,364 | 3,365 | 5,307 | 964   |      |       |
| Customer accounts   | 2,813 | 3,873 | 5,456 | 979   |      |       |

**HSBC****North America****North America - Wealth and Personal Banking**

|  |       |       |       |     |
|--|-------|-------|-------|-----|
| Revenue  | 3     | 7     | 5     | 2   |
| ECL  | —     | —     | —     | —   |
| Operating expenses   | (3)   | (7)   | (4)   | (1) |
| Share of profit in associates and joint ventures                   | —     | —     | —     | —   |
| Revenue significant items  | —     | —     | (1)   | —   |
| Operating expense significant items                                | 1     | —     | —     | —   |
| Share of profit in associates and joint ventures significant items | —     | —     | —     | —   |
| Loans and advances to customers (net)                              | 1,195 | 1,642 | 2,478 | 459 |
| Customer accounts  | 1,493 | 2,132 | 3,028 | 545 |

**North America - Commercial Banking**

|  |       |       |       |     |
|--|-------|-------|-------|-----|
| Revenue  | 4     | 10    | 6     | 2   |
| ECL  | —     | (6)   | (3)   | —   |
| Operating expenses   | (1)   | (4)   | (2)   | (1) |
| Share of profit in associates and joint ventures                   | —     | —     | —     | —   |
| Revenue significant items  | —     | —     | —     | —   |
| Operating expense significant items                                | —     | —     | —     | 1   |
| Share of profit in associates and joint ventures significant items | —     | —     | —     | —   |
| Loans and advances to customers (net)                              | 1,013 | 1,475 | 2,409 | 440 |
| Customer accounts  | 944   | 1,329 | 1,884 | 338 |

**North America - Global Banking and Markets**

|  |     |     |     |    |
|--|-----|-----|-----|----|
| Revenue  | 1   | 4   | 2   | 1  |
| ECL  | —   | (1) | (1) | —  |
| Operating expenses   | —   | (2) | (1) | —  |
| Share of profit in associates and joint ventures                   | —   | —   | —   | —  |
| Revenue significant items  | —   | —   | —   | —  |
| Operating expense significant items                                | —   | 3   | —   | —  |
| Share of profit in associates and joint ventures significant items | —   | —   | —   | —  |
| Loans and advances to customers (net)                              | 156 | 247 | 420 | 65 |
| Customer accounts  | 376 | 411 | 544 | 96 |

**HSBC**

**North America**

**North America - Corporate Centre**

|  |   |     |     |     |
|--|---|-----|-----|-----|
| Revenue  | — | 3   | 1   | (4) |
| ECL  | — | (1) | —   | —   |
| Operating expenses   | — | (1) | (1) | (1) |
| Share of profit in associates and joint ventures                   | — | —   | —   | —   |
|  |   |     |     |     |
| Revenue significant items  | — | —   | 1   | 1   |
| Operating expense significant items                                | — | (1) | (1) | 1   |
| Share of profit in associates and joint ventures significant items | — | —   | —   | —   |
|  |   |     |     |     |
| Loans and advances to customers (net)                              | — | —   | —   | —   |
| Customer accounts  | — | —   | —   | —   |

*1 Risk-weighted assets are non-additive across geographical regions due to market risk diversification effects within the Group.*

**US - TOTAL**

| <b>Reported (\$m)</b>   |              |              |              |              |              |
|---|--------------|--------------|--------------|--------------|--------------|
| Net interest income   | 472          | 453          | 502          | 495          | 496          |
| Net fee income  | 292          | 300          | 319          | 307          | 311          |
| Other operating income  | 273          | 308          | 445          | 424          | 299          |
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>1,037</b> | <b>1,061</b> | <b>1,266</b> | <b>1,226</b> | <b>1,106</b> |
| Change in expected credit losses and other credit impairment charges                                    | (22)         | 15           | (237)        | (378)        | (68)         |
| Total operating expenses  | (996)        | (1,241)      | (932)        | (1,025)      | (1,078)      |
| <i>of which: staff expenses</i>   | (441)        | (448)        | (463)        | (495)        | (474)        |
| Share of profit in associates and joint ventures  | —            | —            | —            | —            | —            |
| <b>Profit/(loss) before tax</b>   | <b>19</b>    | <b>(165)</b> | <b>97</b>    | <b>(177)</b> | <b>(40)</b>  |

**Reported Significant items - Totals (\$m)**

|  |      |       |      |       |      |       |
|--|------|-------|------|-------|------|-------|
| Revenue  | 14   | (49)  | (19) | 13    | (55) | (41)  |
| ECL  | —    | —     | —    | —     | —    | —     |
| Operating expenses                               | (57) | (322) | (65) | (112) | (54) | (556) |
| Share of profit in associates and joint ventures | —    | —     | —    | —     | —    | —     |

**Adjusted (\$m)**

|   |              |              |              |              |              |              |
|---|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>1,023</b> | <b>1,110</b> | <b>1,286</b> | <b>1,213</b> | <b>1,159</b> | <b>4,631</b> |
| <i>of which: net interest income</i>  | 472          | 453          | 502          | 495          | 495          | 1,922        |
| Change in expected credit losses and other credit impairment charges                                    | (22)         | 15           | (237)        | (378)        | (68)         | (622)        |
| Total operating expenses  | (939)        | (919)        | (867)        | (913)        | (1,025)      | (3,638)      |
| Share of profit in associates and joint ventures  | —            | —            | —            | —            | —            | —            |
| <b>Profit/(loss) before tax</b>   | <b>62</b>    | <b>206</b>   | <b>182</b>   | <b>(78)</b>  | <b>66</b>    | <b>371</b>   |

**Balance sheet - reported (\$m)**

|   | Balance sheet date |           |           |           |           | Balance sheet date |
|---|--------------------|-----------|-----------|-----------|-----------|--------------------|
|   | 31-Dec-20          | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | 31-Dec-20          |
| Loans and advances to customers (gross) | 58,703             | 62,888    | 68,751    | 76,560    | 63,874    | 58,703             |
| Loans and advances to customers (net)   | 58,082             | 62,242    | 68,036    | 75,994    | 63,588    | 58,082             |
| Total external assets                   | 254,085            | 288,538   | 317,121   | 346,561   | 261,923   | 254,085            |
| Customer accounts                       | 117,485            | 114,695   | 120,236   | 99,714    | 90,834    | 117,485            |
| Risk-weighted assets                    | 84,939             | 90,171    | 97,347    | 101,298   | 89,420    | 84,939             |

**Balance sheet data - at most recent balance sheet date FX rates (\$m)**

Loans and advances to customers (net)

Customer accounts

|                |         |         |        |        |         |
|----------------|---------|---------|--------|--------|---------|
| <b>58,082</b>  | 62,242  | 68,036  | 75,993 | 63,588 | 58,082  |
| <b>117,485</b> | 114,695 | 120,236 | 99,714 | 90,834 | 117,485 |

**HSBC US - Wealth and Personal Banking****Reported (\$m)****Net operating income before change in expected credit losses and other credit impairment charges***of which: net interest income*

Change in expected credit losses and other credit impairment charges

Total operating expenses

*of which: staff expenses*

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|             | Quarter ended |             |              |              |              | Year to date |
|-------------|---------------|-------------|--------------|--------------|--------------|--------------|
|             | 31-Dec-20     | 30-Sep-20   | 30-Jun-20    | 31-Mar-20    | 31-Dec-19    | 31-Dec-20    |
| <b>295</b>  | <b>309</b>    | <b>295</b>  | <b>311</b>   | <b>265</b>   | <b>1,210</b> |              |
| <b>203</b>  | <b>195</b>    | <b>191</b>  | <b>228</b>   | <b>222</b>   | <b>817</b>   |              |
| (2)         | (11)          | (37)        | (139)        | (30)         | (189)        |              |
| (322)       | (542)         | (345)       | (359)        | (373)        | (1,568)      |              |
| (105)       | (123)         | (119)       | (133)        | (126)        | (480)        |              |
| —           | —             | —           | —            | —            | —            |              |
| <b>(29)</b> | <b>(244)</b>  | <b>(87)</b> | <b>(187)</b> | <b>(138)</b> | <b>(547)</b> |              |

**Reported Significant items - Totals (\$m)**

Revenue

ECL

Operating expenses

Share of profit in associates and joint ventures

**Adjusted (\$m)****Net operating income before change in expected credit losses and other credit impairment charges***of which: net interest income*

Change in expected credit losses and other credit impairment charges

Total operating expenses

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|             |             |             |              |             |              |
|-------------|-------------|-------------|--------------|-------------|--------------|
| —           | (1)         | (1)         | (7)          | (48)        | (9)          |
| —           | —           | —           | —            | —           | —            |
| (1)         | (215)       | (3)         | (9)          | (4)         | (228)        |
| —           | —           | —           | —            | —           | —            |
| <b>295</b>  | <b>310</b>  | <b>296</b>  | <b>317</b>   | <b>313</b>  | <b>1,219</b> |
| <b>204</b>  | <b>195</b>  | <b>191</b>  | <b>227</b>   | <b>222</b>  | <b>817</b>   |
| (2)         | (11)        | (37)        | (140)        | (30)        | (189)        |
| (321)       | (327)       | (342)       | (349)        | (371)       | (1,340)      |
| —           | —           | —           | —            | —           | —            |
| <b>(28)</b> | <b>(28)</b> | <b>(83)</b> | <b>(172)</b> | <b>(88)</b> | <b>(310)</b> |

**Balance sheet - reported (\$m)**

Loans and advances to customers (gross)

Loans and advances to customers (net)

Total external assets

Customer accounts

Risk-weighted assets

|               | Balance sheet date |               |               |               |               | Balance sheet date |
|---------------|--------------------|---------------|---------------|---------------|---------------|--------------------|
|               | 31-Dec-20          | 30-Sep-20     | 30-Jun-20     | 31-Mar-20     | 31-Dec-19     | 31-Dec-20          |
| <b>24,056</b> | <b>23,812</b>      | <b>24,034</b> | <b>24,033</b> | <b>23,827</b> | <b>24,056</b> |                    |
| <b>23,802</b> | <b>23,550</b>      | <b>23,739</b> | <b>23,746</b> | <b>23,658</b> | <b>23,802</b> |                    |
| <b>58,725</b> | <b>56,260</b>      | <b>60,033</b> | <b>56,425</b> | <b>48,715</b> | <b>58,725</b> |                    |
| <b>48,241</b> | <b>46,706</b>      | <b>48,484</b> | <b>46,139</b> | <b>43,027</b> | <b>48,241</b> |                    |
| <b>16,134</b> | <b>16,001</b>      | <b>16,525</b> | <b>16,452</b> | <b>15,897</b> | <b>16,134</b> |                    |

**Balance sheet data - at most recent balance sheet date FX rates (\$m)**

Loans and advances to customers (net)

Customer accounts

|               |               |               |               |               |               |
|---------------|---------------|---------------|---------------|---------------|---------------|
| <b>23,802</b> | <b>23,550</b> | <b>23,739</b> | <b>23,746</b> | <b>23,658</b> | <b>23,802</b> |
| <b>48,241</b> | <b>46,706</b> | <b>48,484</b> | <b>46,139</b> | <b>43,028</b> | <b>48,241</b> |

**HSBC US - Commercial Banking****Reported (\$m)****Net operating income before change in expected credit losses and other credit impairment charges***of which: net interest income*

Change in expected credit losses and other credit impairment charges

Total operating expenses

*of which: staff expenses*

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|            | Quarter ended |             |             |            |              | Year to date |
|------------|---------------|-------------|-------------|------------|--------------|--------------|
|            | 31-Dec-20     | 30-Sep-20   | 30-Jun-20   | 31-Mar-20  | 31-Dec-19    | 31-Dec-20    |
| <b>255</b> | <b>260</b>    | <b>246</b>  | <b>261</b>  | <b>245</b> | <b>1,022</b> |              |
| <b>198</b> | <b>195</b>    | <b>194</b>  | <b>200</b>  | <b>193</b> | <b>787</b>   |              |
| (10)       | 21            | (181)       | (123)       | (21)       | (293)        |              |
| (146)      | (152)         | (144)       | (148)       | (157)      | (590)        |              |
| (64)       | (65)          | (58)        | (65)        | (66)       | (252)        |              |
| —          | —             | —           | —           | —          | —            |              |
| <b>99</b>  | <b>129</b>    | <b>(79)</b> | <b>(10)</b> | <b>67</b>  | <b>139</b>   |              |

**Reported Significant items - Totals (\$m)**

Revenue

ECL

Operating expenses

Share of profit in associates and joint ventures

**Adjusted (\$m)****Net operating income before change in expected credit losses and other credit impairment charges***of which: net interest income*

Change in expected credit losses and other credit impairment charges

Total operating expenses

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|            |            |             |             |            |              |
|------------|------------|-------------|-------------|------------|--------------|
| <b>255</b> | <b>260</b> | <b>245</b>  | <b>261</b>  | <b>245</b> | <b>1,022</b> |
| <b>197</b> | <b>195</b> | <b>194</b>  | <b>202</b>  | <b>193</b> | <b>787</b>   |
| (10)       | 21         | (181)       | (123)       | (21)       | (293)        |
| (145)      | (148)      | (142)       | (148)       | (157)      | (583)        |
| —          | —          | —           | —           | —          | —            |
| <b>100</b> | <b>133</b> | <b>(78)</b> | <b>(10)</b> | <b>67</b>  | <b>146</b>   |

**Balance sheet - reported (\$m)**

Loans and advances to customers (gross)

Loans and advances to customers (net)

Total external assets

Customer accounts

Risk-weighted assets

|               | Balance sheet date |               |               |               |               | Balance sheet date |
|---------------|--------------------|---------------|---------------|---------------|---------------|--------------------|
|               | 31-Dec-20          | 30-Sep-20     | 30-Jun-20     | 31-Mar-20     | 31-Dec-19     | 31-Dec-20          |
| <b>23,435</b> | <b>25,897</b>      | <b>28,210</b> | <b>30,480</b> | <b>24,473</b> | <b>23,435</b> |                    |
| <b>23,222</b> | <b>25,670</b>      | <b>27,947</b> | <b>30,315</b> | <b>24,406</b> | <b>23,222</b> |                    |
| <b>36,147</b> | <b>37,905</b>      | <b>41,032</b> | <b>42,201</b> | <b>33,726</b> | <b>36,147</b> |                    |
| <b>39,577</b> | <b>36,999</b>      | <b>37,091</b> | <b>30,173</b> | <b>28,998</b> | <b>39,577</b> |                    |
| <b>28,770</b> | <b>30,879</b>      | <b>32,654</b> | <b>33,782</b> | <b>29,276</b> | <b>28,770</b> |                    |

**Balance sheet data - at most recent balance sheet date FX rates (\$m)**

Loans and advances to customers (net)

Customer accounts

|               |               |               |               |               |               |
|---------------|---------------|---------------|---------------|---------------|---------------|
| <b>23,222</b> | <b>25,670</b> | <b>27,947</b> | <b>30,315</b> | <b>24,406</b> | <b>23,222</b> |
| <b>39,577</b> | <b>36,999</b> | <b>37,091</b> | <b>30,173</b> | <b>28,998</b> | <b>39,577</b> |

**HSBC US - Global Banking and Markets****Reported (\$m)****Net operating income before change in expected credit losses and other credit impairment charges***of which: net interest income*

Change in expected credit losses and other credit impairment charges

Total operating expenses

*of which: staff expenses*

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|              | Quarter ended |              |              |              |                | Year to date |
|--------------|---------------|--------------|--------------|--------------|----------------|--------------|
|              | 31-Dec-20     | 30-Sep-20    | 30-Jun-20    | 31-Mar-20    | 31-Dec-19      | 31-Dec-20    |
| <b>430</b>   | <b>433</b>    | <b>623</b>   | <b>663</b>   | <b>517</b>   | <b>2,149</b>   |              |
| <b>84</b>    | <b>87</b>     | <b>135</b>   | <b>88</b>    | <b>97</b>    | <b>394</b>     |              |
| <b>(10)</b>  | <b>6</b>      | <b>(19)</b>  | <b>(116)</b> | <b>(18)</b>  | <b>(139)</b>   |              |
| <b>(351)</b> | <b>(398)</b>  | <b>(354)</b> | <b>(334)</b> | <b>(387)</b> | <b>(1,437)</b> |              |
| <b>(129)</b> | <b>(120)</b>  | <b>(134)</b> | <b>(133)</b> | <b>(130)</b> | <b>(516)</b>   |              |
| <b>—</b>     | <b>—</b>      | <b>—</b>     | <b>—</b>     | <b>—</b>     | <b>—</b>       |              |
| <b>69</b>    | <b>41</b>     | <b>250</b>   | <b>213</b>   | <b>112</b>   | <b>573</b>     |              |

**Reported Significant items - Totals (\$m)**

|  |           |             |             |            |            |             |
|--|-----------|-------------|-------------|------------|------------|-------------|
| Revenue  | (9)       | (48)        | (18)        | 10         | (1)        | (65)        |
| ECL  | —         | —           | —           | —          | —          | —           |
| Operating expenses                               | <b>11</b> | <b>(11)</b> | <b>(19)</b> | <b>(1)</b> | <b>(6)</b> | <b>(20)</b> |
| Share of profit in associates and joint ventures | —         | —           | —           | —          | —          | —           |

**Adjusted (\$m)**

|   |              |              |              |              |              |                |
|---|--------------|--------------|--------------|--------------|--------------|----------------|
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>439</b>   | <b>481</b>   | <b>641</b>   | <b>653</b>   | <b>518</b>   | <b>2,214</b>   |
| <i>of which: net interest income</i>  | <b>84</b>    | <b>87</b>    | <b>135</b>   | <b>88</b>    | <b>97</b>    | <b>394</b>     |
| Change in expected credit losses and other credit impairment charges                                    | <b>(10)</b>  | <b>6</b>     | <b>(19)</b>  | <b>(116)</b> | <b>(18)</b>  | <b>(139)</b>   |
| Total operating expenses  | <b>(362)</b> | <b>(386)</b> | <b>(335)</b> | <b>(333)</b> | <b>(381)</b> | <b>(1,417)</b> |
| Share of profit in associates and joint ventures  | —            | —            | —            | —            | —            | —              |
| <b>Profit/(loss) before tax</b>   | <b>67</b>    | <b>101</b>   | <b>287</b>   | <b>204</b>   | <b>119</b>   | <b>658</b>     |

**Balance sheet - reported (\$m)**

|   | 31-Dec-20      | 30-Sep-20      | 30-Jun-20      | 31-Mar-20      | 31-Dec-19      | Balance sheet date |
|---|----------------|----------------|----------------|----------------|----------------|--------------------|
| Loans and advances to customers (gross) | <b>11,212</b>  | <b>13,179</b>  | <b>16,508</b>  | <b>22,047</b>  | <b>15,574</b>  | <b>31-Dec-20</b>   |
| Loans and advances to customers (net)   | <b>11,057</b>  | <b>13,021</b>  | <b>16,351</b>  | <b>21,933</b>  | <b>15,524</b>  | <b>11,057</b>      |
| Total external assets                   | <b>154,456</b> | <b>189,909</b> | <b>210,734</b> | <b>242,533</b> | <b>174,376</b> | <b>154,456</b>     |
| Customer accounts                       | <b>29,672</b>  | <b>30,990</b>  | <b>34,660</b>  | <b>23,402</b>  | <b>18,809</b>  | <b>29,672</b>      |
| Risk-weighted assets                    | <b>36,140</b>  | <b>38,867</b>  | <b>43,285</b>  | <b>46,126</b>  | <b>39,415</b>  | <b>36,140</b>      |

**Balance sheet data - at most recent balance sheet date FX rates (\$m)**

|                                       |               |               |               |               |               |               |
|---------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Loans and advances to customers (net) | <b>11,057</b> | <b>13,021</b> | <b>16,351</b> | <b>21,933</b> | <b>15,524</b> | <b>11,057</b> |
| Customer accounts                     | <b>29,672</b> | <b>30,990</b> | <b>34,660</b> | <b>23,402</b> | <b>18,809</b> | <b>29,672</b> |

**HSBC US - Corporate Centre****Reported (\$m)**

|   |  |
|---|--|
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> |  |
| <b>of which: net interest expense</b>   |  |
| Change in expected credit losses and other credit impairment charges                                    |  |
| Total operating expenses  |  |
| <b>of which: staff expenses</b>   |  |
| Share of profit in associates and joint ventures  |  |
| <b>Profit/(loss) before tax</b>   |  |

|              | Quarter ended |           |              |             |           | Year to date |
|--------------|---------------|-----------|--------------|-------------|-----------|--------------|
|              | 31-Dec-20     | 30-Sep-20 | 30-Jun-20    | 31-Mar-20   | 31-Dec-19 | 31-Dec-20    |
| 55           | 58            | 102       | (9)          | 79          | 206       |              |
| (16)         | (22)          | (18)      | (21)         | (16)        | (77)      |              |
| —            | —             | —         | —            | 1           | —         |              |
| (176)        | (149)         | (89)      | (184)        | (161)       | (598)     |              |
| (141)        | (141)         | (152)     | (164)        | (152)       | (598)     |              |
| —            | —             | —         | —            | —           | —         |              |
| <b>(121)</b> | <b>(91)</b>   | <b>13</b> | <b>(193)</b> | <b>(81)</b> |           | <b>(392)</b> |

**Reported Significant items - Totals (\$m)**

|  |      |      |      |       |      |       |
|--|------|------|------|-------|------|-------|
| Revenue  | 23   | —    | —    | 10    | (6)  | 33    |
| ECL  | —    | —    | —    | —     | —    | —     |
| Operating expenses                               | (65) | (91) | (41) | (102) | (44) | (299) |
| Share of profit in associates and joint ventures | —    | —    | —    | —     | —    | —     |

**Adjusted (\$m)**

|   |  |
|---|--|
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> |  |
| <b>of which: net interest expense</b>   |  |
| Change in expected credit losses and other credit impairment charges                                    |  |
| Total operating expenses  |  |
| Share of profit in associates and joint ventures  |  |
| <b>Profit/(loss) before tax</b>   |  |

|              | Balance sheet date |              |              |              |           | Balance sheet date |
|--------------|--------------------|--------------|--------------|--------------|-----------|--------------------|
|              | 31-Dec-20          | 30-Sep-20    | 30-Jun-20    | 31-Mar-20    | 31-Dec-19 | 31-Dec-20          |
| —            | —                  | —            | (1)          | —            | —         | —                  |
| —            | —                  | —            | (1)          | —            | —         | —                  |
| <b>4,757</b> | <b>4,463</b>       | <b>5,322</b> | <b>5,402</b> | <b>5,106</b> |           | <b>4,757</b>       |
| (5)          | —                  | 1            | —            | —            |           | (5)                |
| <b>3,895</b> | <b>4,424</b>       | <b>4,883</b> | <b>4,938</b> | <b>4,832</b> |           | <b>3,895</b>       |

**Balance sheet data - at most recent balance sheet date FX rates (\$m)**

|                                       |     |   |   |   |   |     |
|---------------------------------------|-----|---|---|---|---|-----|
| Loans and advances to customers (net) | —   | — | — | — | — | —   |
| Customer accounts                     | (5) | — | — | — | — | (5) |

**SIGNIFICANT ITEMS****HSBC US - TOTAL****Reported revenue significant items (\$m)**

Customer redress programmes  
 Disposals, acquisitions and investment in new businesses  
 Fair value movements on financial instruments  
 Restructuring and other related costs

**Reported cost significant items (\$m)**

Costs of structural reform  
 Customer redress programmes  
 Disposals, acquisitions and investment in new businesses  
 Impairment of goodwill and other intangibles  
 Past service costs of guaranteed minimum pension benefits equalisation  
 Restructuring and other related costs  
 Settlements and provisions in connection with legal and regulatory matters

**Share of profit in associates and joint ventures significant items (\$m)**

Impairment of goodwill

**HSBC US - Wealth and Personal Banking****Reported revenue significant items (\$m)**

Customer redress programmes  
 Disposals, acquisitions and investment in new businesses  
 Fair value movements on financial instruments  
 Restructuring and other related costs

**Reported cost significant items (\$m)**

Costs of structural reform  
 Customer redress programmes  
 Disposals, acquisitions and investment in new businesses  
 Impairment of goodwill and other intangibles  
 Past service costs of guaranteed minimum pension benefits equalisation  
 Restructuring and other related costs  
 Settlements and provisions in connection with legal and regulatory matters

|  | Quarter ended |           |           |           |           | Year to date |
|--|---------------|-----------|-----------|-----------|-----------|--------------|
|  | 31-Dec-20     | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 |              |
| Reported revenue significant items (\$m)                                   |               |           |           |           |           |              |
| Customer redress programmes  | —             | —         | —         | —         | —         | —            |
| Disposals, acquisitions and investment in new businesses                   | (1)           | (1)       | (1)       | (7)       | (54)      | (10)         |
| Fair value movements on financial instruments                              | 1             | (2)       | (7)       | 10        | (1)       | 2            |
| Restructuring and other related costs                                      | 14            | (46)      | (11)      | 10        | —         | (33)         |
| Reported cost significant items (\$m)                                      |               |           |           |           |           |              |
| Costs of structural reform   | —             | —         | —         | —         | —         | —            |
| Customer redress programmes  | —             | —         | —         | —         | —         | —            |
| Disposals, acquisitions and investment in new businesses                   | —             | —         | —         | —         | —         | —            |
| Impairment of goodwill and other intangibles                               | (1)           | (222)     | —         | —         | —         | (223)        |
| Past service costs of guaranteed minimum pension benefits equalisation     | —             | —         | —         | —         | —         | —            |
| Restructuring and other related costs                                      | (56)          | (100)     | (65)      | (112)     | (54)      | (333)        |
| Settlements and provisions in connection with legal and regulatory matters | —             | —         | —         | —         | —         | —            |
| Share of profit in associates and joint ventures significant items (\$m)   |               |           |           |           |           |              |
| Impairment of goodwill   | —             | —         | —         | —         | —         | —            |
| <b>HSBC US - Wealth and Personal Banking</b>                               |               |           |           |           |           |              |
| Reported revenue significant items (\$m)                                   |               |           |           |           |           |              |
| Customer redress programmes  | —             | —         | —         | —         | —         | —            |
| Disposals, acquisitions and investment in new businesses                   | —             | (1)       | (1)       | (7)       | (48)      | (9)          |
| Fair value movements on financial instruments                              | —             | —         | —         | —         | —         | —            |
| Restructuring and other related costs                                      | —             | —         | —         | —         | —         | —            |
| Reported cost significant items (\$m)                                      |               |           |           |           |           |              |
| Costs of structural reform   | —             | —         | —         | —         | —         | —            |
| Customer redress programmes  | —             | —         | —         | —         | —         | —            |
| Disposals, acquisitions and investment in new businesses                   | —             | —         | —         | —         | —         | —            |
| Impairment of goodwill and other intangibles                               | —             | (207)     | —         | —         | —         | (207)        |
| Past service costs of guaranteed minimum pension benefits equalisation     | —             | —         | —         | —         | —         | —            |
| Restructuring and other related costs                                      | (1)           | (8)       | (3)       | (9)       | (4)       | (21)         |
| Settlements and provisions in connection with legal and regulatory matters | —             | —         | —         | —         | —         | —            |

**Share of profit in associates and joint ventures significant items (\$m)**

Impairment of goodwill

|   |      |      |      |     |     |      |
|---|------|------|------|-----|-----|------|
|   | —    | —    | —    | —   | —   | —    |
| <b>HSBC US - Commercial Banking</b>   |      |      |      |     |     |      |
| <b>Reported revenue significant items (\$m)</b>                                 |      |      |      |     |     |      |
| Customer redress programmes   | —    | —    | —    | —   | —   | —    |
| Disposals, acquisitions and investment in new businesses                        | —    | —    | —    | —   | —   | —    |
| Fair value movements on financial instruments                                   | —    | —    | —    | —   | —   | —    |
| Restructuring and other related costs   | —    | —    | —    | —   | —   | —    |
| <b>Reported cost significant items (\$m)</b>                                    |      |      |      |     |     |      |
| Costs of structural reform  | —    | —    | —    | —   | —   | —    |
| Customer redress programmes   | —    | —    | —    | —   | —   | —    |
| Disposals, acquisitions and investment in new businesses                        | —    | —    | —    | —   | —   | —    |
| Impairment of goodwill and other intangibles                                    | —    | (1)  | —    | —   | —   | (1)  |
| Past service costs of guaranteed minimum pension benefits equalisation          | —    | —    | —    | —   | —   | —    |
| Restructuring and other related costs   | (1)  | (3)  | (2)  | —   | —   | (6)  |
| Settlements and provisions in connection with legal and regulatory matters      | —    | —    | —    | —   | —   | —    |
| <b>Share of profit in associates and joint ventures significant items (\$m)</b> |      |      |      |     |     |      |
| Impairment of goodwill  | —    | —    | —    | —   | —   | —    |
| <b>HSBC US - Global Banking and Markets</b>                                     |      |      |      |     |     |      |
| <b>Reported revenue significant items (\$m)</b>                                 |      |      |      |     |     |      |
| Customer redress programmes   | —    | —    | —    | —   | —   | —    |
| Disposals, acquisitions and investment in new businesses                        | —    | —    | —    | —   | —   | —    |
| Fair value movements on financial instruments                                   | 2    | (2)  | (8)  | 10  | (1) | 2    |
| Restructuring and other related costs   | (11) | (46) | (10) | —   | —   | (67) |
| <b>Reported cost significant items (\$m)</b>                                    |      |      |      |     |     |      |
| Costs of structural reform  | —    | —    | —    | —   | —   | —    |
| Customer redress programmes   | —    | —    | —    | —   | —   | —    |
| Disposals, acquisitions and investment in new businesses                        | —    | —    | —    | —   | —   | —    |
| Impairment of goodwill and other intangibles                                    | —    | (4)  | —    | —   | —   | (4)  |
| Past service costs of guaranteed minimum pension benefits equalisation          | —    | —    | —    | —   | —   | —    |
| Restructuring and other related costs   | 11   | (7)  | (19) | (1) | (6) | (16) |
| Settlements and provisions in connection with legal and regulatory matters      | —    | —    | —    | —   | —   | —    |

**Share of profit in associates and joint ventures significant items (\$m)**

Impairment of goodwill

|   |      |      |      |       |      |       |
|---|------|------|------|-------|------|-------|
|   | —    | —    | —    | —     | —    | —     |
| <b>HSBC US - Corporate Centre</b>   |      |      |      |       |      |       |
| <b>Reported revenue significant items (\$m)</b>                                 |      |      |      |       |      |       |
| Customer redress programmes   | —    | —    | —    | —     | —    | —     |
| Disposals, acquisitions and investment in new businesses                        | (1)  | —    | —    | —     | (6)  | (1)   |
| Fair value movements on financial instruments                                   | —    | —    | —    | —     | —    | —     |
| Restructuring and other related costs   | 24   | —    | —    | 10    | —    | 34    |
| <b>Reported cost significant items (\$m)</b>                                    |      |      |      |       |      |       |
| Costs of structural reform  | —    | —    | —    | —     | —    | —     |
| Customer redress programmes   | —    | —    | —    | —     | —    | —     |
| Disposals, acquisitions and investment in new businesses                        | —    | —    | —    | —     | —    | —     |
| Impairment of goodwill and other intangibles                                    | —    | (10) | —    | —     | —    | (10)  |
| Past service costs of guaranteed minimum pension benefits equalisation          | —    | —    | —    | —     | —    | —     |
| Restructuring and other related costs   | (65) | (81) | (41) | (102) | (44) | (289) |
| Settlements and provisions in connection with legal and regulatory matters      | —    | —    | —    | —     | —    | —     |
| <b>Share of profit in associates and joint ventures significant items (\$m)</b> |      |      |      |       |      |       |
| Impairment of goodwill  | —    | —    | —    | —     | —    | —     |
| <b>Reconciling items - Currency translation on reported items- Totals (\$m)</b> |      |      |      |       |      |       |
| <b>HSBC US - TOTAL</b>  |      |      |      |       |      |       |
| Revenue   | —    | 1    | —    | —     | (2)  | —     |
| ECL   | —    | —    | —    | —     | —    | —     |
| Operating expenses  | —    | —    | —    | —     | —    | —     |
| Share of profit in associates and joint ventures                                | —    | —    | —    | —     | —    | —     |
| Revenue significant items   | —    | —    | —    | —     | —    | —     |
| Operating expense significant items   | —    | —    | —    | —     | 1    | —     |
| Share of profit in associates and joint ventures significant items              | —    | —    | —    | —     | —    | —     |
| Loans and advances to customers (net)   | —    | —    | (1)  | —     | —    | —     |
| Customer accounts   | —    | —    | —    | —     | —    | —     |

**HSBC US - Wealth and Personal Banking**

|  |   |   |     |     |
|--|---|---|-----|-----|
| Revenue  | — | — | (1) | —   |
| ECL  | — | — | (1) | —   |
| Operating expenses   | — | — | 1   | (1) |
| Share of profit in associates and joint ventures                   | — | — | —   | —   |
|  |   |   |     |     |
| Revenue significant items  | — | — | —   | —   |
| Operating expense significant items                                | — | — | —   | 1   |
| Share of profit in associates and joint ventures significant items | — | — | —   | —   |
|  |   |   |     |     |
| Loans and advances to customers (net)                              | — | — | —   | —   |
| Customer accounts  | — | — | —   | 1   |

**HSBC US - Commercial Banking**

|  |   |     |   |   |
|--|---|-----|---|---|
| Revenue  | — | (1) | — | — |
| ECL  | — | —   | — | — |
| Operating expenses   | — | —   | — | — |
| Share of profit in associates and joint ventures                   | — | —   | — | — |
|  |   |     |   |   |
| Revenue significant items  | — | —   | — | — |
| Operating expense significant items                                | — | —   | — | — |
| Share of profit in associates and joint ventures significant items | — | —   | — | — |
|  |   |     |   |   |
| Loans and advances to customers (net)                              | — | —   | — | — |
| Customer accounts  | — | —   | — | — |

**HSBC US - Global Banking and Markets**

|  |     |   |   |   |
|--|-----|---|---|---|
| Revenue  | —   | — | — | — |
| ECL  | —   | — | — | — |
| Operating expenses   | —   | — | — | — |
| Share of profit in associates and joint ventures                   | —   | — | — | — |
|  |     |   |   |   |
| Revenue significant items  | —   | — | — | — |
| Operating expense significant items                                | (1) | — | — | — |
| Share of profit in associates and joint ventures significant items | —   | — | — | — |
|  |     |   |   |   |
| Loans and advances to customers (net)                              | —   | — | — | — |
| Customer accounts  | —   | — | — | — |

**HSBC US - Corporate Centre**

|  |   |     |     |     |
|--|---|-----|-----|-----|
| Revenue  | — | 1   | 1   | (3) |
| ECL  | — | —   | —   | —   |
| Operating expenses   | — | 1   | (1) | —   |
| Share of profit in associates and joint ventures                   | — | —   | —   | —   |
|  |   |     |     |     |
| Revenue significant items  | — | —   | (1) | —   |
| Operating expense significant items                                | — | —   | (1) | —   |
| Share of profit in associates and joint ventures significant items | — | —   | —   | —   |
|  |   |     |     |     |
| Loans and advances to customers (net)                              | — | 1   | —   | —   |
| Customer accounts  | — | (1) | —   | —   |

**Latin America - TOTAL**

| Reported (\$m)  | 31-Dec-20    | 30-Sep-20  | 30-Jun-20   | 31-Mar-20  | 31-Dec-19    | Year to date |
|---|--------------|------------|-------------|------------|--------------|--------------|
| Net interest income   | 513          | 484        | 450         | 513        | 514          | 1,960        |
| Net fee income  | 116          | 121        | 104         | 126        | 143          | 467          |
| Other operating income <sup>1</sup>   | 68           | 141        | 160         | 224        | 282          | 593          |
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>697</b>   | <b>746</b> | <b>714</b>  | <b>863</b> | <b>939</b>   | <b>3,020</b> |
| Change in expected credit losses and other credit impairment charges                                    | (275)        | (192)      | (340)       | (317)      | (275)        | (1,124)      |
| Total operating expenses  | (583)        | (445)      | (430)       | (480)      | (935)        | (1,938)      |
| <i>of which: staff expenses</i>   | (198)        | (161)      | (147)       | (189)      | (195)        | (695)        |
| Share of profit in associates and joint ventures  | 2            | 1          | 1           | 1          | 2            | 5            |
| <b>Profit/(loss) before tax</b>   | <b>(159)</b> | <b>110</b> | <b>(55)</b> | <b>67</b>  | <b>(269)</b> | <b>(37)</b>  |

**Reported Significant items - Totals (\$m)**

|  |      |      |      |    |       |      |
|--|------|------|------|----|-------|------|
| Revenue  | (5)  | (1)  | (7)  | 16 | (2)   | 3    |
| ECL  | —    | —    | —    | —  | —     | —    |
| Operating expenses                               | (61) | (19) | (11) | —  | (359) | (91) |
| Share of profit in associates and joint ventures | —    | —    | —    | —  | —     | —    |

**Adjusted (\$m)**

|   |             |            |             |            |            |              |
|---|-------------|------------|-------------|------------|------------|--------------|
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>702</b>  | <b>770</b> | <b>763</b>  | <b>786</b> | <b>818</b> | <b>3,017</b> |
| <i>of which: net interest income</i>  | <b>512</b>  | <b>497</b> | <b>472</b>  | <b>474</b> | <b>452</b> | <b>1,960</b> |
| Change in expected credit losses and other credit impairment charges                                    | (275)       | (211)      | (380)       | (296)      | (231)      | (1,124)      |
| Total operating expenses  | (522)       | (439)      | (440)       | (448)      | (506)      | (1,847)      |
| Share of profit in associates and joint ventures  | 2           | 1          | 1           | 1          | 1          | 5            |
| <b>Profit/(loss) before tax</b>   | <b>(93)</b> | <b>121</b> | <b>(56)</b> | <b>43</b>  | <b>82</b>  | <b>51</b>    |

**Balance sheet - reported (\$m)**

|   | 31-Dec-20     | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | Balance sheet date |
|---|---------------|-----------|-----------|-----------|-----------|--------------------|
| Loans and advances to customers (gross) | <b>21,050</b> | 20,542    | 20,855    | 20,895    | 24,021    | 31-Dec-20          |
| Loans and advances to customers (net)   | <b>19,658</b> | 19,333    | 19,785    | 20,040    | 23,136    | 19,658             |
| Total external assets                   | <b>46,859</b> | 43,516    | 45,451    | 44,670    | 49,905    | 46,859             |
| Customer accounts                       | <b>27,478</b> | 24,882    | 25,117    | 23,174    | 28,237    | 27,478             |
| Risk-weighted assets <sup>2</sup>       | <b>35,240</b> | 32,897    | 33,278    | 32,895    | 38,460    | 35,240             |

## Balance sheet data - at most recent balance sheet date FX rates (\$m)

Loans and advances to customers (net)

Customer accounts

|               |        |        |        |        |        |
|---------------|--------|--------|--------|--------|--------|
| <b>19,658</b> | 21,134 | 22,427 | 22,998 | 21,527 | 19,658 |
| <b>27,478</b> | 26,838 | 27,916 | 25,942 | 25,932 | 27,478 |

## Latin America - Wealth and Personal Banking

## Reported (\$m)

## Net operating income before change in expected credit losses and other credit impairment charges

of which: net interest income

Change in expected credit losses and other credit impairment charges

Total operating expenses

of which: staff expenses

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|             | Quarter ended |             |             |             |              | Year to date |
|-------------|---------------|-------------|-------------|-------------|--------------|--------------|
|             | 31-Dec-20     | 30-Sep-20   | 30-Jun-20   | 31-Mar-20   | 31-Dec-19    | 31-Dec-20    |
| 426         | 450           | 420         | 500         | 550         | 1,796        |              |
| 329         | 326           | 306         | 385         | 396         | 1,346        |              |
| (148)       | (136)         | (207)       | (234)       | (230)       | (725)        |              |
| (360)       | (296)         | (280)       | (324)       | (365)       | (1,260)      |              |
| (104)       | (90)          | (78)        | (97)        | (110)       | (369)        |              |
| 3           | 1             | 1           | 1           | 2           | 6            |              |
| <b>(79)</b> | <b>19</b>     | <b>(66)</b> | <b>(57)</b> | <b>(43)</b> | <b>(183)</b> |              |

## Reported Significant items - Totals (\$m)

Revenue

— — — — — —

ECL

— — — — — —

Operating expenses

(22) (12) (1) — (16) (35)

Share of profit in associates and joint ventures

— — — — — —

## Adjusted (\$m)

## Net operating income before change in expected credit losses and other credit impairment charges

426 471 453 473 490 1,796

of which: net interest income

329 341 330 361 356 1,346

Change in expected credit losses and other credit impairment charges

(148) (150) (232) (217) (197) (725)

Total operating expenses

(338) (294) (296) (302) (307) (1,225)

Share of profit in associates and joint ventures

3 1 1 1 1 6

**Profit/(loss) before tax**

(57) 28 (74) (45) (13) (148)

## Balance sheet - reported (\$m)

Loans and advances to customers (gross)

31-Dec-20 30-Sep-20 30-Jun-20 31-Mar-20 31-Dec-19 31-Dec-20

8,348 7,333 6,994 6,914 8,457 8,348

Loans and advances to customers (net)

7,507 6,592 6,324 6,355 7,838 7,507

Total external assets

15,703 14,579 14,238 13,794 16,043 15,703

Customer accounts

13,666 11,631 11,560 10,819 13,614 13,666

Risk-weighted assets

11,497 10,294 9,875 9,290 11,335 11,497

## Balance sheet data - at most recent balance sheet date FX rates (\$m)

Loans and advances to customers (net)

7,507 7,231 7,213 7,346 7,318 7,507

Customer accounts

13,666 12,576 12,831 12,148 12,539 13,666

**Latin America - Commercial Banking****Reported (\$m)****Net operating income before change in expected credit losses and other credit impairment charges***of which: net interest income*

Change in expected credit losses and other credit impairment charges

Total operating expenses

*of which: staff expenses*

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|   | Quarter ended |            |            |            |              | Year to date |
|---|---------------|------------|------------|------------|--------------|--------------|
|   | 31-Dec-20     | 30-Sep-20  | 30-Jun-20  | 31-Mar-20  | 31-Dec-19    | 31-Dec-20    |
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>148</b>    | <b>149</b> | <b>145</b> | <b>164</b> | <b>194</b>   | <b>606</b>   |
| <i>of which: net interest income</i>  | <b>131</b>    | <b>127</b> | <b>122</b> | <b>135</b> | <b>160</b>   | <b>515</b>   |
| Change in expected credit losses and other credit impairment charges                                    | (116)         | (42)       | (71)       | (53)       | (37)         | (282)        |
| Total operating expenses  | (97)          | (82)       | (78)       | (88)       | (444)        | (345)        |
| <i>of which: staff expenses</i>   | (20)          | (18)       | (17)       | (22)       | (23)         | (77)         |
| Share of profit in associates and joint ventures  | —             | —          | (1)        | —          | —            | (1)          |
| <b>Profit/(loss) before tax</b>   | <b>(65)</b>   | <b>25</b>  | <b>(5)</b> | <b>23</b>  | <b>(287)</b> | <b>(22)</b>  |

**Reported Significant items - Totals (\$m)**

Revenue

ECL

Operating expenses

Share of profit in associates and joint ventures

**Adjusted (\$m)****Net operating income before change in expected credit losses and other credit impairment charges***of which: net interest income*

Change in expected credit losses and other credit impairment charges

Total operating expenses

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|   |             |            |             |            |            |             |
|---|-------------|------------|-------------|------------|------------|-------------|
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>148</b>  | <b>151</b> | <b>147</b>  | <b>147</b> | <b>163</b> | <b>606</b>  |
| <i>of which: net interest income</i>  | <b>131</b>  | <b>128</b> | <b>125</b>  | <b>121</b> | <b>135</b> | <b>515</b>  |
| Change in expected credit losses and other credit impairment charges                                    | (116)       | (45)       | (79)        | (50)       | (30)       | (282)       |
| Total operating expenses  | (96)        | (83)       | (80)        | (80)       | (90)       | (344)       |
| Share of profit in associates and joint ventures  | —           | —          | (1)         | —          | —          | (1)         |
| <b>Profit/(loss) before tax</b>   | <b>(64)</b> | <b>23</b>  | <b>(13)</b> | <b>17</b>  | <b>43</b>  | <b>(21)</b> |

**Balance sheet - reported (\$m)**

Loans and advances to customers (gross)

Loans and advances to customers (net)

Total external assets

Customer accounts

Risk-weighted assets

|   | Balance sheet date |           |           |           |           | Balance sheet date |
|---|--------------------|-----------|-----------|-----------|-----------|--------------------|
|   | 31-Dec-20          | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | 31-Dec-20          |
| Loans and advances to customers (gross) | 6,940              | 6,451     | 6,614     | 6,636     | 7,739     | 6,940              |
| Loans and advances to customers (net)   | 6,534              | 6,111     | 6,314     | 6,398     | 7,506     | 6,534              |
| Total external assets                   | 9,925              | 9,532     | 9,531     | 9,516     | 10,971    | 9,925              |
| Customer accounts                       | 8,212              | 7,779     | 8,086     | 7,580     | 8,261     | 8,212              |
| Risk-weighted assets                    | 10,008             | 9,390     | 9,549     | 9,325     | 10,720    | 10,008             |

**Balance sheet data - at most recent balance sheet date FX rates (\$m)**

Loans and advances to customers (net)

Customer accounts

|       |       |       |       |       |       |
|-------|-------|-------|-------|-------|-------|
| 6,534 | 6,618 | 7,046 | 7,255 | 6,924 | 6,534 |
| 8,212 | 8,433 | 9,059 | 8,577 | 7,624 | 8,212 |

## Latin America - Global Banking and Markets

Reported (\$m)

Net operating income before change in expected credit losses and other credit impairment charges

of which: net interest income

Change in expected credit losses and other credit impairment charges

Total operating expenses

of which: staff expenses

Share of profit in associates and joint ventures

Profit/(loss) before tax

|           | Quarter ended |           |           |            |            | Year to date |
|-----------|---------------|-----------|-----------|------------|------------|--------------|
|           | 31-Dec-20     | 30-Sep-20 | 30-Jun-20 | 31-Mar-20  | 31-Dec-19  | 31-Dec-20    |
| 143       | 140           | 151       | 155       | 189        | 589        |              |
| 103       | 74            | 68        | 78        | 94         | 323        |              |
| (10)      | (15)          | (58)      | (30)      | (5)        | (113)      |              |
| (73)      | (54)          | (53)      | (63)      | (74)       | (243)      |              |
| (19)      | (10)          | (12)      | (16)      | (15)       | (57)       |              |
| —         | —             | —         | —         | —          | —          |              |
| <b>60</b> | <b>71</b>     | <b>40</b> | <b>62</b> | <b>110</b> | <b>233</b> |              |

## Reported Significant items - Totals (\$m)

Revenue

ECL

Operating expenses

Share of profit in associates and joint ventures

|     |   |     |    |     |     |
|-----|---|-----|----|-----|-----|
| (6) | — | (7) | 15 | (3) | 2   |
| —   | — | —   | —  | —   | —   |
| (6) | — | —   | —  | (1) | (6) |
| —   | — | —   | —  | —   | —   |

## Adjusted (\$m)

Net operating income before change in expected credit losses and other credit impairment charges

of which: net interest income

Change in expected credit losses and other credit impairment charges

Total operating expenses

Share of profit in associates and joint ventures

Profit/(loss) before tax

|             |             |             |             |             |              |
|-------------|-------------|-------------|-------------|-------------|--------------|
| <b>149</b>  | <b>142</b>  | <b>163</b>  | <b>123</b>  | <b>164</b>  | <b>587</b>   |
| <b>104</b>  | <b>74</b>   | <b>69</b>   | <b>65</b>   | <b>73</b>   | <b>323</b>   |
| <b>(10)</b> | <b>(16)</b> | <b>(66)</b> | <b>(29)</b> | <b>(3)</b>  | <b>(113)</b> |
| <b>(67)</b> | <b>(55)</b> | <b>(55)</b> | <b>(57)</b> | <b>(63)</b> | <b>(237)</b> |
| <b>—</b>    | <b>—</b>    | <b>—</b>    | <b>—</b>    | <b>—</b>    | <b>—</b>     |
| <b>72</b>   | <b>71</b>   | <b>42</b>   | <b>37</b>   | <b>98</b>   | <b>237</b>   |

## Balance sheet - reported (\$m)

Loans and advances to customers (gross)

Loans and advances to customers (net)

Total external assets

Customer accounts

Risk-weighted assets

|        | Balance sheet date |           |           |           |           | Balance sheet date |
|--------|--------------------|-----------|-----------|-----------|-----------|--------------------|
|        | 31-Dec-20          | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | 31-Dec-20          |
| 5,763  | 6,758              | 7,247     | 7,345     | 7,825     | 5,763     |                    |
| 5,618  | 6,630              | 7,147     | 7,287     | 7,792     | 5,618     |                    |
| 20,991 | 19,163             | 21,406    | 21,133    | 22,376    | 20,991    |                    |
| 5,599  | 5,472              | 5,471     | 4,775     | 6,362     | 5,599     |                    |
| 12,971 | 12,655             | 13,046    | 13,483    | 15,779    | 12,971    |                    |

## Balance sheet data - at most recent balance sheet date FX rates (\$m)

Loans and advances to customers (net)

Customer accounts

|       |       |       |       |       |       |
|-------|-------|-------|-------|-------|-------|
| 5,618 | 7,285 | 8,168 | 8,397 | 7,285 | 5,618 |
| 5,599 | 5,829 | 6,025 | 5,216 | 5,769 | 5,599 |

**Latin America - Corporate Centre****Reported (\$m)****Net operating income before change in expected credit losses and other credit impairment charges***of which: net interest expense*

Change in expected credit losses and other credit impairment charges

Total operating expenses

*of which: staff expenses*

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|   | Quarter ended |            |             |           |             | Year to date |
|---|---------------|------------|-------------|-----------|-------------|--------------|
|   | 31-Dec-20     | 30-Sep-20  | 30-Jun-20   | 31-Mar-20 | 31-Dec-19   | 31-Dec-20    |
| <b>Reported (\$m)</b>   |               |            |             |           |             |              |
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | (20)          | 7          | (2)         | 44        | 6           | <b>29</b>    |
| <i>of which: net interest expense</i>   | (51)          | (43)       | (46)        | (85)      | (136)       | (225)        |
| Change in expected credit losses and other credit impairment charges                                    | —             | —          | (4)         | —         | (3)         | (4)          |
| Total operating expenses  | (52)          | (14)       | (19)        | (5)       | (52)        | (90)         |
| <i>of which: staff expenses</i>   | (55)          | (43)       | (40)        | (54)      | (47)        | (192)        |
| Share of profit in associates and joint ventures  | (1)           | —          | 1           | —         | —           | —            |
| <b>Profit/(loss) before tax</b>   | <b>(73)</b>   | <b>(7)</b> | <b>(24)</b> | <b>39</b> | <b>(49)</b> | <b>(65)</b>  |

**Reported Significant items - Totals (\$m)**

Revenue

ECL

Operating expenses

Share of profit in associates and joint ventures

|  |      |     |      |   |     |      |
|--|------|-----|------|---|-----|------|
| Revenue  | (1)  | —   | —    | 1 | 1   | —    |
| ECL  | —    | —   | —    | — | —   | —    |
| Operating expenses                               | (32) | (7) | (10) | — | (5) | (49) |
| Share of profit in associates and joint ventures | —    | —   | —    | — | —   | —    |

**Adjusted (\$m)****Net operating income before change in expected credit losses and other credit impairment charges***of which: net interest expense*

Change in expected credit losses and other credit impairment charges

Total operating expenses

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|   |             |            |             |           |             |             |
|---|-------------|------------|-------------|-----------|-------------|-------------|
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>(19)</b> | <b>6</b>   | <b>—</b>    | <b>42</b> | <b>1</b>    | <b>29</b>   |
| <i>of which: net interest expense</i>   | (51)        | (45)       | (51)        | (73)      | (112)       | (225)       |
| Change in expected credit losses and other credit impairment charges                                    | —           | —          | (4)         | —         | (2)         | (4)         |
| Total operating expenses  | (20)        | (8)        | (10)        | (9)       | (46)        | (41)        |
| Share of profit in associates and joint ventures  | (1)         | —          | —           | —         | —           | —           |
| <b>Profit/(loss) before tax</b>   | <b>(40)</b> | <b>(2)</b> | <b>(14)</b> | <b>33</b> | <b>(47)</b> | <b>(16)</b> |

**Balance sheet - reported (\$m)**

Loans and advances to customers (gross)

Loans and advances to customers (net)

Total external assets

Customer accounts

Risk-weighted assets

|   | Balance sheet date |           |           |           |           | Balance sheet date |
|---|--------------------|-----------|-----------|-----------|-----------|--------------------|
|   | 31-Dec-20          | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | 31-Dec-20          |
| Loans and advances to customers (gross) | —                  | —         | —         | —         | —         | —                  |
| Loans and advances to customers (net)   | —                  | —         | —         | —         | —         | —                  |
| Total external assets                   | 241                | 244       | 276       | 227       | 515       | 241                |
| Customer accounts                       | —                  | —         | —         | —         | —         | —                  |
| Risk-weighted assets                    | 764                | 558       | 808       | 797       | 626       | 764                |

**Balance sheet data - at most recent balance sheet date FX rates (\$m)**

Loans and advances to customers (net)

Customer accounts

|                                       |   |   |   |   |   |   |
|---------------------------------------|---|---|---|---|---|---|
| Loans and advances to customers (net) | — | — | — | — | — | — |
| Customer accounts                     | — | — | — | — | — | — |

**SIGNIFICANT ITEMS****Latin America - TOTAL****Reported revenue significant items (\$m)**

Customer redress programmes  
 Disposals, acquisitions and investment in new businesses  
 Fair value movements on financial instruments  
 Restructuring and other related costs

**Reported cost significant items (\$m)**

Costs of structural reform  
 Customer redress programmes  
 Disposals, acquisitions and investment in new businesses  
 Impairment of goodwill and other intangibles  
 Past service costs of guaranteed minimum pension benefits equalisation  
 Restructuring and other related costs  
 Settlements and provisions in connection with legal and regulatory matters

**Share of profit in associates and joint ventures significant items (\$m)**

Impairment of goodwill

**Latin America - Wealth and Personal Banking****Reported revenue significant items (\$m)**

Customer redress programmes  
 Disposals, acquisitions and investment in new businesses  
 Fair value movements on financial instruments  
 Restructuring and other related costs

**Reported cost significant items (\$m)**

Costs of structural reform  
 Customer redress programmes  
 Disposals, acquisitions and investment in new businesses  
 Impairment of goodwill and other intangibles  
 Past service costs of guaranteed minimum pension benefits equalisation  
 Restructuring and other related costs  
 Settlements and provisions in connection with legal and regulatory matters

|  | Quarter ended |           |           |           |           | Year to date |
|--|---------------|-----------|-----------|-----------|-----------|--------------|
|  | 31-Dec-20     | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 |              |
| Reported revenue significant items (\$m)                                   |               |           |           |           |           |              |
| Customer redress programmes  | —             | —         | —         | —         | —         | —            |
| Disposals, acquisitions and investment in new businesses                   | —             | —         | —         | —         | —         | —            |
| Fair value movements on financial instruments                              | (5)           | (1)       | (7)       | 16        | (2)       | 3            |
| Restructuring and other related costs                                      | —             | —         | —         | —         | —         | —            |
| Reported cost significant items (\$m)                                      |               |           |           |           |           |              |
| Costs of structural reform   | —             | —         | —         | —         | —         | —            |
| Customer redress programmes  | —             | —         | —         | —         | —         | —            |
| Disposals, acquisitions and investment in new businesses                   | —             | —         | —         | —         | —         | —            |
| Impairment of goodwill and other intangibles                               | —             | —         | —         | —         | (337)     | —            |
| Past service costs of guaranteed minimum pension benefits equalisation     | —             | —         | —         | —         | —         | —            |
| Restructuring and other related costs                                      | (61)          | (19)      | (11)      | —         | (22)      | (91)         |
| Settlements and provisions in connection with legal and regulatory matters | —             | —         | —         | —         | —         | —            |
| Share of profit in associates and joint ventures significant items (\$m)   |               |           |           |           |           |              |
| Impairment of goodwill   | —             | —         | —         | —         | —         | —            |
| Latin America - Wealth and Personal Banking                                |               |           |           |           |           |              |
| Reported revenue significant items (\$m)                                   |               |           |           |           |           |              |
| Customer redress programmes  | —             | —         | —         | —         | —         | —            |
| Disposals, acquisitions and investment in new businesses                   | —             | —         | —         | —         | —         | —            |
| Fair value movements on financial instruments                              | —             | —         | —         | —         | —         | —            |
| Restructuring and other related costs                                      | —             | —         | —         | —         | —         | —            |
| Reported cost significant items (\$m)                                      |               |           |           |           |           |              |
| Costs of structural reform   | —             | —         | —         | —         | —         | —            |
| Customer redress programmes  | —             | —         | —         | —         | —         | —            |
| Disposals, acquisitions and investment in new businesses                   | —             | —         | —         | —         | —         | —            |
| Impairment of goodwill and other intangibles                               | —             | —         | —         | —         | —         | —            |
| Past service costs of guaranteed minimum pension benefits equalisation     | —             | —         | —         | —         | —         | —            |
| Restructuring and other related costs                                      | (22)          | (12)      | (1)       | —         | (16)      | (35)         |
| Settlements and provisions in connection with legal and regulatory matters | —             | —         | —         | —         | —         | —            |

**Share of profit in associates and joint ventures significant items (\$m)**

Impairment of goodwill

|   |     |   |     |    |       |     |
|---|-----|---|-----|----|-------|-----|
|   | —   | — | —   | —  | —     | —   |
| <b>Latin America - Commercial Banking</b>                                       |     |   |     |    |       |     |
| <b>Reported revenue significant items (\$m)</b>                                 |     |   |     |    |       |     |
| Customer redress programmes   | —   | — | —   | —  | —     | —   |
| Disposals, acquisitions and investment in new businesses                        | —   | — | —   | —  | —     | —   |
| Fair value movements on financial instruments                                   | —   | — | —   | —  | —     | —   |
| Restructuring and other related costs   | —   | — | —   | —  | —     | —   |
| <b>Reported cost significant items (\$m)</b>                                    |     |   |     |    |       |     |
| Costs of structural reform  | —   | — | —   | —  | —     | —   |
| Customer redress programmes   | —   | — | —   | —  | —     | —   |
| Disposals, acquisitions and investment in new businesses                        | —   | — | —   | —  | —     | —   |
| Impairment of goodwill and other intangibles                                    | —   | — | —   | —  | (337) | —   |
| Past service costs of guaranteed minimum pension benefits equalisation          | —   | — | —   | —  | —     | —   |
| Restructuring and other related costs   | (1) | — | —   | —  | —     | (1) |
| Settlements and provisions in connection with legal and regulatory matters      | —   | — | —   | —  | —     | —   |
| <b>Share of profit in associates and joint ventures significant items (\$m)</b> |     |   |     |    |       |     |
| Impairment of goodwill  | —   | — | —   | —  | —     | —   |
| <b>Latin America - Global Banking and Markets</b>                               |     |   |     |    |       |     |
| <b>Reported revenue significant items (\$m)</b>                                 |     |   |     |    |       |     |
| Customer redress programmes   | —   | — | —   | —  | —     | —   |
| Disposals, acquisitions and investment in new businesses                        | —   | — | —   | —  | —     | —   |
| Fair value movements on financial instruments                                   | (6) | — | (7) | 15 | (3)   | 2   |
| Restructuring and other related costs   | —   | — | —   | —  | —     | —   |
| <b>Reported cost significant items (\$m)</b>                                    |     |   |     |    |       |     |
| Costs of structural reform  | —   | — | —   | —  | —     | —   |
| Customer redress programmes   | —   | — | —   | —  | —     | —   |
| Disposals, acquisitions and investment in new businesses                        | —   | — | —   | —  | —     | —   |
| Impairment of goodwill and other intangibles                                    | —   | — | —   | —  | —     | —   |
| Past service costs of guaranteed minimum pension benefits equalisation          | —   | — | —   | —  | —     | —   |
| Restructuring and other related costs   | (6) | — | —   | —  | (1)   | (6) |
| Settlements and provisions in connection with legal and regulatory matters      | —   | — | —   | —  | —     | —   |

**Share of profit in associates and joint ventures significant items (\$m)**

Impairment of goodwill

|   |       |       |       |         |     |      |
|---|-------|-------|-------|---------|-----|------|
|   | —     | —     | —     | —       | —   | —    |
| <b>Latin America - Corporate Centre</b>   |       |       |       |         |     |      |
| <b>Reported revenue significant items (\$m)</b>                                 |       |       |       |         |     |      |
| Customer redress programmes   | —     | —     | —     | —       | —   | —    |
| Disposals, acquisitions and investment in new businesses                        | —     | —     | —     | —       | 1   | —    |
| Fair value movements on financial instruments                                   | (1)   | —     | —     | 1       | —   | —    |
| Restructuring and other related costs   | —     | —     | —     | —       | —   | —    |
| <b>Reported cost significant items (\$m)</b>                                    |       |       |       |         |     |      |
| Costs of structural reform  | —     | —     | —     | —       | —   | —    |
| Customer redress programmes   | —     | —     | —     | —       | —   | —    |
| Disposals, acquisitions and investment in new businesses                        | —     | —     | —     | —       | —   | —    |
| Impairment of goodwill and other intangibles                                    | —     | —     | —     | —       | —   | —    |
| Past service costs of guaranteed minimum pension benefits equalisation          | —     | —     | —     | —       | —   | —    |
| Restructuring and other related costs   | (32)  | (7)   | (10)  | —       | (5) | (49) |
| Settlements and provisions in connection with legal and regulatory matters      | —     | —     | —     | —       | —   | —    |
| <b>Share of profit in associates and joint ventures significant items (\$m)</b> |       |       |       |         |     |      |
| Impairment of goodwill  | —     | —     | —     | —       | —   | —    |
| <b>Reconciling items - Currency translation on reported items- Totals (\$m)</b> |       |       |       |         |     |      |
| <b>Latin America - TOTAL</b>  |       |       |       |         |     |      |
| Revenue   | 24    | 41    | (63)  | (123)   |     |      |
| ECL   | (19)  | (40)  | 21    | 44      |     |      |
| Operating expenses  | (13)  | (20)  | 32    | 73      |     |      |
| Share of profit in associates and joint ventures                                | —     | —     | —     | (1)     |     |      |
| Revenue significant items   | 1     | (1)   | (2)   | —       |     |      |
| Operating expense significant items   | —     | 1     | —     | 3       |     |      |
| Share of profit in associates and joint ventures significant items              | —     | —     | —     | —       |     |      |
| Loans and advances to customers (net)   | 1,801 | 2,642 | 2,958 | (1,609) |     |      |
| Customer accounts   | 1,956 | 2,799 | 2,768 | (2,305) |     |      |

**HSBC****Latin America****Latin America - Wealth and Personal Banking**

|  |      |       |       |         |
|--|------|-------|-------|---------|
| Revenue  | 21   | 33    | (27)  | (60)    |
| ECL  | (14) | (25)  | 17    | 33      |
| Operating expenses   | (9)  | (17)  | 22    | 45      |
| Share of profit in associates and joint ventures                   | —    | —     | —     | (1)     |
|  | —    | —     | —     | —       |
| Revenue significant items  | —    | —     | —     | —       |
| Operating expense significant items                                | 1    | —     | —     | 3       |
| Share of profit in associates and joint ventures significant items | —    | —     | —     | —       |
|  | —    | —     | —     | —       |
| Loans and advances to customers (net)                              | 639  | 889   | 991   | (520)   |
| Customer accounts  | 945  | 1,271 | 1,329 | (1,075) |

**Latin America - Commercial Banking**

|  |     |     |      |       |
|--|-----|-----|------|-------|
| Revenue  | 2   | 2   | (17) | (31)  |
| ECL  | (3) | (8) | 3    | 7     |
| Operating expenses   | (1) | (2) | 8    | 16    |
| Share of profit in associates and joint ventures                   | —   | —   | —    | —     |
|  | —   | —   | —    | —     |
| Revenue significant items  | —   | —   | —    | —     |
| Operating expense significant items                                | —   | —   | —    | (1)   |
| Share of profit in associates and joint ventures significant items | —   | —   | —    | —     |
|  | —   | —   | —    | —     |
| Loans and advances to customers (net)                              | 507 | 732 | 857  | (582) |
| Customer accounts  | 654 | 973 | 997  | (637) |

**Latin America - Global Banking and Markets**

|  |     |       |       |       |
|--|-----|-------|-------|-------|
| Revenue  | 2   | 4     | (18)  | (27)  |
| ECL  | (1) | (8)   | 1     | 2     |
| Operating expenses   | (1) | (2)   | 6     | 11    |
| Share of profit in associates and joint ventures                   | —   | —     | —     | —     |
|  | —   | —     | —     | —     |
| Revenue significant items  | —   | (1)   | (1)   | 1     |
| Operating expense significant items                                | —   | —     | —     | 1     |
| Share of profit in associates and joint ventures significant items | —   | —     | —     | —     |
|  | —   | —     | —     | —     |
| Loans and advances to customers (net)                              | 655 | 1,021 | 1,110 | (507) |
| Customer accounts  | 357 | 554   | 441   | (593) |

## Latin America - Corporate Centre

|  | (1) | 2   | (2) | (5) |
|--|-----|-----|-----|-----|
| Revenue  | —   | —   | —   | —   |
| ECL  | —   | —   | —   | 1   |
| Operating expenses   | (1) | 1   | (4) | 2   |
| Share of profit in associates and joint ventures                   | —   | (1) | —   | —   |
| Revenue significant items  | —   | —   | (1) | (1) |
| Operating expense significant items                                | —   | 2   | —   | 1   |
| Share of profit in associates and joint ventures significant items | —   | —   | —   | —   |
| Loans and advances to customers (net)                              | —   | —   | —   | —   |
| Customer accounts  | —   | —   | —   | —   |

1 Losses due to the impacts of hyperinflation on monetary items in Argentina. The total impact of applying IAS 29 and the hyperinflation provisions of IAS 21 in the current quarter is a decrease in the Group's profit before tax of \$32m, comprising a decrease in revenue of \$32m, an increase in ECL of \$1m and a decrease in operating expenses of \$1m.

2 Risk-weighted assets are non-additive across geographical regions due to market risk diversification effects within the Group.

**Mexico - TOTAL**

| Reported (\$m)  | 31-Dec-20    | 30-Sep-20  | 30-Jun-20    | 31-Mar-20  | 31-Dec-19  | Year to date |
|---|--------------|------------|--------------|------------|------------|--------------|
| Net interest income   | 357          | 341        | 313          | 376        | 366        | 1,387        |
| Net fee income  | 99           | 93         | 87           | 102        | 116        | 381          |
| Other operating income  | 100          | 105        | 101          | 160        | 155        | 466          |
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>556</b>   | <b>539</b> | <b>501</b>   | <b>638</b> | <b>637</b> | <b>2,234</b> |
| Change in expected credit losses and other credit impairment charges                                    | (256)        | (220)      | (315)        | (259)      | (145)      | (1,050)      |
| Total operating expenses  | (412)        | (317)      | (304)        | (343)      | (362)      | (1,376)      |
| <i>of which: staff expenses</i>   | (137)        | (110)      | (102)        | (133)      | (145)      | (482)        |
| Share of profit in associates and joint ventures  | 2            | 1          | 1            | 1          | 2          | 5            |
| <b>Profit/(loss) before tax</b>   | <b>(110)</b> | <b>3</b>   | <b>(117)</b> | <b>37</b>  | <b>132</b> | <b>(187)</b> |

**Reported Significant items - Totals (\$m)**

|   |             |            |              |            |            |              |
|---|-------------|------------|--------------|------------|------------|--------------|
| Revenue   | 7           | —          | (6)          | 12         | (2)        | 13           |
| ECL   | —           | —          | —            | —          | —          | —            |
| Operating expenses  | (34)        | (6)        | (2)          | —          | (11)       | (42)         |
| Share of profit in associates and joint ventures  | —           | —          | —            | —          | —          | —            |
| <b>Adjusted (\$m)</b>   | <b>549</b>  | <b>579</b> | <b>575</b>   | <b>610</b> | <b>598</b> | <b>2,221</b> |
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> | <b>356</b>  | <b>367</b> | <b>355</b>   | <b>366</b> | <b>343</b> | <b>1,387</b> |
| <i>of which: net interest income</i>  |             |            |              |            |            |              |
| Change in expected credit losses and other credit impairment charges                                    | (256)       | (237)      | (357)        | (252)      | (135)      | (1,050)      |
| Total operating expenses  | (378)       | (334)      | (343)        | (334)      | (327)      | (1,334)      |
| Share of profit in associates and joint ventures  | 2           | 1          | 1            | 1          | 1          | 5            |
| <b>Profit/(loss) before tax</b>   | <b>(83)</b> | <b>9</b>   | <b>(124)</b> | <b>25</b>  | <b>137</b> | <b>(158)</b> |

**Balance sheet - reported (\$m)**

|   | 31-Dec-20 | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | Balance sheet date |
|---|-----------|-----------|-----------|-----------|-----------|--------------------|
| Loans and advances to customers (gross) | 18,580    | 17,926    | 18,130    | 18,108    | 21,172    | 31-Dec-20          |
| Loans and advances to customers (net)   | 17,296    | 16,870    | 17,220    | 17,395    | 20,426    | 18,580             |
| Total external assets                   | 36,798    | 33,605    | 35,043    | 34,731    | 40,907    | 17,296             |
| Customer accounts                       | 22,220    | 19,530    | 19,759    | 18,046    | 23,051    | 36,798             |
| Risk-weighted assets                    | 26,323    | 24,387    | 24,773    | 24,159    | 28,960    | 22,220             |
|   |           |           |           |           |           | 26,323             |

## Balance sheet data - at most recent balance sheet date FX rates (\$m)

Loans and advances to customers (net)

Customer accounts

|               |        |        |        |        |        |
|---------------|--------|--------|--------|--------|--------|
| <b>17,296</b> | 18,772 | 20,080 | 20,677 | 19,393 | 17,296 |
| <b>22,220</b> | 21,732 | 23,040 | 21,449 | 21,885 | 22,220 |

## Mexico - Wealth and Personal Banking

## Reported (\$m)

## Net operating income before change in expected credit losses and other credit impairment charges

of which: net interest income

Change in expected credit losses and other credit impairment charges

Total operating expenses

of which: staff expenses

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|              | Quarter ended |              |              |              |              | Year to date |
|--------------|---------------|--------------|--------------|--------------|--------------|--------------|
|              | 31-Dec-20     | 30-Sep-20    | 30-Jun-20    | 31-Mar-20    | 31-Dec-19    | 31-Dec-20    |
| <b>378</b>   | <b>373</b>    | <b>342</b>   | <b>429</b>   | <b>431</b>   | <b>1,522</b> |              |
| <b>277</b>   | <b>270</b>    | <b>247</b>   | <b>318</b>   | <b>325</b>   | <b>1,112</b> |              |
| <b>(140)</b> | <b>(166)</b>  | <b>(199)</b> | <b>(183)</b> | <b>(137)</b> | <b>(688)</b> |              |
| <b>(275)</b> | <b>(220)</b>  | <b>(213)</b> | <b>(247)</b> | <b>(253)</b> | <b>(955)</b> |              |
| <b>(65)</b>  | <b>(58)</b>   | <b>(54)</b>  | <b>(70)</b>  | <b>(78)</b>  | <b>(247)</b> |              |
| <b>3</b>     | <b>1</b>      | <b>1</b>     | <b>1</b>     | <b>2</b>     | <b>6</b>     |              |
| <b>(34)</b>  | <b>(12)</b>   | <b>(69)</b>  | —            | <b>43</b>    | <b>(115)</b> |              |

## Reported Significant items - Totals (\$m)

Revenue

ECL

Operating expenses

Share of profit in associates and joint ventures

## Adjusted (\$m)

## Net operating income before change in expected credit losses and other credit impairment charges

of which: net interest income

Change in expected credit losses and other credit impairment charges

Total operating expenses

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|              | 31-Dec-20    | 400          | 388          | 418          | 403          | 1,522        |
|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>378</b>   | <b>277</b>   | <b>290</b>   | <b>279</b>   | <b>310</b>   | <b>305</b>   | <b>1,112</b> |
| <b>(140)</b> | <b>(140)</b> | <b>(178)</b> | <b>(226)</b> | <b>(178)</b> | <b>(128)</b> | <b>(688)</b> |
| <b>(270)</b> | <b>(270)</b> | <b>(236)</b> | <b>(241)</b> | <b>(240)</b> | <b>(228)</b> | <b>(950)</b> |
| <b>3</b>     | <b>3</b>     | <b>1</b>     | <b>1</b>     | <b>1</b>     | <b>1</b>     | <b>6</b>     |
| <b>(29)</b>  | <b>(29)</b>  | <b>(13)</b>  | <b>(78)</b>  | <b>1</b>     | <b>48</b>    | <b>(110)</b> |

## Balance sheet - reported (\$m)

Loans and advances to customers (gross)

Loans and advances to customers (net)

Total external assets

Customer accounts

Risk-weighted assets

|               | Balance sheet date |               |               |               |               | Balance sheet date |
|---------------|--------------------|---------------|---------------|---------------|---------------|--------------------|
|               | 31-Dec-20          | 30-Sep-20     | 30-Jun-20     | 31-Mar-20     | 31-Dec-19     | 31-Dec-20          |
| <b>7,674</b>  | <b>6,688</b>       | <b>6,357</b>  | <b>6,261</b>  | <b>7,736</b>  | <b>7,674</b>  |                    |
| <b>6,871</b>  | <b>5,983</b>       | <b>5,728</b>  | <b>5,736</b>  | <b>7,154</b>  | <b>6,871</b>  |                    |
| <b>12,765</b> | <b>11,577</b>      | <b>11,207</b> | <b>11,159</b> | <b>13,659</b> | <b>12,765</b> |                    |
| <b>11,651</b> | <b>9,584</b>       | <b>9,316</b>  | <b>8,815</b>  | <b>11,665</b> | <b>11,651</b> |                    |
| <b>9,177</b>  | <b>7,979</b>       | <b>7,763</b>  | <b>7,196</b>  | <b>9,079</b>  | <b>9,177</b>  |                    |

## Balance sheet data - at most recent balance sheet date FX rates (\$m)

Loans and advances to customers (net)

Customer accounts

|               |               |               |               |               |               |
|---------------|---------------|---------------|---------------|---------------|---------------|
| <b>6,871</b>  | <b>6,658</b>  | <b>6,679</b>  | <b>6,818</b>  | <b>6,791</b>  | <b>6,871</b>  |
| <b>11,651</b> | <b>10,665</b> | <b>10,862</b> | <b>10,477</b> | <b>11,075</b> | <b>11,651</b> |

**Mexico - Commercial Banking****Reported (\$m)**

|   |  |
|---|--|
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> |  |
| <b>of which: net interest income</b>  |  |
| Change in expected credit losses and other credit impairment charges                                    |  |
| Total operating expenses  |  |
| <b>of which: staff expenses</b>   |  |
| Share of profit in associates and joint ventures  |  |
| <b>Profit/(loss) before tax</b>   |  |

|             | Quarter ended |             |            |           |              | Year to date |
|-------------|---------------|-------------|------------|-----------|--------------|--------------|
|             | 31-Dec-20     | 30-Sep-20   | 30-Jun-20  | 31-Mar-20 | 31-Dec-19    | 31-Dec-20    |
| 96          | 92            | 85          | 101        | 102       | 374          |              |
| 76          | 73            | 72          | 80         | 85        | 301          |              |
| (109)       | (39)          | (64)        | (49)       | (12)      | (261)        |              |
| (62)        | (53)          | (49)        | (55)       | (58)      | (219)        |              |
| (13)        | (11)          | (10)        | (13)       | (14)      | (47)         |              |
| —           | —             | (1)         | —          | —         | (1)          |              |
| <b>(75)</b> | <b>—</b>      | <b>(29)</b> | <b>(3)</b> | <b>32</b> | <b>(107)</b> |              |

**Reported Significant items - Totals (\$m)**

|  |     |   |   |   |     |
|--|-----|---|---|---|-----|
| Revenue  | —   | — | — | — | —   |
| ECL  | —   | — | — | — | —   |
| Operating expenses                               | (1) | — | — | — | (1) |
| Share of profit in associates and joint ventures | —   | — | — | — | —   |

**Adjusted (\$m)****Net operating income before change in expected credit losses and other credit impairment charges**

|  |  |
|--|--|
| <b>of which: net interest income</b>                                 |  |
| Change in expected credit losses and other credit impairment charges |  |
| Total operating expenses   |  |
| Share of profit/(loss) in associates and joint ventures              |  |
| <b>Profit/(loss) before tax</b>                                      |  |

|   | 31-Dec-20   | 96       | 99          | 96         | 98        | 96           | 374   |
|---|-------------|----------|-------------|------------|-----------|--------------|-------|
|   | 30-Sep-20   | 76       | 78          | 82         | 78        | 80           | 301   |
|   | 30-Jun-20   | (109)    | (42)        | (73)       | (47)      | (12)         | (261) |
| Total operating expenses                                | (61)        | (57)     | (55)        | (53)       | (53)      | (54)         | (218) |
| Share of profit/(loss) in associates and joint ventures | —           | —        | (1)         | —          | —         | —            | (1)   |
| <b>Profit/(loss) before tax</b>                         | <b>(74)</b> | <b>—</b> | <b>(33)</b> | <b>(2)</b> | <b>30</b> | <b>(106)</b> |       |

**Balance sheet - reported (\$m)**

|   |       |       |       |       |       |       |
|---|-------|-------|-------|-------|-------|-------|
| Loans and advances to customers (gross) | 5,793 | 5,240 | 5,332 | 5,435 | 6,480 | 5,793 |
| Loans and advances to customers (net)   | 5,436 | 4,994 | 5,129 | 5,289 | 6,341 | 5,436 |
| Total external assets                   | 7,803 | 7,267 | 7,201 | 7,514 | 9,343 | 7,803 |
| Customer accounts                       | 6,916 | 6,464 | 6,747 | 6,262 | 7,032 | 6,916 |
| Risk-weighted assets                    | 7,539 | 6,891 | 6,976 | 6,974 | 8,251 | 7,539 |

|       | 31-Dec-20 | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | Balance sheet date |
|-------|-----------|-----------|-----------|-----------|-----------|--------------------|
| 5,793 | 5,240     | 5,332     | 5,435     | 6,480     | 5,793     | 31-Dec-20          |
| 5,436 | 4,994     | 5,129     | 5,289     | 6,341     | 5,436     |                    |
| 7,803 | 7,267     | 7,201     | 7,514     | 9,343     | 7,803     |                    |
| 6,916 | 6,464     | 6,747     | 6,262     | 7,032     | 6,916     |                    |
| 7,539 | 6,891     | 6,976     | 6,974     | 8,251     | 7,539     |                    |

**Balance sheet data - at most recent balance sheet date FX rates (\$m)**

|                                       |       |       |       |       |       |       |
|---------------------------------------|-------|-------|-------|-------|-------|-------|
| Loans and advances to customers (net) | 5,436 | 5,557 | 5,980 | 6,287 | 6,021 | 5,436 |
| Customer accounts                     | 6,916 | 7,193 | 7,867 | 7,443 | 6,676 | 6,916 |

**Mexico - Global Banking and Markets****Reported (\$m)**

|   |  |
|---|--|
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> |  |
| <b>of which: net interest income</b>  |  |
| Change in expected credit losses and other credit impairment (charges)/recoveries                       |  |
| Total operating expenses  |  |
| <b>of which: staff expenses</b>   |  |
| Share of profit in associates and joint ventures  |  |
| <b>Profit/(loss) before tax</b>   |  |

|           | Quarter ended |            |           |           |           | Year to date |
|-----------|---------------|------------|-----------|-----------|-----------|--------------|
|           | 31-Dec-20     | 30-Sep-20  | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | 31-Dec-20    |
| 82        | 77            | 75         | 62        | 98        | 296       |              |
| 49        | 39            | 36         | 23        | 19        | 147       |              |
| (8)       | (16)          | (51)       | (27)      | 4         | (102)     |              |
| (42)      | (30)          | (29)       | (34)      | (34)      | (135)     |              |
| (11)      | (4)           | (6)        | (7)       | (6)       | (28)      |              |
| —         | —             | —          | —         | —         | —         |              |
| <b>32</b> | <b>31</b>     | <b>(5)</b> | <b>1</b>  | <b>68</b> | <b>59</b> |              |

**Reported Significant items - Totals (\$m)**

|  |     |   |     |    |     |     |
|--|-----|---|-----|----|-----|-----|
| Revenue  | (2) | — | (6) | 11 | (2) | 3   |
| ECL  | —   | — | —   | —  | —   | —   |
| Operating expenses                               | (5) | — | —   | —  | —   | (5) |
| Share of profit in associates and joint ventures | —   | — | —   | —  | —   | —   |

**Adjusted (\$m)**

|   |  |
|---|--|
| <b>Net operating income before change in expected credit losses and other credit impairment charges</b> |  |
| <b>of which: net interest income</b>  |  |
| Change in expected credit losses and other credit impairment (charges)/recoveries                       |  |
| Total operating expenses  |  |
| <b>of which: staff expenses</b>   |  |
| Share of profit in associates and joint ventures  |  |
| <b>Profit/(loss) before tax</b>   |  |

|  | Balance sheet date |           |           |           |           | Balance sheet date |
|--|--------------------|-----------|-----------|-----------|-----------|--------------------|
|  | 31-Dec-20          | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 | 31-Dec-20          |

**Balance sheet - reported (\$m)**

|   |        |        |        |        |        |        |
|---|--------|--------|--------|--------|--------|--------|
| Loans and advances to customers (gross) | 5,112  | 5,997  | 6,441  | 6,412  | 6,956  | 5,112  |
| Loans and advances to customers (net)   | 4,990  | 5,893  | 6,363  | 6,370  | 6,931  | 4,990  |
| Total external assets                   | 16,079 | 14,609 | 16,509 | 15,915 | 17,723 | 16,079 |
| Customer accounts                       | 3,653  | 3,482  | 3,696  | 2,969  | 4,354  | 3,653  |
| Risk-weighted assets                    | 9,412  | 9,357  | 9,767  | 9,633  | 11,294 | 9,412  |

**Balance sheet data - at most recent balance sheet date FX rates (\$m)**

|                                       |       |       |       |       |       |       |
|---------------------------------------|-------|-------|-------|-------|-------|-------|
| Loans and advances to customers (net) | 4,990 | 6,557 | 7,420 | 7,572 | 6,581 | 4,990 |
| Customer accounts                     | 3,653 | 3,874 | 4,310 | 3,529 | 4,134 | 3,653 |

**Mexico - Corporate Centre****Reported (\$m)****Net operating income before change in expected credit losses and other credit impairment charges***of which: net interest expense*

Change in expected credit losses and other credit impairment charges

Total operating expenses

*of which: staff expenses*

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|             | Quarter ended |             |           |             |             | Year to date |
|-------------|---------------|-------------|-----------|-------------|-------------|--------------|
|             | 31-Dec-20     | 30-Sep-20   | 30-Jun-20 | 31-Mar-20   | 31-Dec-19   | 31-Dec-20    |
| —           | —             | (3)         | —         | 46          | 6           | <b>43</b>    |
| (45)        | (41)          | (42)        | (45)      | (63)        | (173)       | —            |
| (1)         | 1             | —           | —         | —           | —           | —            |
| (33)        | (14)          | (14)        | (7)       | (17)        | (68)        | —            |
| (48)        | (37)          | (32)        | (43)      | (47)        | (160)       | —            |
| —           | —             | —           | —         | —           | —           | —            |
| <b>(34)</b> | <b>(16)</b>   | <b>(14)</b> | <b>39</b> | <b>(11)</b> | <b>(25)</b> | —            |

**Reported Significant items - Totals (\$m)**

Revenue

8 — — 1 — 9

ECL

— — — — — —

Operating expenses

(22) (6) (2) — (2) (30)

Share of profit in associates and joint ventures

— — — — — —

**Adjusted (\$m)****Net operating income before change in expected credit losses and other credit impairment charges***of which: net interest expense*

Change in expected credit losses and other credit impairment charges

Total operating expenses

Share of profit in associates and joint ventures

**Profit/(loss) before tax**

|             |             |             |           |            |            |
|-------------|-------------|-------------|-----------|------------|------------|
| —           | —           | —           | 44        | 6          | <b>34</b>  |
| (46)        | (44)        | (47)        | (43)      | (60)       | (173)      |
| (1)         | —           | —           | —         | —          | —          |
| (11)        | (9)         | (14)        | (7)       | (13)       | (38)       |
| —           | —           | —           | —         | —          | —          |
| <b>(20)</b> | <b>(12)</b> | <b>(14)</b> | <b>37</b> | <b>(7)</b> | <b>(4)</b> |

**Balance sheet - reported (\$m)**

Loans and advances to customers (gross)

31-Dec-20 30-Sep-20 30-Jun-20 31-Mar-20 31-Dec-19 Balance sheet date

— 1 — — — 31-Dec-20

Loans and advances to customers (net)

— — — — — —

Total external assets

150 152 126 143 182 150

Customer accounts

— — — — — —

Risk-weighted assets

195 160 267 356 336 195

**Balance sheet data - at most recent balance sheet date FX rates (\$m)**

Loans and advances to customers (net)

— — — — — —

Customer accounts

— — — — — —

**SIGNIFICANT ITEMS****Mexico - TOTAL****Reported revenue significant items (\$m)**

Customer redress programmes  
 Disposals, acquisitions and investment in new businesses  
 Fair value movements on financial instruments  
 Restructuring and other related costs

**Reported cost significant items (\$m)**

Costs of structural reform  
 Customer redress programmes  
 Disposals, acquisitions and investment in new businesses  
 Impairment of goodwill and other intangibles  
 Past service costs of guaranteed minimum pension benefits equalisation  
 Restructuring and other related costs  
 Settlements and provisions in connection with legal and regulatory matters

**Share of profit in associates and joint ventures significant items (\$m)**

Impairment of goodwill

**Mexico - Wealth and Personal Banking****Reported revenue significant items (\$m)**

Customer redress programmes  
 Disposals, acquisitions and investment in new businesses  
 Fair value movements on financial instruments  
 Restructuring and other related costs

**Reported cost significant items (\$m)**

Costs of structural reform  
 Customer redress programmes  
 Disposals, acquisitions and investment in new businesses  
 Impairment of goodwill and other intangibles  
 Past service costs of guaranteed minimum pension benefits equalisation  
 Restructuring and other related costs  
 Settlements and provisions in connection with legal and regulatory matters

|   | Quarter ended |           |           |           |           | Year to date |
|---|---------------|-----------|-----------|-----------|-----------|--------------|
|   | 31-Dec-20     | 30-Sep-20 | 30-Jun-20 | 31-Mar-20 | 31-Dec-19 |              |
| Customer redress programmes   | —             | —         | —         | —         | —         | —            |
| Disposals, acquisitions and investment in new businesses                        | —             | —         | —         | —         | —         | —            |
| Fair value movements on financial instruments                                   | (5)           | —         | (6)       | 12        | (2)       | 1            |
| Restructuring and other related costs   | 12            | —         | —         | —         | —         | 12           |
| <b>Reported revenue significant items (\$m)</b>                                 |               |           |           |           |           |              |
| Costs of structural reform  | —             | —         | —         | —         | —         | —            |
| Customer redress programmes   | —             | —         | —         | —         | —         | —            |
| Disposals, acquisitions and investment in new businesses                        | —             | —         | —         | —         | —         | —            |
| Impairment of goodwill and other intangibles                                    | —             | —         | —         | —         | —         | —            |
| Past service costs of guaranteed minimum pension benefits equalisation          | —             | —         | —         | —         | —         | —            |
| Restructuring and other related costs   | (34)          | (6)       | (2)       | —         | (11)      | (42)         |
| Settlements and provisions in connection with legal and regulatory matters      | —             | —         | —         | —         | —         | —            |
| <b>Reported cost significant items (\$m)</b>                                    |               |           |           |           |           |              |
| Costs of structural reform  | —             | —         | —         | —         | —         | —            |
| Customer redress programmes   | —             | —         | —         | —         | —         | —            |
| Disposals, acquisitions and investment in new businesses                        | —             | —         | —         | —         | —         | —            |
| Fair value movements on financial instruments                                   | —             | —         | —         | —         | —         | —            |
| Restructuring and other related costs   | —             | —         | —         | —         | —         | —            |
| <b>Share of profit in associates and joint ventures significant items (\$m)</b> |               |           |           |           |           |              |
| Impairment of goodwill  | —             | —         | —         | —         | —         | —            |
| <b>Mexico - Wealth and Personal Banking</b>                                     |               |           |           |           |           |              |
| <b>Reported revenue significant items (\$m)</b>                                 |               |           |           |           |           |              |
| Customer redress programmes   | —             | —         | —         | —         | —         | —            |
| Disposals, acquisitions and investment in new businesses                        | —             | —         | —         | —         | —         | —            |
| Fair value movements on financial instruments                                   | —             | —         | —         | —         | —         | —            |
| Restructuring and other related costs   | —             | —         | —         | —         | —         | —            |
| <b>Reported cost significant items (\$m)</b>                                    |               |           |           |           |           |              |
| Costs of structural reform  | —             | —         | —         | —         | —         | —            |
| Customer redress programmes   | —             | —         | —         | —         | —         | —            |
| Disposals, acquisitions and investment in new businesses                        | —             | —         | —         | —         | —         | —            |
| Impairment of goodwill and other intangibles                                    | —             | —         | —         | —         | —         | —            |
| Past service costs of guaranteed minimum pension benefits equalisation          | —             | —         | —         | —         | —         | —            |
| Restructuring and other related costs   | (5)           | —         | —         | —         | (9)       | (5)          |
| Settlements and provisions in connection with legal and regulatory matters      | —             | —         | —         | —         | —         | —            |

**Share of profit in associates and joint ventures significant items (\$m)**

Impairment of goodwill

|   |     |   |     |    |     |     |
|---|-----|---|-----|----|-----|-----|
| —   | —   | — | —   | —  | —   | —   |
| <b>Mexico - Commercial Banking</b>  |     |   |     |    |     |     |
| <b>Reported revenue significant items (\$m)</b>                                 |     |   |     |    |     |     |
| Customer redress programmes   | —   | — | —   | —  | —   | —   |
| Disposals, acquisitions and investment in new businesses                        | —   | — | —   | —  | —   | —   |
| Fair value movements on financial instruments                                   | —   | — | —   | —  | —   | —   |
| Restructuring and other related costs   | —   | — | —   | —  | —   | —   |
| <b>Reported cost significant items (\$m)</b>                                    |     |   |     |    |     |     |
| Costs of structural reform  | —   | — | —   | —  | —   | —   |
| Customer redress programmes   | —   | — | —   | —  | —   | —   |
| Disposals, acquisitions and investment in new businesses                        | —   | — | —   | —  | —   | —   |
| Impairment of goodwill and other intangibles                                    | —   | — | —   | —  | —   | —   |
| Past service costs of guaranteed minimum pension benefits equalisation          | —   | — | —   | —  | —   | —   |
| Restructuring and other related costs   | (1) | — | —   | —  | —   | (1) |
| Settlements and provisions in connection with legal and regulatory matters      | —   | — | —   | —  | —   | —   |
| <b>Share of profit in associates and joint ventures significant items (\$m)</b> |     |   |     |    |     |     |
| Impairment of goodwill  | —   | — | —   | —  | —   | —   |
| <b>Mexico - Global Banking and Markets</b>                                      |     |   |     |    |     |     |
| <b>Reported revenue significant items (\$m)</b>                                 |     |   |     |    |     |     |
| Customer redress programmes   | —   | — | —   | —  | —   | —   |
| Disposals, acquisitions and investment in new businesses                        | —   | — | —   | —  | —   | —   |
| Fair value movements on financial instruments                                   | (5) | — | (6) | 11 | (2) | —   |
| Restructuring and other related costs   | 3   | — | —   | —  | —   | 3   |
| <b>Reported cost significant items (\$m)</b>                                    |     |   |     |    |     |     |
| Costs of structural reform  | —   | — | —   | —  | —   | —   |
| Customer redress programmes   | —   | — | —   | —  | —   | —   |
| Disposals, acquisitions and investment in new businesses                        | —   | — | —   | —  | —   | —   |
| Impairment of goodwill and other intangibles                                    | —   | — | —   | —  | —   | —   |
| Past service costs of guaranteed minimum pension benefits equalisation          | —   | — | —   | —  | —   | —   |
| Restructuring and other related costs   | (5) | — | —   | —  | —   | (5) |
| Settlements and provisions in connection with legal and regulatory matters      | —   | — | —   | —  | —   | —   |

**Share of profit in associates and joint ventures significant items (\$m)**

Impairment of goodwill

|   |       |       |       |         |     |      |
|---|-------|-------|-------|---------|-----|------|
|   | —     | —     | —     | —       | —   | —    |
| <b>Mexico - Corporate Centre</b>  |       |       |       |         |     |      |
| <b>Reported revenue significant items (\$m)</b>                                 |       |       |       |         |     |      |
| Customer redress programmes   | —     | —     | —     | —       | —   | —    |
| Disposals, acquisitions and investment in new businesses                        | —     | —     | —     | —       | —   | —    |
| Fair value movements on financial instruments                                   | (1)   | —     | —     | 1       | —   | —    |
| Restructuring and other related costs   | 9     | —     | —     | —       | —   | 9    |
| <b>Reported cost significant items (\$m)</b>                                    |       |       |       |         |     |      |
| Costs of structural reform  | —     | —     | —     | —       | —   | —    |
| Customer redress programmes   | —     | —     | —     | —       | —   | —    |
| Disposals, acquisitions and investment in new businesses                        | —     | —     | —     | —       | —   | —    |
| Impairment of goodwill and other intangibles                                    | —     | —     | —     | —       | —   | —    |
| Past service costs of guaranteed minimum pension benefits equalisation          | —     | —     | —     | —       | —   | —    |
| Restructuring and other related costs   | (22)  | (6)   | (2)   | —       | (2) | (30) |
| Settlements and provisions in connection with legal and regulatory matters      | —     | —     | —     | —       | —   | —    |
| <b>Share of profit in associates and joint ventures significant items (\$m)</b> |       |       |       |         |     |      |
| Impairment of goodwill  | —     | —     | —     | —       | —   | —    |
| <b>Reconciling items - Currency translation on reported items- Totals (\$m)</b> |       |       |       |         |     |      |
| <b>Mexico - TOTAL</b>   |       |       |       |         |     |      |
| Revenue   | 40    | 67    | (17)  | (41)    |     |      |
| ECL   | (17)  | (42)  | 7     | 10      |     |      |
| Operating expenses  | (23)  | (41)  | 9     | 24      |     |      |
| Share of profit in associates and joint ventures                                | —     | —     | —     | (1)     |     |      |
| Revenue significant items   | —     | (1)   | (1)   | —       |     |      |
| Operating expense significant items   | —     | —     | —     | —       |     |      |
| Share of profit in associates and joint ventures significant items              | —     | —     | —     | —       |     |      |
| Loans and advances to customers (net)   | 1,902 | 2,860 | 3,282 | (1,033) |     |      |
| Customer accounts   | 2,202 | 3,281 | 3,403 | (1,166) |     |      |

**Mexico - Wealth and Personal Banking**

|  |       |       |       |       |
|--|-------|-------|-------|-------|
| Revenue  | 27    | 46    | (11)  | (28)  |
| ECL  | (12)  | (27)  | 5     | 9     |
| Operating expenses   | (16)  | (28)  | 7     | 16    |
| Share of profit in associates and joint ventures                   | —     | —     | —     | (1)   |
|  |       |       |       |       |
| Revenue significant items  | —     | —     | —     | —     |
| Operating expense significant items                                | —     | —     | —     | —     |
| Share of profit in associates and joint ventures significant items | —     | —     | —     | —     |
|  |       |       |       |       |
| Loans and advances to customers (net)                              | 675   | 951   | 1,082 | (363) |
| Customer accounts  | 1,081 | 1,546 | 1,662 | (590) |

**Mexico - Commercial Banking**

|  |     |       |       |       |
|--|-----|-------|-------|-------|
| Revenue  | 7   | 11    | (3)   | (6)   |
| ECL  | (3) | (9)   | 2     | —     |
| Operating expenses   | (4) | (6)   | 2     | 4     |
| Share of profit in associates and joint ventures                   | —   | —     | —     | —     |
|  |     |       |       |       |
| Revenue significant items  | —   | —     | —     | —     |
| Operating expense significant items                                | —   | —     | —     | —     |
| Share of profit in associates and joint ventures significant items | —   | —     | —     | —     |
|  |     |       |       |       |
| Loans and advances to customers (net)                              | 563 | 851   | 998   | (320) |
| Customer accounts  | 729 | 1,120 | 1,181 | (356) |

**Mexico - Global Banking and Markets**

|  |     |       |       |       |
|--|-----|-------|-------|-------|
| Revenue  | 6   | 9     | (1)   | (6)   |
| ECL  | (1) | (7)   | —     | —     |
| Operating expenses   | (2) | (4)   | 1     | 2     |
| Share of profit in associates and joint ventures                   | —   | —     | —     | —     |
|  |     |       |       |       |
| Revenue significant items  | —   | (1)   | —     | —     |
| Operating expense significant items                                | —   | —     | —     | —     |
| Share of profit in associates and joint ventures significant items | —   | —     | —     | —     |
|  |     |       |       |       |
| Loans and advances to customers (net)                              | 664 | 1,057 | 1,202 | (350) |
| Customer accounts  | 392 | 614   | 560   | (220) |

**HSBC**

**Mexico**

**Mexico - Corporate Centre**

|  |     |     |     |   |
|--|-----|-----|-----|---|
| Revenue  | —   | —   | (2) | — |
| ECL  | (1) | —   | —   | — |
| Operating expenses   | (1) | (2) | —   | 2 |
| Share of profit in associates and joint ventures                   | —   | —   | —   | — |
|  |     |     |     |   |
| Revenue significant items  | —   | —   | (1) | — |
| Operating expense significant items                                | —   | —   | —   | — |
| Share of profit in associates and joint ventures significant items | —   | —   | —   | — |
|  |     |     |     |   |
| Loans and advances to customers (net)                              | —   | —   | —   | — |
| Customer accounts  | —   | —   | —   | — |

## Tangible equity

**Tangible equity by global business (\$bn)**

Wealth and Personal Banking

Commercial Banking

Global Banking and Markets

Corporate Centre

**Total tangible equity excluding fair value of own debt, DVA and other adjustments<sup>1</sup>**

Fair value of own debt, DVA and other adjustments

**Total tangible equity****Tangible equity by principal subsidiary (\$bn)****Total tangible equity<sup>2</sup>**

of which:

The Hongkong and Shanghai Banking Corporation Limited

HSBC Bank plc

HSBC UK Bank plc

HSBC North America Holdings Inc.

The Saudi British Bank (associate)

**Memo**Bank of Communications Co, Ltd<sup>3</sup> (associate)

|  | Balance sheet date |              |              |              |              |
|--|--------------------|--------------|--------------|--------------|--------------|
|  | 31-Dec-20          | 30-Sep-20    | 30-Jun-20    | 31-Mar-20    | 31-Dec-19    |
| Wealth and Personal Banking  | <b>28.8</b>        | 26.8         | 25.3         | 25.6         | 26.3         |
| Commercial Banking   | <b>39.1</b>        | 38.4         | 36.4         | 37.8         | 37.5         |
| Global Banking and Markets   | <b>43.4</b>        | 41.9         | 43.0         | 40.5         | 39.1         |
| Corporate Centre   | <b>47.7</b>        | 45.7         | 43.4         | 43.1         | 43.0         |
| <b>Total tangible equity excluding fair value of own debt, DVA and other adjustments<sup>1</sup></b> | <b>158.9</b>       | <b>152.7</b> | <b>148.0</b> | <b>147.0</b> | <b>145.9</b> |
| Fair value of own debt, DVA and other adjustments  | (2.5)              | (0.4)        | (0.1)        | 3.0          | (1.8)        |
| <b>Total tangible equity</b>   | <b>156.4</b>       | <b>152.3</b> | <b>147.9</b> | <b>150.0</b> | <b>144.1</b> |
| <b>Tangible equity by principal subsidiary (\$bn)</b>  |                    |              |              |              |              |
| <b>Total tangible equity<sup>2</sup></b>   | <b>156.4</b>       | <b>152.3</b> | <b>147.9</b> | <b>150.0</b> | <b>144.1</b> |
| The Hongkong and Shanghai Banking Corporation Limited  | <b>86.9</b>        | 84.3         | 82.1         | 80.5         | 81.6         |
| HSBC Bank plc  | <b>26.3</b>        | 25.7         | 24.8         | 25.4         | 24.2         |
| HSBC UK Bank plc   | <b>22.5</b>        | 21.3         | 20.4         | 22.2         | 21.2         |
| HSBC North America Holdings Inc.   | <b>18.6</b>        | 18.9         | 18.9         | 18.9         | 17.8         |
| The Saudi British Bank (associate)   | <b>4.2</b>         | 3.8          | 4.1          | 4.4          | 4.4          |
| <b>Memo</b>  |                    |              |              |              |              |
| Bank of Communications Co, Ltd <sup>3</sup> (associate)  | <b>21.6</b>        | 20.6         | 19.8         | 19.3         | 19.1         |

*<sup>1</sup> Totals may not cast due to rounding.**<sup>2</sup> The sum of the tangible equity of the Group's subsidiaries is greater than the tangible equity of the consolidated Group.**<sup>3</sup> Included within The Hongkong and Shanghai Banking Corporation Limited.*

**Summary of credit risk (excluding debt instruments measured at FVOCI) by stage distribution and ECL coverage by industry sector at 31 December 2020**

|   | Gross carrying/nominal amount <sup>1</sup> |                |                |                          | Allowance for ECL |                |                |                | ECL coverage %           |              |              |              |              |                        |            |  |
|---|--|----------------|----------------|--------------------------|-------------------|----------------|----------------|----------------|--------------------------|--------------|--------------|--------------|--------------|------------------------|------------|--|
|   | Stage 1<br>\$m                             | Stage 2<br>\$m | Stage 3<br>\$m | POCI <sup>1</sup><br>\$m | Total<br>\$m      | Stage 1<br>\$m | Stage 2<br>\$m | Stage 3<br>\$m | POCI <sup>1</sup><br>\$m | Total<br>\$m | Stage 1<br>% | Stage 2<br>% | Stage 3<br>% | POCI <sup>1</sup><br>% | Total<br>% |  |
| Loans and advances to customers at amortised cost | 869,920                                    | 163,185        | 19,095         | 277                      | 1,052,477         | (1,974)        | (4,965)        | (7,439)        | (112)                    | (14,490)     | 0.2 %        | 3.0 %        | 39.0 %       | 40.4 %                 | 1.4 %      |  |
| – personal  | 430,134                                    | 25,064         | 5,611          | —                        | 460,809           | (827)          | (2,402)        | (1,502)        | —                        | (4,731)      | 0.2 %        | 9.6 %        | 26.8 %       | — %                    | 1.0 %      |  |
| – corporate and commercial                        | 387,563                                    | 126,287        | 12,961         | 277                      | 527,088           | (1,101)        | (2,444)        | (5,827)        | (112)                    | (9,494)      | 0.3 %        | 1.9 %        | 45.0 %       | 40.4 %                 | 1.8 %      |  |
| – non-bank financial institutions                 | 52,223                                     | 11,834         | 523            | —                        | 64,580            | (46)           | (119)          | (100)          | —                        | (265)        | 0.1 %        | 1.0 %        | 19.1 %       | — %                    | 0.4 %      |  |
| Loans and advances to banks at amortised cost     | 79,654                                     | 2,004          | —              | —                        | 81,658            | (33)           | (9)            | —              | —                        | (42)         | — %          | 0.4 %        | — %          | — %                    | 0.1 %      |  |
| Other financial assets measured at amortised cost | 768,216                                    | 3,975          | 177            | 40                       | 772,408           | (80)           | (44)           | (42)           | (9)                      | (175)        | — %          | 1.1 %        | 23.7 %       | 22.5 %                 | —          |  |
| Loans and other credit-related commitments        | 604,485                                    | 54,217         | 1,080          | 1                        | 659,783           | (290)          | (365)          | (78)           | (1)                      | (734)        | — %          | 0.7 %        | 7.2 %        | 100.0 %                | 0.1 %      |  |
| – personal  | 234,337                                    | 1,681          | 152            | —                        | 236,170           | (39)           | (1)            | —              | —                        | (40)         | — %          | 0.1 %        | — %          | — %                    | — %        |  |
| – corporate and commercial                        | 253,062                                    | 45,851         | 888            | 1                        | 299,802           | (236)          | (338)          | (75)           | (1)                      | (650)        | 0.1 %        | 0.7 %        | 8.4 %        | 100.0 %                | 0.2 %      |  |
| – financial                                       | 117,086                                    | 6,685          | 40             | —                        | 123,811           | (15)           | (26)           | (3)            | —                        | (44)         | — %          | 0.4 %        | 7.5 %        | — %                    | —          |  |
| Financial guarantees                              | 14,090                                     | 4,024          | 269            | 1                        | 18,384            | (37)           | (62)           | (26)           | —                        | (125)        | 0.3 %        | 1.5 %        | 9.7 %        | — %                    | 0.7 %      |  |
| – personal  | 872  | 26             | 2              | —                        | 900               | —              | (1)            | —              | —                        | (1)          | — %          | 3.8 %        | — %          | — %                    | 0.1 %      |  |
| – corporate and commercial                        | 9,536                                      | 3,157          | 252            | 1                        | 12,946            | (35)           | (54)           | (25)           | —                        | (114)        | 0.4 %        | 1.7 %        | 9.9 %        | — %                    | 0.9 %      |  |
| – financial                                       | 3,682                                      | 841            | 15             | —                        | 4,538             | (2)            | (7)            | (1)            | —                        | (10)         | 0.1 %        | 0.8 %        | 6.7 %        | — %                    | 0.2 %      |  |
| At 31 Dec 2020                                    | 2,336,365                                  | 227,405        | 20,621         | 319                      | 2,584,710         | (2,414)        | (5,445)        | (7,585)        | (122)                    | (15,566)     | 0.1 %        | 2.4 %        | 36.8 %       | 38.2 %                 | 0.6 %      |  |

*1 Represents the maximum amount at risk should the contracts be fully drawn upon and clients default.*

#### *2 Purchased or originated credit impaired ('POCI').*

#### **Stage 2 days past due analysis at 31 December 2020**

|   | Gross carrying amount |                   |                                   |                                    | Allowance for ECL |                   |                                   |                                    | ECL coverage % |                 |                                 |                                  |
|---|-----------------------|-------------------|-----------------------------------|------------------------------------|-------------------|-------------------|-----------------------------------|------------------------------------|----------------|-----------------|---------------------------------|----------------------------------|
|   | Stage 2<br>\$m        | Up-to-date<br>\$m | 1 to 29 DPD <sup>1,2</sup><br>\$m | 30 and > DPD <sup>1,2</sup><br>\$m | Stage 2<br>\$m    | Up-to-date<br>\$m | 1 to 29 DPD <sup>1,2</sup><br>\$m | 30 and > DPD <sup>1,2</sup><br>\$m | Stage 2<br>%   | Up-to-date<br>% | 1 to 29 DPD <sup>1,2</sup><br>% | 30 and > DPD <sup>1,2</sup><br>% |
| Loans and advances to customers at amortised cost |                       |                   |                                   |                                    |                   |                   |                                   |                                    |                |                 |                                 |                                  |
| - personal  | 163,185               | 159,367           | 2,052                             | 1,766                              | (4,965)           | (4,358)           | (275)                             | (332)                              | 3.0 %          | 2.7 %           | 13.4 %                          | 18.8 %                           |
| - corporate and commercial                        | 25,064                | 22,250            | 1,554                             | 1,260                              | (2,402)           | (1,895)           | (227)                             | (280)                              | 9.6 %          | 8.5 %           | 14.6 %                          | 22.2 %                           |
| - non-bank financial institutions                 | 126,287               | 125,301           | 489                               | 497                                | (2,444)           | (2,344)           | (48)                              | (52)                               | 1.9 %          | 1.9 %           | 9.6 %                           | 10.5 %                           |
|   | 11,834                | 11,816            | 9                                 | 9                                  | (119)             | (119)             | —                                 | —                                  | 1.0 %          | 1.0 %           | — %                             | — %                              |
| Loans and advances to banks at amortised cost     | 2,004                 | 2,004             | —                                 | —                                  | (9)               | (9)               | —                                 | —                                  | 0.4 %          | 0.4 %           | — %                             | — %                              |
| Other financial assets measured at amortised cost | 3,975                 | 3,963             | 3                                 | 9                                  | (44)              | (44)              | —                                 | —                                  | 1.1 %          | 1.1 %           | — %                             | — %                              |

1 Days past due ('DPD')

*2 The days past due amounts presented above are on a contractual basis and include the benefit of any customer relief payment holidays granted.*

### Total personal lending for loans and advances to customers by stage distribution

|  | Gross carrying amount |         |         |         | Allowance for ECL |         |         |         |
|--|-----------------------|---------|---------|---------|-------------------|---------|---------|---------|
|  | Stage 1               | Stage 2 | Stage 3 | Total   | Stage 1           | Stage 2 | Stage 3 | Total   |
|  | \$m                   | \$m     | \$m     | \$m     | \$m               | \$m     | \$m     | \$m     |
| <b>By portfolio</b>                                    |                       |         |         |         |                   |         |         |         |
| First lien residential mortgages                       | 336,666               | 12,233  | 3,383   | 352,282 | (125)             | (188)   | (442)   | (755)   |
| - of which:  |                       |         |         |         |                   |         |         |         |
| Interest only (including offset)                       | 29,143                | 3,074   | 351     | 32,568  | (9)               | (19)    | (88)    | (116)   |
| affordability (including US adjustable rate mortgages) | 13,265                | 2,209   | 606     | 16,080  | (11)              | (11)    | (5)     | (27)    |
| Other personal lending                                 | 93,468                | 12,831  | 2,228   | 108,527 | (702)             | (2,214) | (1,060) | (3,976) |
| - other  | 74,174                | 7,288   | 1,489   | 82,951  | (305)             | (914)   | (665)   | (1,884) |
| - credit cards   | 17,327                | 5,292   | 680     | 23,299  | (386)             | (1,281) | (380)   | (2,047) |
| - second lien residential mortgages                    | 593                   | 100     | 51      | 744     | (3)               | (9)     | (10)    | (22)    |
| - motor vehicle finance                                | 1,374                 | 151     | 8       | 1,533   | (8)               | (10)    | (5)     | (23)    |
| At 31 Dec 2020   | 430,134               | 25,064  | 5,611   | 460,809 | (827)             | (2,402) | (1,502) | (4,731) |
| <b>By geography</b>                                    |                       |         |         |         |                   |         |         |         |
| Europe   | 200,120               | 11,032  | 2,511   | 213,663 | (247)             | (1,271) | (826)   | (2,344) |
| - of which: UK   | 163,338               | 9,476   | 1,721   | 174,535 | (223)             | (1,230) | (545)   | (1,998) |
| Asia   | 178,175               | 7,969   | 1,169   | 187,313 | (234)             | (446)   | (241)   | (921)   |
| - of which: Hong Kong                                  | 118,252               | 5,133   | 206     | 123,591 | (102)             | (237)   | (48)    | (387)   |
| MENA   | 4,879                 | 403     | 251     | 5,533   | (54)              | (112)   | (152)   | (318)   |
| North America  | 40,387                | 4,613   | 1,378   | 46,378  | (93)              | (200)   | (132)   | (425)   |
| Latin America  | 6,573                 | 1,047   | 302     | 7,922   | (199)             | (373)   | (151)   | (723)   |
| At 31 Dec 2020   | 430,134               | 25,064  | 5,611   | 460,809 | (827)             | (2,402) | (1,502) | (4,731) |

## Total wholesale lending for loans and advances to banks and customers by stage distribution

|  | Gross carrying amount |                |                |             |                | Allowance for ECL |                |                |              |                |
|--|-----------------------|----------------|----------------|-------------|----------------|-------------------|----------------|----------------|--------------|----------------|
|  | Stage 1<br>\$m        | Stage 2<br>\$m | Stage 3<br>\$m | POCI<br>\$m | Total<br>\$m   | Stage 1<br>\$m    | Stage 2<br>\$m | Stage 3<br>\$m | POCI<br>\$m  | Total<br>\$m   |
| Corporate and commercial   | 387,563               | 126,287        | 12,961         | 277         | 527,088        | (1,101)           | (2,444)        | (5,837)        | (112)        | (9,494)        |
| - agriculture, forestry and fishing                                    | 6,087                 | 1,026          | 331            | 1           | 7,445          | (12)              | (45)           | (149)          | (1)          | (207)          |
| - mining and quarrying   | 7,429                 | 3,705          | 797            | 16          | 11,947         | (33)              | (112)          | (209)          | (11)         | (365)          |
| - manufacturing  | 68,179                | 23,564         | 2,076          | 87          | 93,906         | (201)             | (442)          | (905)          | (40)         | (1,588)        |
| - electricity, gas, steam and air-conditioning supply                  | 14,240                | 1,907          | 53             | —           | 16,200         | (25)              | (40)           | (8)            | —            | (73)           |
| - water supply, sewerage, waste management and remediation             | 2,874                 | 253            | 47             | —           | 3,174          | (8)               | (7)            | (22)           | —            | (37)           |
| - construction   | 9,368                 | 4,455          | 773            | 4           | 14,600         | (42)              | (118)          | (426)          | (4)          | (590)          |
| - wholesale and retail trade, repair of motor vehicles and motorcycles | 65,937                | 21,518         | 3,196          | 12          | 90,663         | (174)             | (326)          | (2,029)        | (3)          | (2,532)        |
| - transportation and storage   | 19,510                | 9,143          | 769            | 11          | 29,433         | (90)              | (163)          | (240)          | —            | (493)          |
| - accommodation and food   | 10,616                | 14,918         | 536            | 1           | 26,071         | (76)              | (285)          | (129)          | (1)          | (491)          |
| - publishing, audiovisual and broadcasting                             | 17,019                | 2,796          | 131            | 33          | 19,979         | (45)              | (85)           | (39)           | (20)         | (189)          |
| - real estate  | 102,933               | 22,186         | 1,907          | 1           | 127,027        | (169)             | (260)          | (738)          | —            | (1,167)        |
| - professional, scientific and technical activities                    | 17,162                | 6,379          | 498            | 33          | 24,072         | (56)              | (149)          | (185)          | (8)          | (398)          |
| - administrative and support services                                  | 17,085                | 8,361          | 907            | 70          | 26,423         | (66)              | (153)          | (291)          | (24)         | (534)          |
| - public administration and defence, compulsory social security        | 1,530                 | 475            | 3              | —           | 2,008          | (2)               | (11)           | (1)            | —            | (14)           |
| - education  | 1,402                 | 691            | 29             | —           | 2,122          | (12)              | (20)           | (9)            | —            | (41)           |
| - health and care  | 4,049                 | 1,192          | 261            | 8           | 5,510          | (21)              | (45)           | (120)          | —            | (186)          |
| - arts, entertainment and recreation                                   | 1,631                 | 1,570          | 236            | —           | 3,437          | (9)               | (62)           | (87)           | —            | (158)          |
| - other services   | 11,380                | 1,320          | 410            | —           | 13,110         | (54)              | (105)          | (249)          | —            | (408)          |
| - activities of households   | 660                   | 142            | —              | —           | 802            | —                 | (1)            | —              | —            | (1)            |
| - extra-territorial organisations and bodies activities                | 10                    | —              | —              | —           | 10             | —                 | —              | —              | —            | —              |
| - government   | 7,866                 | 671            | 1              | —           | 8,538          | (6)               | (2)            | (1)            | —            | (9)            |
| - asset-backed securities  | 596                   | 15             | —              | —           | 611            | —                 | (13)           | —              | —            | (13)           |
| Non-bank financial institutions  | 52,223                | 11,834         | 523            | —           | 64,580         | (46)              | (119)          | (100)          | —            | (265)          |
| Loans and advances to banks  | 73,654                | 2,004          | —              | —           | 81,658         | (33)              | (9)            | —              | —            | (42)           |
| <b>At 31 Dec 2020</b>  | <b>519,440</b>        | <b>140,125</b> | <b>13,484</b>  | <b>277</b>  | <b>673,326</b> | <b>(1,180)</b>    | <b>(2,572)</b> | <b>(5,937)</b> | <b>(112)</b> | <b>(9,801)</b> |
| <b>By geography</b>  |                       |                |                |             |                |                   |                |                |              |                |
| Europe   | 156,474               | 51,708         | 6,531          | 109         | 214,822        | (589)             | (1,400)        | (2,097)        | (51)         | (4,137)        |
| - of which: UK   | 104,534               | 40,454         | 4,712          | 53          | 149,753        | (536)             | (1,234)        | (1,320)        | (33)         | (3,123)        |
| Asia   | 279,985               | 58,159         | 3,443          | 106         | 341,693        | (337)             | (383)          | (2,040)        | (43)         | (2,803)        |
| - of which: Hong Kong  | 156,817               | 39,257         | 1,637          | 45          | 197,756        | (162)             | (260)          | (751)          | (23)         | (1,196)        |
| MENA   | 24,753                | 7,893          | 1,952          | 30          | 34,628         | (91)              | (216)          | (1,205)        | (12)         | (1,524)        |
| North America  | 46,852                | 18,220         | 913            | —           | 65,985         | (77)              | (302)          | (281)          | —            | (660)          |
| Latin America  | 11,376                | 4,145          | 645            | 32          | 16,198         | (86)              | (271)          | (314)          | (6)          | (677)          |
| <b>At 31 Dec 2020</b>  | <b>519,440</b>        | <b>140,125</b> | <b>13,484</b>  | <b>277</b>  | <b>673,326</b> | <b>(1,180)</b>    | <b>(2,572)</b> | <b>(5,937)</b> | <b>(112)</b> | <b>(9,801)</b> |
| <b>Corporate and commercial</b>  |                       |                |                |             |                |                   |                |                |              |                |
| Europe   | 124,865               | 48,068         | 6,066          | 104         | 179,103        | (547)             | (1,298)        | (2,024)        | (48)         | (3,917)        |
| - of which: UK   | 87,131                | 37,473         | 4,276          | 53          | 128,933        | (503)             | (1,154)        | (1,269)        | (33)         | (2,959)        |
| Asia   | 203,902               | 50,510         | 3,420          | 110         | 257,942        | (313)             | (374)          | (2,033)        | (46)         | (2,766)        |
| - of which: Hong Kong  | 125,660               | 34,698         | 1,635          | 46          | 162,039        | (156)             | (253)          | (747)          | (23)         | (1,179)        |
| MENA   | 14,998                | 7,661          | 1,935          | 31          | 24,625         | (88)              | (214)          | (1,199)        | (12)         | (1,513)        |
| North America  | 34,877                | 17,616         | 894            | —           | 53,387         | (75)              | (295)          | (267)          | —            | (637)          |
| Latin America  | 8,921                 | 2,432          | 646            | 32          | 12,031         | (78)              | (263)          | (314)          | (6)          | (661)          |
| <b>At 31 Dec 2020</b>  | <b>387,563</b>        | <b>126,287</b> | <b>12,961</b>  | <b>277</b>  | <b>527,088</b> | <b>(1,101)</b>    | <b>(2,444)</b> | <b>(5,837)</b> | <b>(112)</b> | <b>(9,494)</b> |

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