

HSBC HOLDINGS PLC

Global Business Management View of Income

4Q 2016

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 2016*. 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 2016*, the *Interim Report 2016*, and other reports and financial information published by HSBC.

Where information is presented on an adjusted basis, all comparatives are re-translated at average 4Q16 exchange rates.

Retail Banking and Wealth Management								
Reported excluding significant items and Brazil, \$m	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16	3Q16	4Q16
Retail Banking	3,438	3,464	3,430	3,378	3,321	3,337	3,190	3,130
Current Accounts, savings and deposits	1,319	1,333	1,328	1,325	1,338	1,389	1,307	1,324
Personal lending	2,119	2,131	2,102	2,053	1,983	1,948	1,883	1,806
– mortgages	711	709	717	719	679	665	636	610
– credit cards	905	910	876	839	821	785	773	732
– other personal lending	503	512	509	495	483	498	474	464
Wealth management	1,535	1,879	1,266	1,305	1,151	1,330	1,528	1,281
– investment distribution	839	1,036	807	666	706	742	804	675
– life insurance manufacturing	442	574	210	389	213	356	470	366
– asset management	254	269	249	250	232	232	254	240
Other	143	137	173	259	125	152	203	179
Adjusted, \$m	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16	3Q16	4Q16
Retail Banking	3,032	3,060	3,069	3,064	3,117	3,105	3,064	3,130
Current Accounts, savings and deposits	1,161	1,175	1,181	1,196	1,256	1,295	1,255	1,324
Personal lending	1,871	1,885	1,888	1,868	1,861	1,810	1,809	1,806
– mortgages	640	637	650	660	642	622	617	610
– credit cards	797	804	792	771	774	732	741	732
– other personal lending	434	444	446	437	445	456	451	464
Wealth management	1,447	1,788	1,182	1,241	1,120	1,281	1,495	1,281
– investment distribution	797	993	770	637	686	717	789	675
– life insurance manufacturing	418	546	183	368	211	344	462	366
– asset management	232	249	229	236	223	220	244	240
Other	151	151	176	260	146	129	224	179
Total Revenue	4,630	4,999	4,427	4,565	4,383	4,515	4,783	4,590

	Commercial Banking							
Reported excluding significant items and Brazil, \$m	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16	3Q16	4Q16
Global Trade and Receivables Finance	550	548	556	514	489	479	465	446
Credit and Lending	1,303	1,307	1,370	1,325	1,303	1,303	1,277	1,220
Global Liquidity and Cash Management	1,093	1,110	1,126	1,131	1,094	1,103	1,067	1,081
Markets products, Insurance and Investments and Other	460	425	313	373	432	441	392	294
Adjusted, \$m	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16	3Q16	4Q16
Global Trade and Receivables Finance	510	510	519	485	471	457	452	446
Credit and Lending	1,187	1,184	1,256	1,227	1,238	1,226	1,240	1,220
Global Liquidity and Cash Management	977	992	1,012	1,031	1,035	1,036	1,034	1,081
Markets products, Insurance and Investments and Other	424	391	292	348	414	400	377	294
Total Revenue	3,098	3,077	3,079	3,091	3,158	3,119	3,103	3,041

	Global Banking and Markets							
Reported excluding significant items and Brazil, \$m	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16	3Q16	4Q16
Global Markets	2,006	1,921	1,304	1,178	1,550	1,995	1,697	1,533
Credit	262	228	73	90	157	346	226	73
Rates	381	447	247	375	415	683	554	497
Foreign exchange	901	675	698	553	727	692	656	739
Equities	462	571	286	160	251	274	261	224
Global Banking	958	1,011	1,037	956	912	939	990	977
Global Liquidity and Cash Management	481	467	464	486	489	481	491	490
Securities Services	427	429	421	406	379	400	413	394
Global Trade and Receivables Finance	181	185	184	170	178	177	177	170
Principal Investments	20	109	49	65	1	(6)	173	49
Credit & Funding Valuation adjustments	93	129	165	(137)	143	(110)	(77)	(26)
Other Revenue	29	55	14	(4)	25	(42)	(47)	4
Adjusted, \$m	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16	3Q16	4Q16
Global Markets	1,841	1,745	1,221	1,101	1,506	1,870	1,650	1,533
Credit	235	214	67	86	153	324	221	73
Rates	372	398	241	342	420	635	539	497
Foreign exchange	822	620	662	525	700	655	637	739
Equities	412	513	251	148	233	256	253	224
Global Banking	892	942	971	898	878	897	965	977
Global Liquidity and Cash Management	433	424	426	449	463	453	468	490
Securities Services	396	399	395	385	365	381	398	394
Global Trade and Receivables Finance	168	171	174	160	171	169	171	170
Principal Investments	19	100	46	54	3	(3)	172	49
Credit & Funding Valuation adjustments	75	117	146	(131)	137	(96)	(80)	(26)
Other Revenue	9	53	(2)	2	22	(35)	(54)	4
Total Revenue	3,833	3,951	3,377	2,918	3,545	3,636	3,690	3,591

Global Private Banking								
Reported excluding significant items and Brazil, \$m	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16	3Q16	4Q16
Investment revenue	269	244	211	189	196	182	188	159
Lending	111	108	109	112	111	108	105	92
Deposit	95	94	89	88	94	87	82	82
Other	82	85	68	63	64	76	65	66
Adjusted, \$m	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16	3Q16	4Q16
Investment revenue	261	236	205	186	194	177	185	159
Lending	98	99	101	110	107	105	102	92
Deposit	91	89	84	85	91	84	81	82
Other	78	75	66	61	62	70	61	66
Total Revenue	528	499	456	442	454	436	429	399

Corporate Centre								
Reported excluding significant items and Brazil, \$m	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16	3Q16	4Q16
Central Treasury	716	292	711	266	743	632	396	(287)
Legacy portfolios	374	296	283	271	200	121	275	120
- US run-off portfolio	302	272	290	300	239	181	150	122
- Legacy credit	72	24	(7)	(29)	(39)	(60)	125	(2)
Other	16	60	(75)	(184)	179	3	(263)	(454)
Adjusted, \$m	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16	3Q16	4Q16
Central Treasury	614	241	657	230	715	605	373	(287)
Legacy portfolios	367	302	285	279	201	129	270	120
- US run-off portfolio	302	272	290	300	239	181	150	122
- Legacy credit	65	30	(5)	(21)	(38)	(52)	120	(2)
Other	15	99	(88)	(186)	176	28	(259)	(454)
Total Revenue	996	642	854	323	1,092	762	384	(621)