



Corporate and Institutional Banking Asia

Asia seminar for investors and analysts | May 2026



Business overview

Surendra Rosha
Co-CEO, Asia and
Middle East



Asia CIB is critical to our globally connected network business

Be the most trusted bank globally, putting customers at the heart of everything we do

1

Simple and agile

Built upon our strengths of
Transaction Banking and Financing

- ◆ #1 GPS¹, GTS¹, FICC¹, LAF²
- ◆ #2 DCM³, Securities Services¹
- ◆ The 'Product factory' enabling HSBC to capture the growing wealth opportunity

2

Customer-centricity

\$229bn CIB **customer deposits**;
\$165bn **customer loan book**

- ◆ Deep local knowledge amidst uncertainty, >100 years in 13 out of 18 Asia markets
- ◆ Serve the full continuum of customers, across Corporate and Institutional
- ◆ c.85% of Asia-HQ CIB client revenue is multi-jurisdictional⁴

3

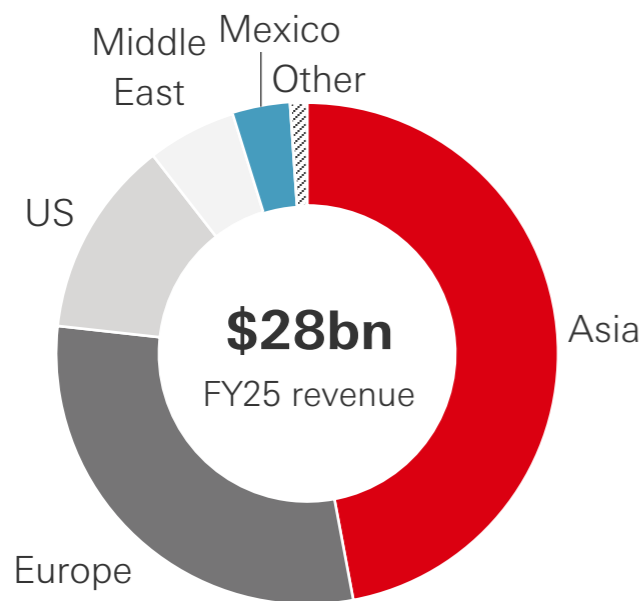
Focused, sustainable growth

Developing **tailored solutions** and services to cater to **changing needs**

- ◆ 'Asia buys Asia' – focused on priority corridors, e.g. China 'going out'
- ◆ Building real-time, innovative solutions, e.g. tokenised deposits
- ◆ Leading global financing powerhouse – target Asia Top 5 in Capital Markets & Advisory

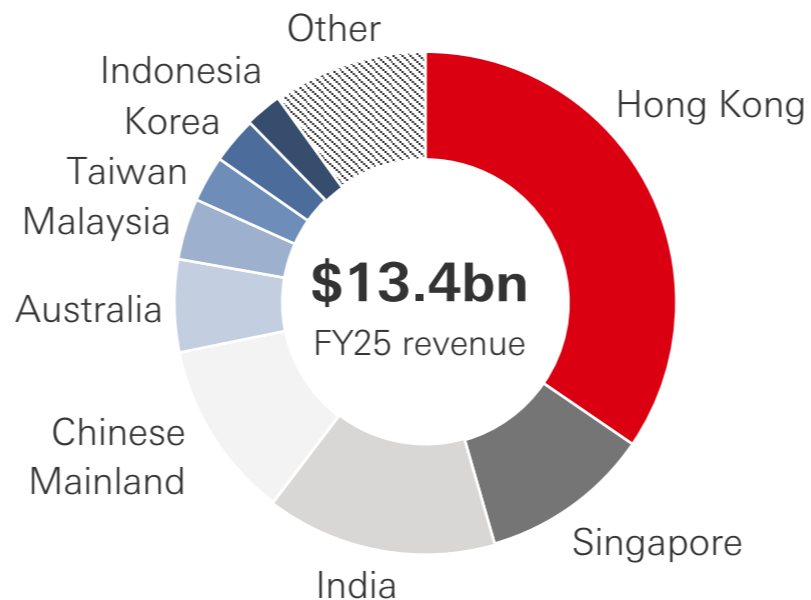
Asia is a significant contributor to global CIB

Asia represents ~50% of CIB revenues¹



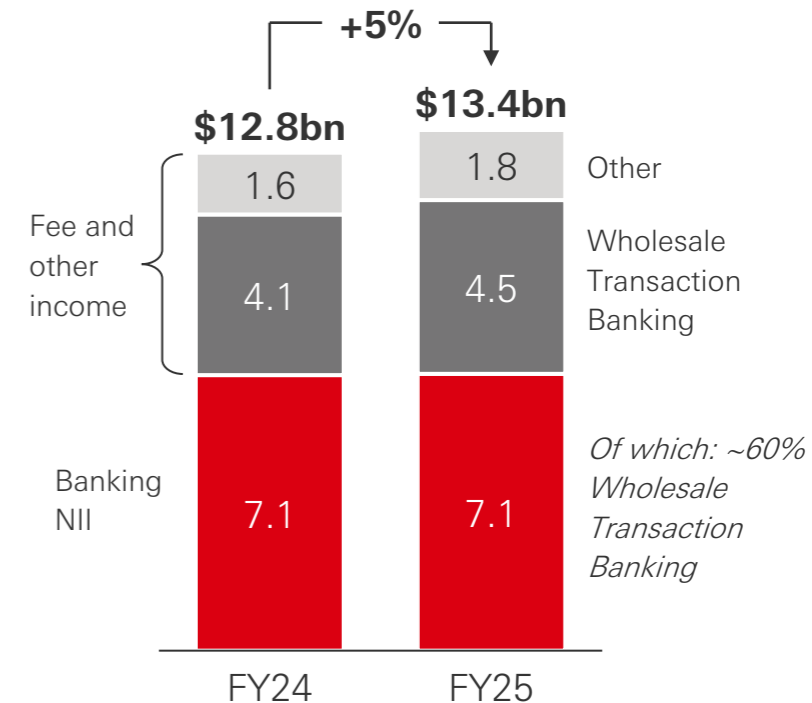
- ◆ Asia-HQ customers contribute ~35% of global CIB client revenue²

Diversified with scale in priority markets



- ◆ CIB Asia banks ~10k Asia-HQ customers
- ◆ Serve the needs of regional / international headquarters and treasury centres

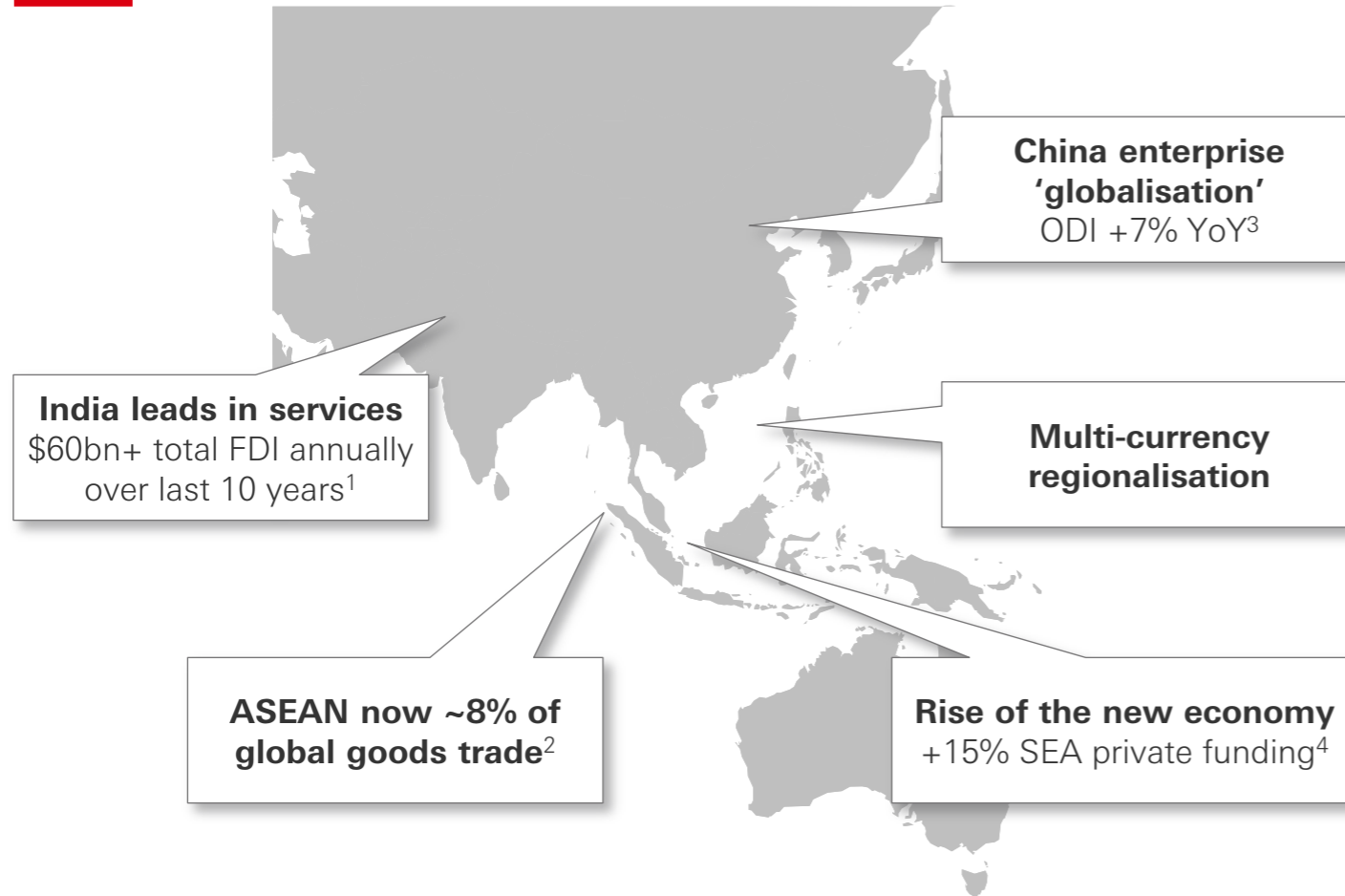
#1 Wholesale Transaction Bank in Asia³



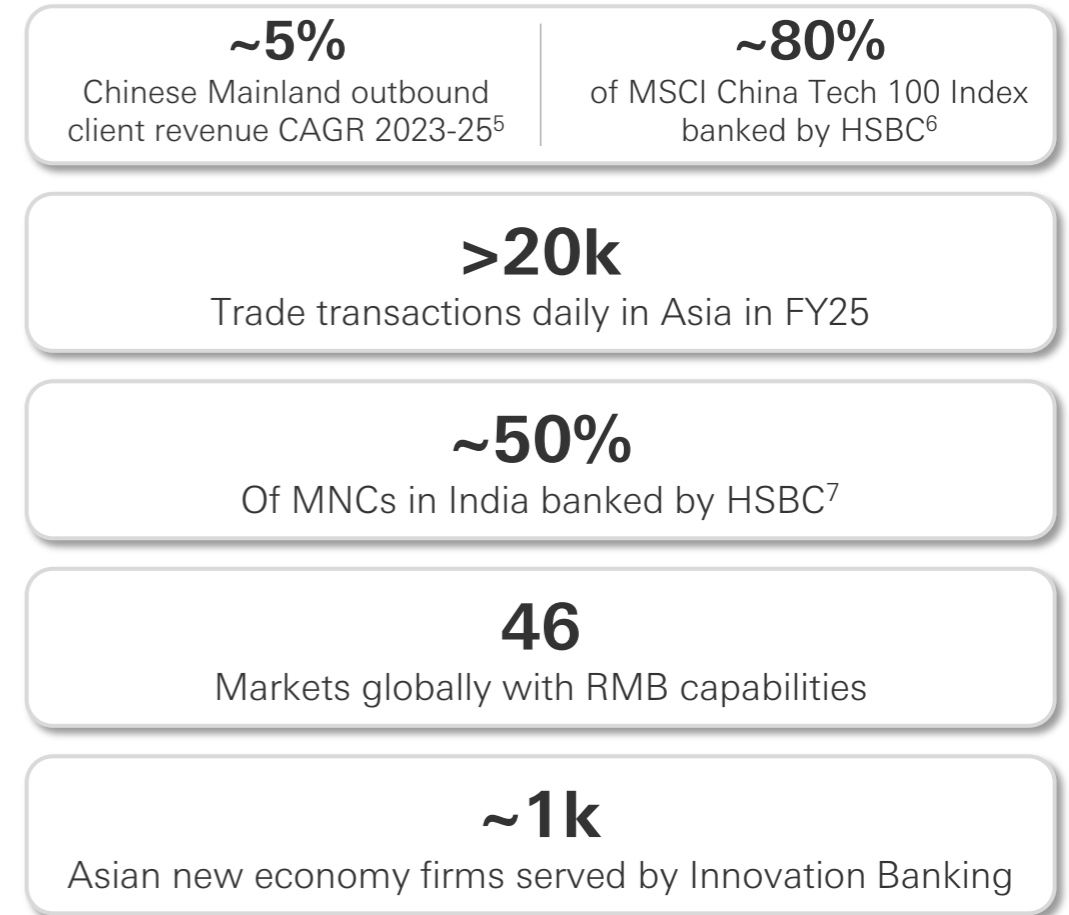
- ◆ 'Product factory' for rest of the Group, including IWPB and Hong Kong businesses

Our deep Asia network is key to capture shifts and changes

'Asia for Asia' – key trends



We are well-positioned to capture the trends



Leading CIB Bank in Asia; well-positioned to capture growth trends across the region

Wholesale Transaction Banking (WTB)

#1
GTS¹

#1
GPS²

#2
SSv³

#1
FICC⁴

Financing

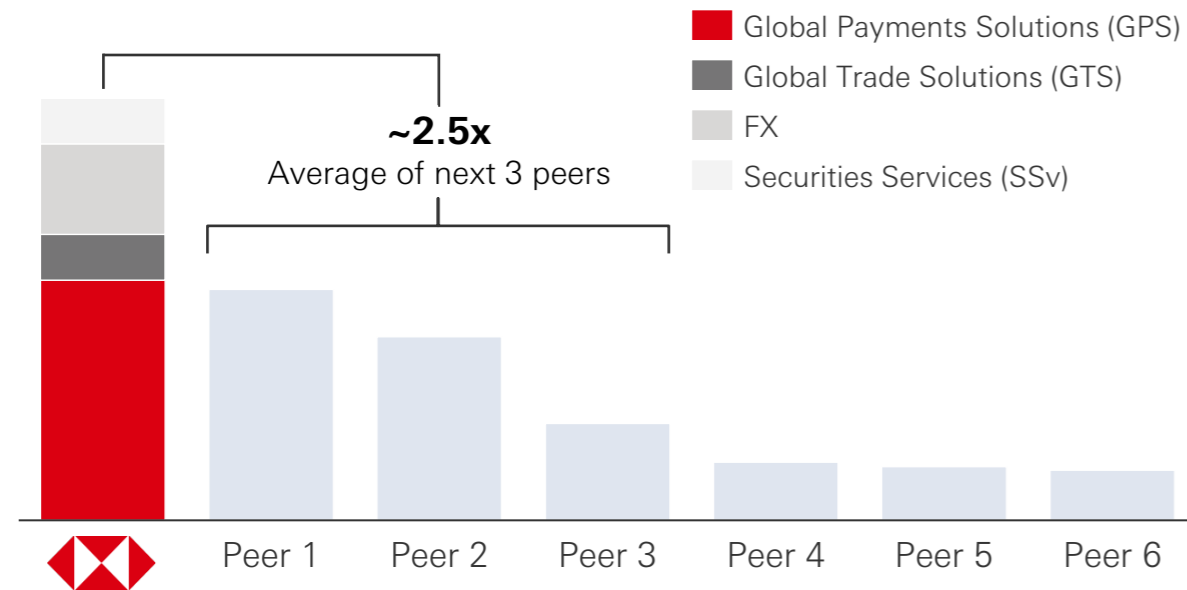
#1
L&A⁵

#2
DCM⁶

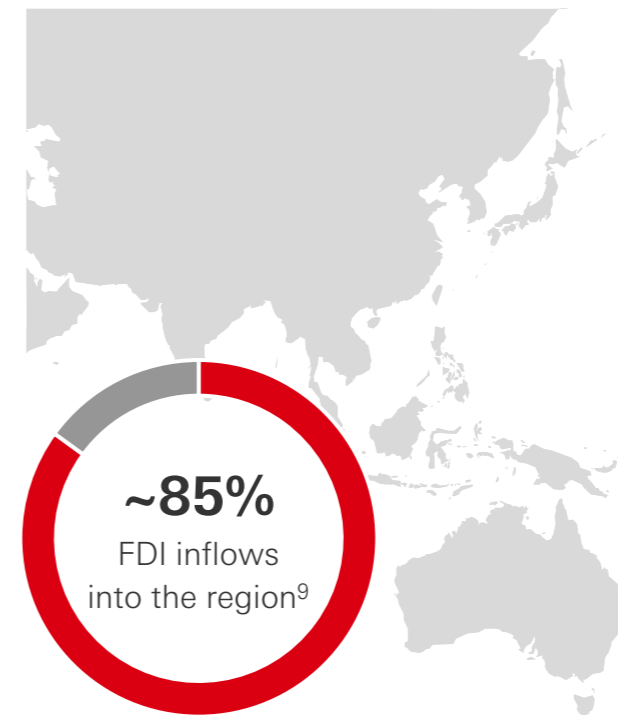
#1
LAF⁷

Significant scale vs. peers

Asia Wholesale Transaction Banking total revenue, FY25⁸



Present in the markets that matter



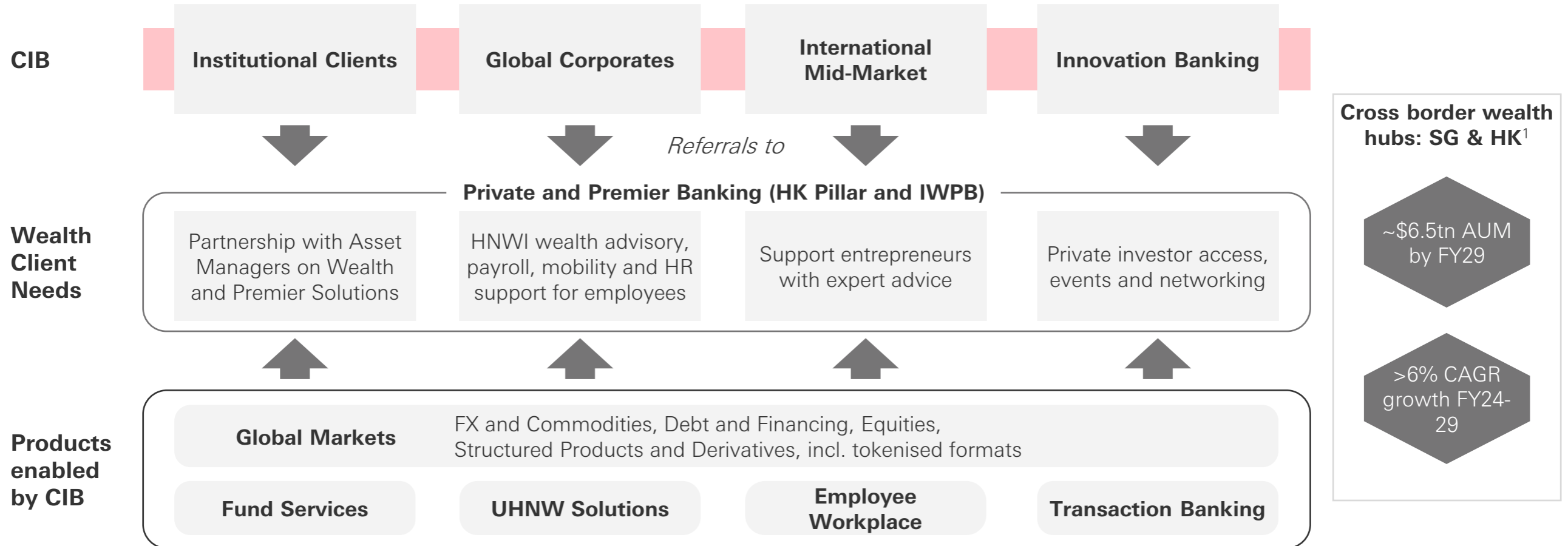
18

Markets in Asia Pacific

- | | |
|------------------|-------------|
| Australia | Malaysia |
| Bangladesh | Mauritius |
| Chinese Mainland | New Zealand |
| Hong Kong | Philippines |
| India | Singapore |
| Indonesia | Sri Lanka |
| Japan | Taiwan |
| Korea | Thailand |
| Macau | Vietnam |

CIB is key to growing our Wealth business

CIB x Wealth collaboration



Building the flywheel – deepening client relationships, delivering compounding returns

Focused and sustainable growth

Jo Miyake

Head of Banking, Asia and Middle East

Noor R Adhami

Global Head of Network Banking

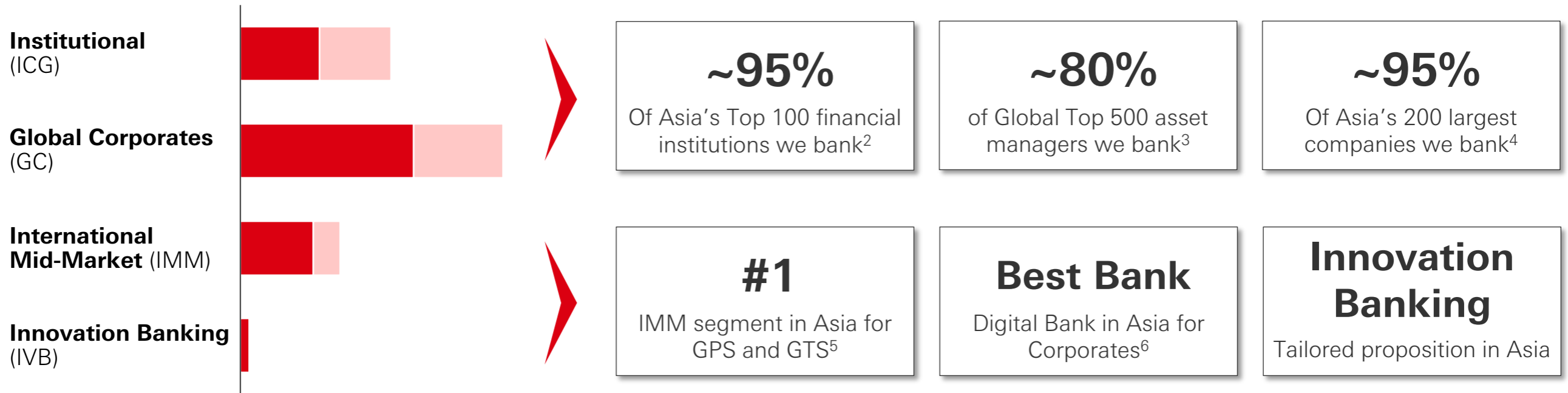


We support a wide breadth and continuum of customers

Our customers are both Asia-HQed customers and International Corporates and Institutions expanding into Asia

FY25 client revenues¹

■ Asia-HQ ■ Inbound clients



Serve the continuum of customers

Deep local market knowledge

Balanced and diversified revenues

Our ability to meet changing customer needs and build new capabilities is driving growth

Changing customer needs

- 1 Customers are increasingly demanding **real-time, 'instant' and secure services**, from payments to trading
- 2 Customers are looking for **integrated solutions across products**, e.g. from FX to remittances to supply chain financing
- 3 Customers seeking **advisory-based relationships** as they navigate volatility, supply chain shifts, and international expansion
- 4 Global and regional **financial institutions** increasingly focusing on the **Asia Wealth opportunity**
- 5 Need for **diverse financing solutions** to support the expansion of Asian corporates and institutions **internationally**

How HSBC CIB helps clients



Deposit and payments bank of choice

>800 Regional Treasury Centres supported



Trade expertise

>45k suppliers across 700+ supply chain finance programs



Leader in FX

23% FY24-25 growth in APAC client electronic volumes



Financing powerhouse

\$165bn FY25 CIB customer loans & advances in Asia



Trusted custodian

#1 for ETFs in HK and SG¹



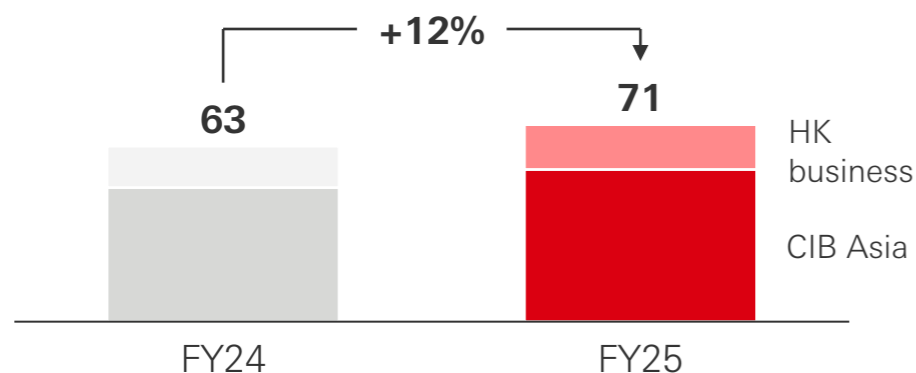
International network

~17% growth FY23-25 in Asia-linked multi-jurisdictional client base²

Strengthen our position as Asia's #1 Trade Bank

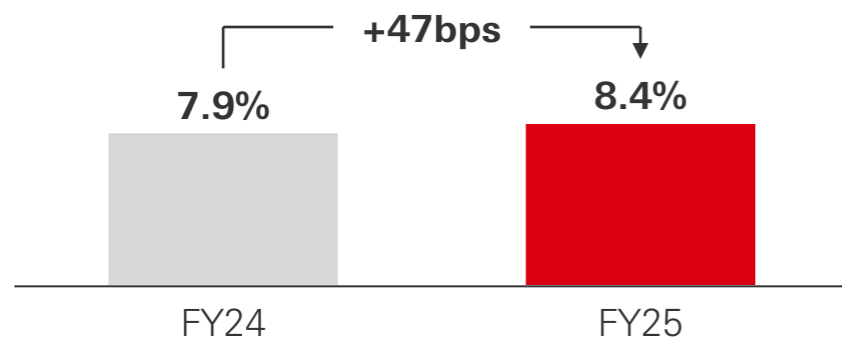
Record trade asset balances

Wholesale Asia GTS asset balances, \$bn



Strong and growing market share

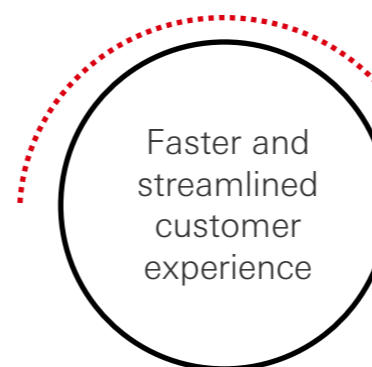
Asia GTS revenue market share, %¹



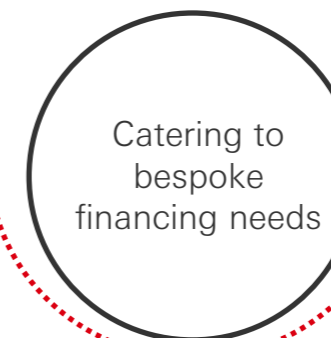
Driving further growth through customer-centricity

What our clients want

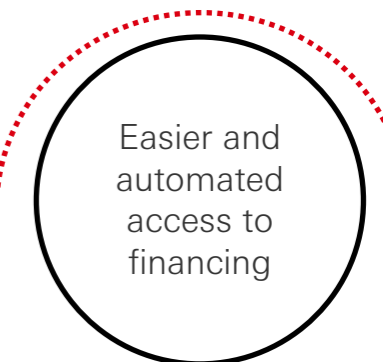
Traditional trade



Structured working capital solutions



Platforms and partnerships



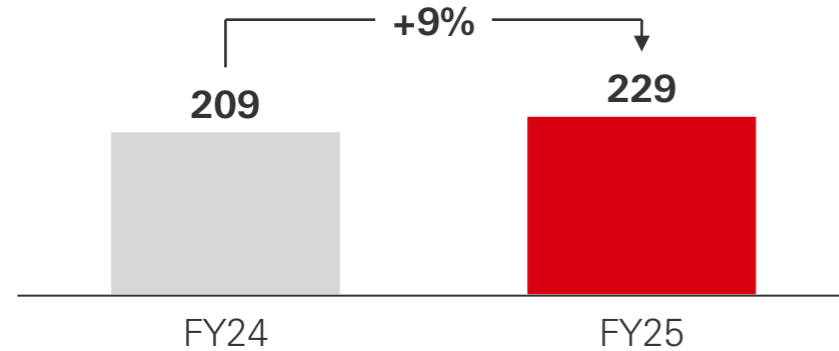
How we're delivering

- ◆ Market leader in Asia with share up **+80bps**¹
- ◆ Rolled out digital offering HSBC Trade Solutions in **13** Asia markets
- ◆ Guarantees **+11% YoY**²
- ◆ Digital Solutions: **Doubled** TradePay assets in 2025
- ◆ Record-high structured trade assets; Asia revenue **+16% YoY**
- ◆ Developing tailored solutions: e.g. asset-backed lending, contract & lease financing
- ◆ **Strategic investments** in embedded finance e.g. HSBC Express Finance
- ◆ Embedding HSBC propositions in eCommerce platforms, using data-led digital solutions

Continue to be the bank of choice for deposits and payments

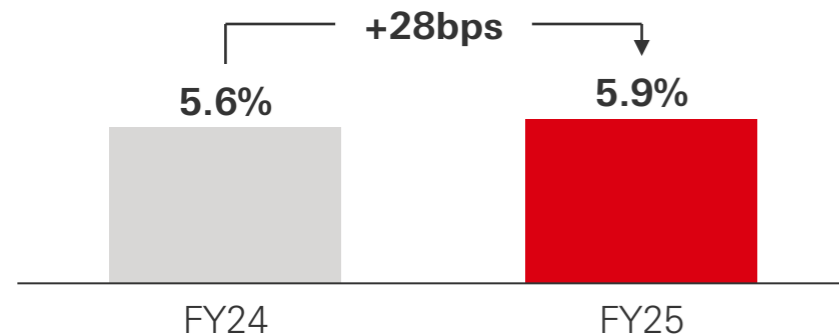
Demonstrated growth in a quality deposit book

Asia CIB customer deposits, \$bn



Strong and growing market share

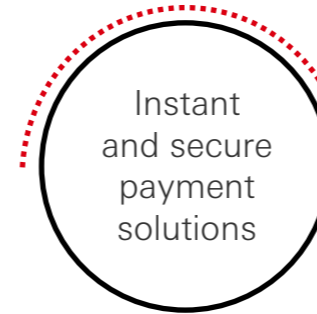
Asia GPS revenue market share, %¹



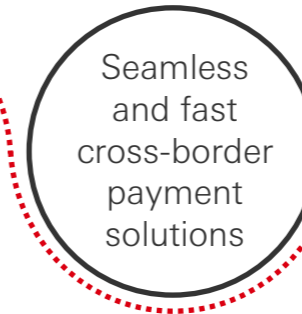
Driving further growth through customer-centricity

What our clients want

Domestic real time payments (RTP)



Seamless cross-border payments



Treasury transformation



New Economy



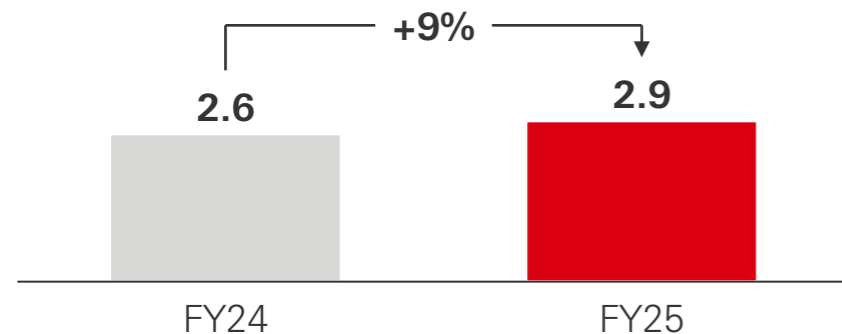
How we're delivering

- ◆ **#1 RTP** footprint in Asia (16 markets)
- ◆ **230m** transactions in 2025, volumes **+12% YoY**
- ◆ Increasingly via APIs: **4 out of 5 API** transactions from Asia
- ◆ **#1** for SWIFT transactions in Asia²
- ◆ **#1** foreign bank for RMB via CIPS³
- ◆ Global Disbursements offers **100+** currencies from single account
- ◆ Launched Treasury Solutions Group advisory; **100+** Asia clients supported
- ◆ **Tokenised Deposit Solution** live in 5 major global hubs
- ◆ Launched Digital Merchant Services (DMS), now accepts **15** payment methods
- ◆ Building partnership ecosystem e.g. cards, open banking

Seizing the next wave of growth in Asia across Global FX

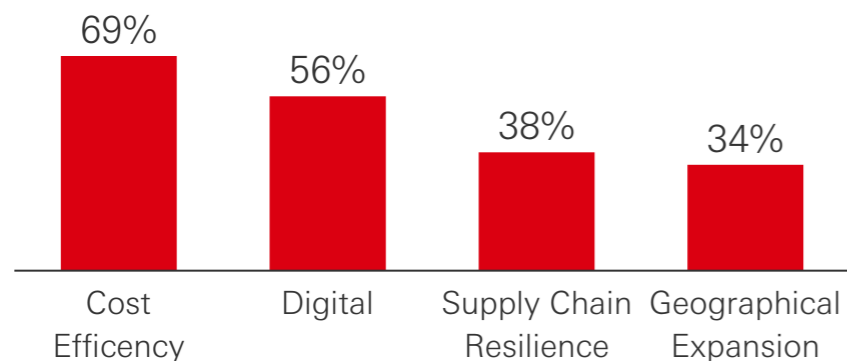
Strong revenue growth

Asia CIB FX fee and other income, \$bn



Top strategic client priorities

FY25 Corporate Pulse survey responses¹, %



Driving further growth through customer-centricity

What our clients want

Digital transformation

Speed, ease and efficiency of execution with expert human insights

FX services

Unified FX services offering across the trade life-cycle

Trade corridors

A partner for cross-border business into and within Asia

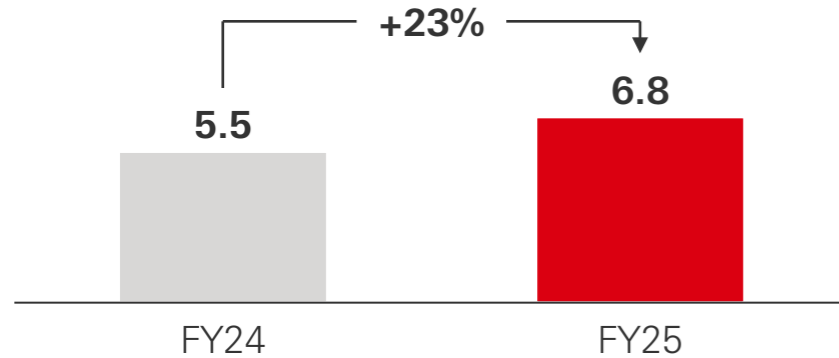
How we're delivering

- ◆ Electronic FX client volumes **+23%** YoY
 - ◆ Scalable and consistent execution with client expertise; Payment related FX volumes **+25%** YoY
 - ◆ Launched HSBC **AI Markets** where users can access real time pricing, execution and risk tools in one place
 - ◆ Tailored Wealth solutions e.g. Mobile FX being rolled out in **7 Asia sites**, tokenised gold with **>\$0.5bn AUM²**
 - ◆ Bespoke FX services by client segment e.g. auto risk management across **8 countries** in Asia
- With presence across **18 markets** in Asia, HSBC helps clients to:
- ◆ Do business intra-Asia where activity in key corridors has grown; **'Asia for Asia'**
 - ◆ Connect international flows e.g. US-India trade corridor

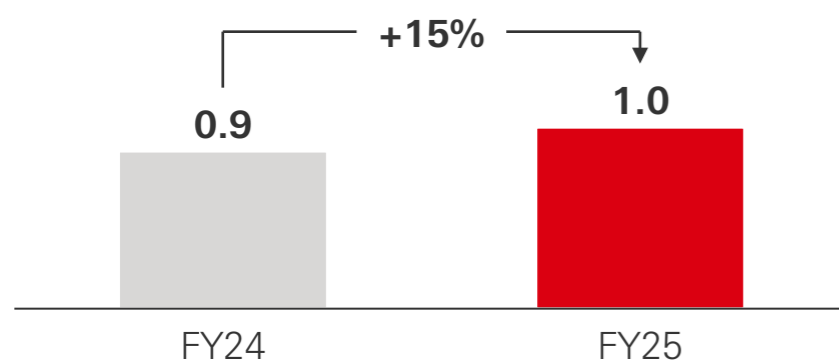
We are Asia's trusted custodian and well positioned to scale

Strong growth in AUC and AUA

Asia Securities Services assets under custody (AUC), \$tn



Asia Securities Services assets under administration (AUA), \$tn



Driving further growth through customer-centricity

What our clients want

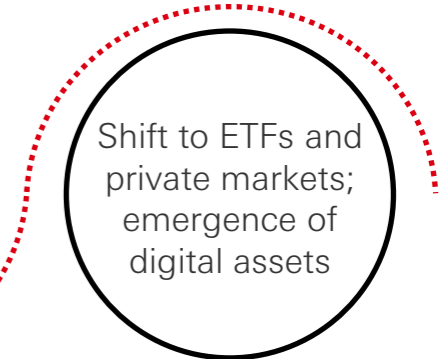
Asia wealth



Asian FIs expanding overseas



Emerging product verticals

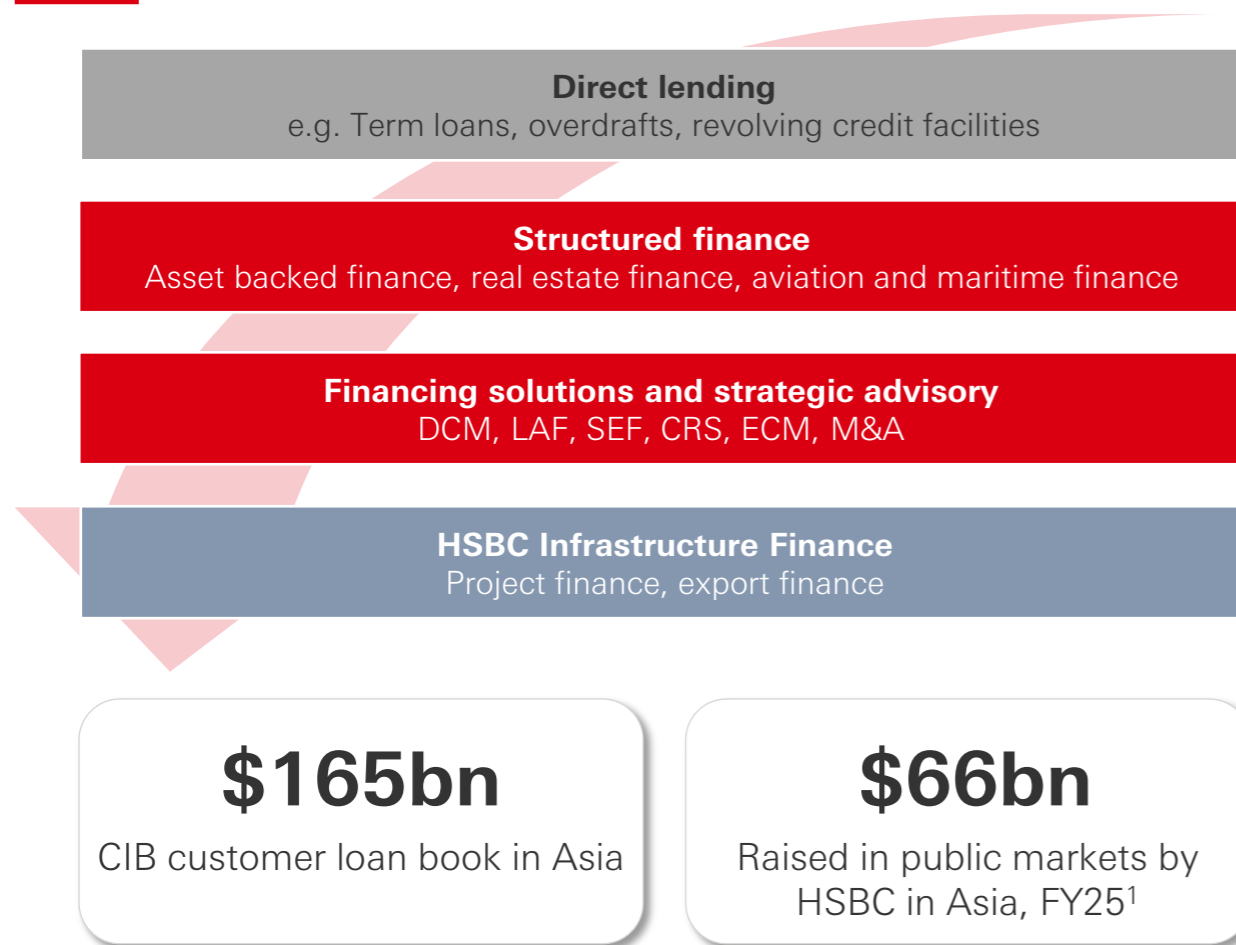


How we're delivering

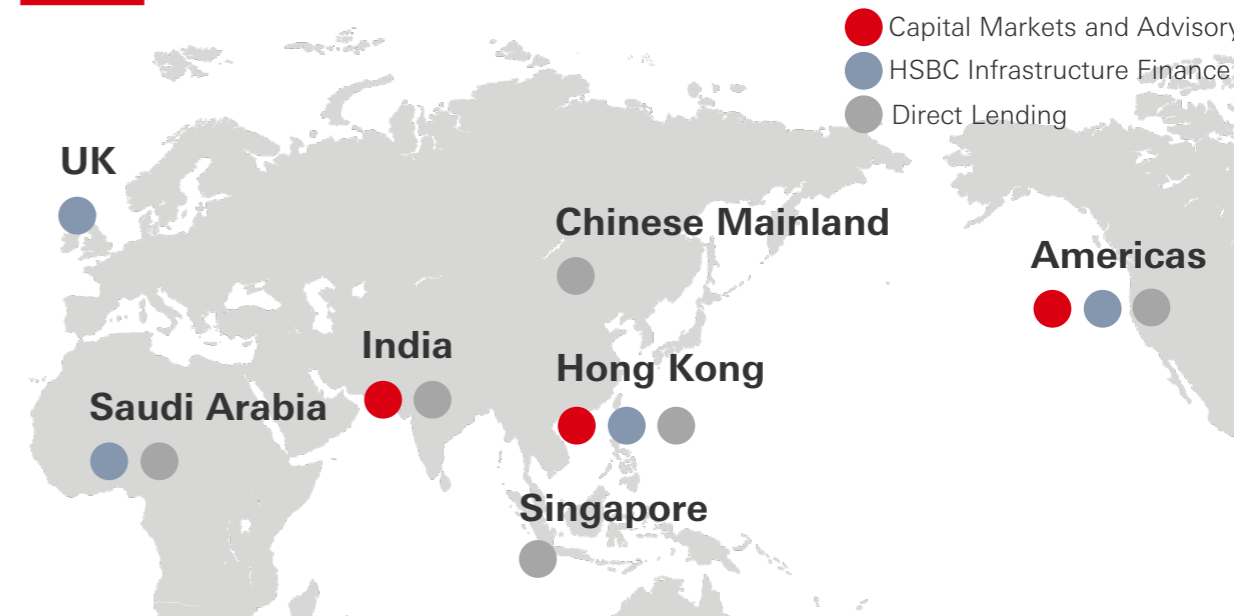
- ◆ Capturing **inbound flows** from Western financial institutions
- ◆ **Wealth distribution** as a key differentiator
- ◆ **One integrated proposition** across all asset classes
- ◆ On-the-ground expertise in **30** proprietary markets including **17 in Asia**
- ◆ Offer both Global Custody and Fund Services via a **single data-driven** platform
- ◆ **#1** in ETFs in Hong Kong & Singapore¹
- ◆ Building **digital assets and currencies** capabilities (e.g. Orion issued **>\$3.5bn** digital bonds²)

Full suite of financing products to support customers' needs

Full suite of financing products across client lifecycle



Case study: Leading global auto manufacturer



- ◆ **Transaction Banking** across **25 markets**
- ◆ Strong and recurring presence in several **DCM** and **structured finance** transactions, e.g. joint bookrunner on \$1.5bn+ ABS transaction
- ◆ \$3.3bn **IPO** of subsidiary, HSBC was Joint Book Running Lead Manager
- ◆ \$1.3bn **export financing** and green loan to support EV buildout

International Network – Our unique superpower

A dedicated coverage model

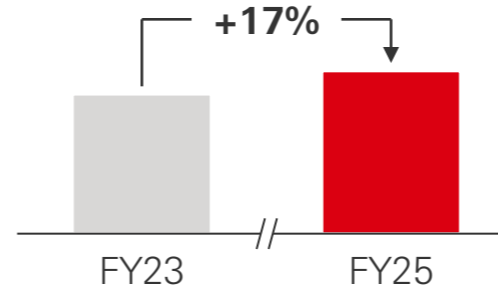
- ◆ Local expertise and deep-rooted connectivity to market infrastructure
- ◆ Relationship driven, built on trust, expanding and acquiring clients growing into new markets
 - Sector coverage alignment
 - Unique product solutions
 - In sync with clients - Regional Treasury Centres (RTCs)
- ◆ Proactive network coverage
 - Our ability to originate in the Network is a key driver of growth

The Asian advantage

Growth of Asia-linked international client base

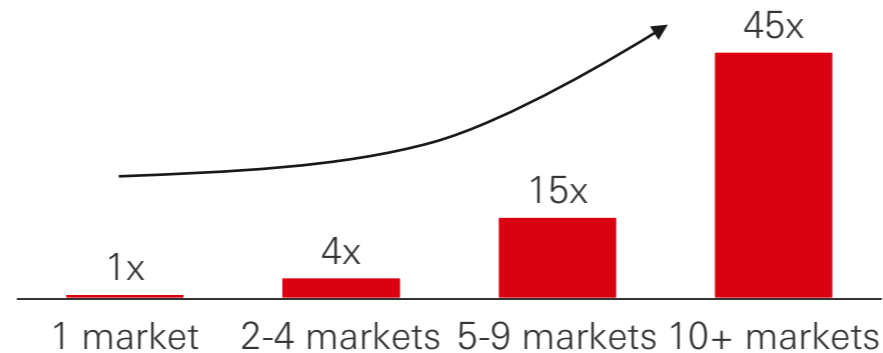
Asia-linked multi-jurisdictional client #¹

- ◆ International connectivity is driving client acquisition



New to Market and deeper wallet drives our client revenues² higher

Client revenue multiplier by # Asian booking sites



China and India

120+

Mandarin speaking bankers and product specialists

28

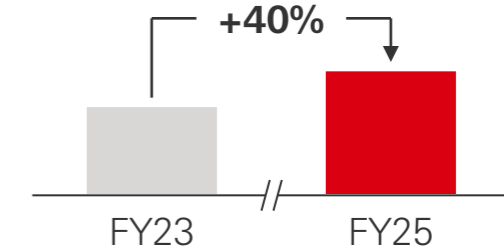
Markets with Mandarin speaking coverage

~50%

MNCs banked in India³

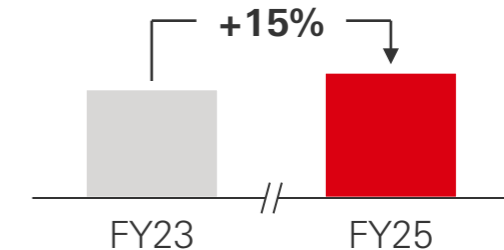
China Outbound

China Outbound Clients



India Inbound

India Inbound Clients

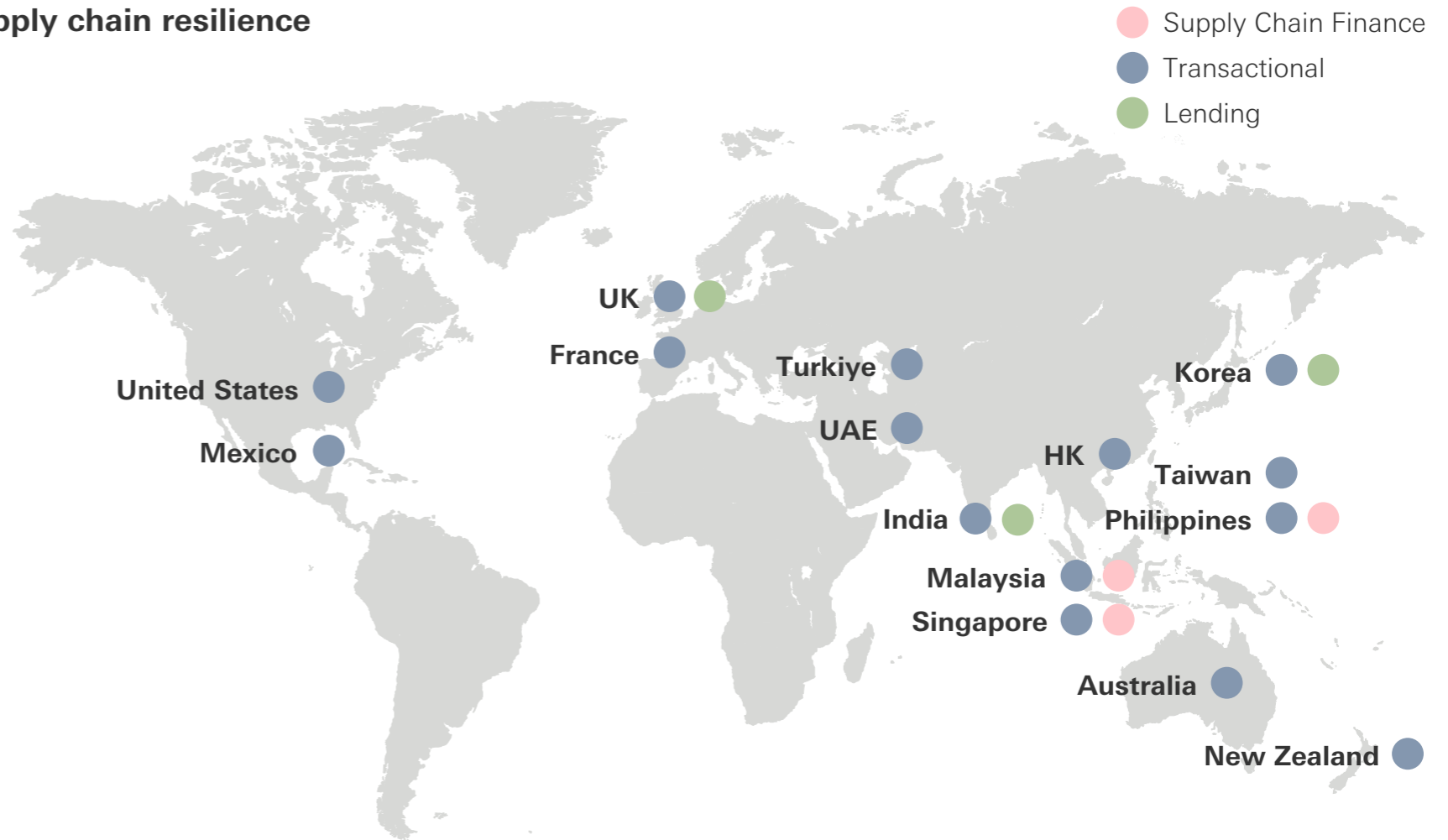


Our connectivity and footprint enable seamless cross border flows and growth

Case study: Regionalisation and bolstering supply chain resilience

Client journey

- ◆ **Shifting supply chains** as a catalyst for change
- ◆ **Regional supply chain program**
- ◆ **Treasury transformation and cash optimisation**
- ◆ **Transaction Banking** across 15 markets
- ◆ **Global Card program** to optimise working capital



Key points

- 1** | **Leading market position in Asia:** #1 Wholesale Transaction Bank¹, #1 LAF², #2 DCM³
- 2** | The CIB proposition is **fully integrated** enterprise-wide (IWPB, Hong Kong and UK)
- 3** | An **international footprint** that captures **regional and global growth trends**
- 4** | **Competitive cross product capabilities** in local, regional and global markets
- 5** | Leveraging our leadership position to invest in **future capabilities**

Appendix

Deep franchise in priority markets

Chinese Mainland*

**PBT (excl. BoCom)
\$1.1bn**

Largest foreign bank¹

Growth drivers:

- ◆ Scale
- ◆ Connectivity
- ◆ Innovation

Singapore

**PBT
\$1.5bn**

Largest foreign bank²

Growth drivers:

- ◆ International hub – RTC/ RHOs
- ◆ Growth in Institutional segment driven by wealth
- ◆ Tech, innovation and transition-led hub

India

**PBT
\$1.9bn**

Largest foreign bank³

Growth drivers:

- ◆ Multinational companies growth
- ◆ GIFT City, new economy
- ◆ IMM and supply chain ecosystem

Middle East

**PBT \$1.1bn (HBME) &
\$0.7bn (SAB profit share)**

Largest foreign bank⁴

Growth drivers:

- ◆ Strategic corridors; Asia-MENAT
- ◆ SWF and portfolios' flows
- ◆ Infrastructure & sustainability

Footnotes

Slide 2: Asia CIB is critical to our globally connected network business

1. GPS (Global Payment Solutions): Crisil Coalition Greenwich Competitor Analytics – FY25 - APAC. Based on HSBC’s internal business structure and internal revenue numbers, and the following peer group: BofA, BARC, BNPP, CITI, DBS, DB, JPM, SCB. Analysis includes all Institutional Clients and Corporates with annual sales turnover of more than US\$5-10mm. GTS (Global Trade Solutions): Crisil Coalition Greenwich Competitor Analytics – FY25 - APAC. Based on HSBC’s internal business structure and internal revenue numbers, and the following peer group: BofA, BARC, BNPP, CACIB, CITI, DBS, DB, JPM, SCB. Analysis includes all Institutional Clients and Corporates with annual sales turnover of more than US\$5-10mm. FICC (Fixed Income, Currencies and Commodities): Coalition Greenwich Competitor Analytics – FY25 – APAC. Fixed Income, Currencies and Commodities includes Foreign Exchange, Rates, Precious Metals, Credit, and Financing. Based on HSBC’s internal business structure and internal revenue numbers, and the following peer group: BofA, BARC, BNPP, CITI, DB, GS, JPM, MS, SCB, SG, UBS. SSv (Securities Services): Crisil Coalition Greenwich Competitor Analytics – FY25 - APAC. Based on HSBC’s internal business structure and internal revenue numbers, and the following peer group: BNPP, BNY, BBH, CACEIS, CITI, DB, JPM, NT, SG, SCB, SS. APAC refers to Asia-Pacific and is used interchangeably with Asia throughout this document.
2. LAF: Dealogic – FY25, HSBC footprint markets in Asia. Includes all Loans, excludes Japan & Onshore China
3. DCM: Dealogic – FY25, HSBC footprint markets in Asia. Excludes ABS/MBS, Japan & Onshore China.
4. In our wholesale businesses, we identify a client as multi-jurisdictional if they hold a relationship with us that generates revenue in any market outside of where the primary relationship is managed. Multi-jurisdictional client revenue is a component of wholesale client revenue and represents the total client revenue we generate from multi-jurisdictional clients

Slide 3: Asia is a significant contributor to global CIB

1. The segments of the chart represent the Group legal entities in the respective markets, including The Hongkong and Shanghai Banking Corporation Limited ('Asia'), HSBC Bank plc ('Europe'), HSBC North America Holdings Inc. ('US'), Grupo Financiero HSBC S.A. de C.V. ('Mexico') and HSBC Bank Middle East Limited ('Middle East')

2. Wholesale client revenue generated with clients managed in Asia as a percentage of Group wholesale client revenue. Wholesale client revenue is derived by excluding from wholesale revenue the revenue we generate from Fixed Income, Equities, Commodities, and non-cash foreign exchange, as well as other non-client revenue
3. Based on Asia wholesale transaction banking total revenue, FY25

Slide 4: Our deep Asia network is key to capture shifts and changes

1. Department for Promotion of Industry and Internal Trade, Government of India, as of 31 December 2025
2. WTO Global Trade Statistics 2025
3. Overview of 2025 China outbound investment report by EY
4. E-Conomy SEA 2025 report by Google, Temasek and Bain
5. Chinese Mainland outbound revenue is defined as client revenue generated with multi-jurisdictional clients managed in Chinese Mainland and booked in any other market outside of Chinese Mainland
6. Share of index constituent firms banked by HSBC, as of 31 December 2025
7. Indian Ministry of Commerce as of 31 December 2025

Slide 5: Leading CIB Bank in Asia; well-positioned to capture growth trends across the region

1. GTS (Global Trade Solutions): Crisil Coalition Greenwich Competitor Analytics – FY25 - APAC. Based on HSBC’s internal business structure and internal revenue numbers, and the following peer group: BofA, BARC, BNPP, CACIB, CITI, DBS, DB, JPM, SCB. Analysis includes all Institutional Clients and Corporates with annual sales turnover of more than US\$5-10mm. APAC refers to Asia-Pacific and is used interchangeably with Asia throughout this document.
2. GPS (Global Payment Solutions): Crisil Coalition Greenwich Competitor Analytics – FY25 - APAC. Based on HSBC’s internal business structure and internal revenue numbers, and the following peer group: BofA, BARC, BNPP, CITI, DBS, DB, JPM, SCB. Analysis includes all Institutional Clients and Corporates with annual sales turnover of more than US\$5-10mm. APAC refers to Asia-Pacific and is used interchangeably with Asia throughout this document

Footnotes

Slide 5: Leading CIB Bank in Asia; well-positioned to capture growth trends across the region

3. SSv (Securities Services): Crisil Coalition Greenwich Competitor Analytics – FY25 - APAC. Based on HSBC's internal business structure and internal revenue numbers, and the following peer group: BNPP, BNY, BBH, CACEIS, CITI, DB, JPM, NT, SG, SCB, SS. APAC refers to Asia-Pacific and is used interchangeably with Asia throughout this document.
4. FICC (Fixed Income, Currencies and Commodities): Coalition Greenwich Competitor Analytics – FY25 – APAC. Fixed Income, Currencies and Commodities includes Foreign Exchange, Rates, Precious Metals, Credit, and Financing. Based on HSBC's internal business structure and internal revenue numbers, and the following peer group: BofA, BARC, BNPP, CITI, DB, GS, JPM, MS, SCB, SG, UBS.
5. #1 by size of Wholesale Loans and Advances in Asia (i.e. HSBC CIB Asia + Hong Kong Business). Peer group includes international banks in Asia: SCB, CITI, JPM, DBS, UOB, OCBC, BOCHK
6. DCM: Dealogic – FY25, HSBC footprint markets in Asia. Excludes ABS/MBS, Japan & Onshore China.
7. LAF: Dealogic – FY25, HSBC footprint – markets in Asia. Includes all Loans, excludes Japan & Onshore China
8. Wholesale Transaction Banking: Coalition Greenwich Competitor Analytics – FY25 - APAC. Based on HSBC's internal business structure and internal revenue numbers, and the following peer group: BofA, BNPP, CITI, DBS, JPM, SCB. For Cash Management and Trade Finance, analysis includes all Institutional Clients and Corporates with annual sales turnover of more than US\$5-10mm. APAC refers to Asia-Pacific and is used interchangeably with Asia throughout this document.
9. Share of region's FDI inflows captured by HSBC footprint markets, UNCTAD, 2024

Slide 6: CIB is key to growing our Wealth business

1. 2025 BCG Wealth Report. Mainly includes U/HNW assets

Slide 8: We support a wide breadth and continuum of customers

1. Wholesale client revenue is derived by excluding from wholesale revenue the revenue we generate from Fixed Income, Equities, Commodities, and non-cash foreign exchange, as well as other non-client revenue

2. 100 largest Financial Institutions by FY25 revenue listed in Asia Pacific, per FactSet
3. Global Top 500 asset managers by AUM – per Thinking Ahead Institute FY25
4. 200 largest companies by FY25 revenue listed in Asia Pacific, per FactSet
5. Coalition Greenwich Competitor Analytics – FY25 – APAC. Based on HSBC's internal business structure and internal revenue numbers. Analysis includes all Corporate clients with annual sales turnover of more than US\$5-10mm, and below \$1.5bn. GPS peer group includes: BofA, BARC, BNPP, CITI, DBS, DB, JPM, SCB. GTS peer group includes: BofA, BARC, BNPP, CACIB, CITI, DBS, DB, JPM, SCB. APAC refers to Asia-Pacific and is used interchangeably with Asia throughout this document.
6. Digital for Corporates: Coalition Greenwich Voice of Client – 2025 Asia Corporate Banking Study

Slide 9: Our ability to meet changing customer needs and build new capabilities is driving growth

1. FY25 share of ETF AUM listed in Hong Kong Stock Exchange and Singapore Stock Exchange respectively, custodied by HSBC
2. Includes Asia headquartered multi-jurisdictional clients managed in Asia and multi-jurisdictional clients headquartered and managed in the rest of the work that bank with us in Asia

Slide 10: Strengthen our position as Asia's #1 Trade Bank

1. GTS: Coalition Greenwich Competitor Analytics – FY25 – APAC. Based on HSBC's internal business structure and internal revenue numbers, and the following peer group: BofA, BARC, BNPP, CACIB, CITI, DBS, DB, JPM, SCB. Analysis includes all Institutional Clients and Corporates with annual sales turnover of more than US\$5-10mm. APAC refers to Asia-Pacific and is used interchangeably with Asia throughout this document. Traditional Trade: Coalition Greenwich Competitor Analytics – FY25 – APAC. Based on HSBC's internal business structure and internal revenue numbers, and the following peer group: BofA, BARC, BNPP, CACIB, CITI, DBS, DB, JPM, SCB. Analysis includes all Institutional Clients and Corporates with annual sales turnover of more than US\$5-10mm. APAC refers to Asia-Pacific and is used interchangeably with Asia throughout this document.
2. Wholesale Asia Guarantees and Standby Asset Balances, FY24-25 %

Footnotes

Slide 11: Continue to be the bank of choice for deposits and payments

1. GPS: Coalition Greenwich Competitor Analytics – FY25 – APAC. Based on HSBC’s internal business structure and internal revenue numbers, and the following peer group: BofA, BARC, BNPP, CITI, DBS, DB, JPM, SCB. Analysis includes all Institutional Clients and Corporates with annual sales turnover of more than US\$5-10mm. APAC refers to Asia-Pacific and is used interchangeably with Asia throughout this document.
2. Source: SWIFT. Based on monthly transactions sent and received, as of March 2026
3. Source: CIPS. Based on outward volumes, as of April 2026

Slide 12: Seizing the next wave of growth in Asia across Global FX

1. External survey conducted in Jan-Feb 2026 with 1,305 clients surveyed. Clients were asked “what are your top three strategic priorities for your business over the next 12-18 months?”
2. As of 12 May 2026

Slide 13: We are Asia’s trusted custodian and well positioned to scale

1. FY25 share of ETF AUM listed in Hong Kong Stock Exchange and Singapore Stock Exchange respectively, custodied by HSBC
2. As of 12 Feb 2026

Slide 14: Full suite of financing products to support clients’ needs

1. Dealogic FY25, HSBC deal volumes in Asia Pacific

Slide 15: International network: our unique superpower

1. Includes Asia headquartered multi-jurisdictional clients managed in Asia and multi-jurisdictional clients headquartered and managed in the rest of the world that bank with us in Asia
2. Wholesale client revenue is derived by excluding from wholesale revenue the revenue we generate from Fixed Income, Equities, Commodities, and non-cash foreign exchange, as well as other non-client revenue
3. Indian Ministry of Commerce as of 31 December 2025

Slide 17: Key points

1. Wholesale Transaction Banking: Coalition Greenwich Competitor Analytics – FY25 - APAC. Based on HSBC’s internal business structure and internal revenue numbers, and the following peer group: BofA, BNPP, CITI, DBS, JPM, SCB. For Cash Management and Trade Finance, analysis includes all Institutional Clients and Corporates with annual sales turnover of more than US\$5-10mm. APAC refers to Asia-Pacific and is used interchangeably with Asia throughout this document.
2. LAF: Dealogic FY25, HSBC footprint markets in Asia. Includes all Loans, excludes Japan & Onshore China
3. DCM: Dealogic FY25, HSBC footprint markets in Asia. Excludes ABS/MBS, Japan & Onshore China

Slide 19:

1. HSBC internal analysis based on FY25 PBT, using peers’ published results
2. HSBC internal analysis based on FY25 PBT, using peers’ published results
3. HSBC internal analysis based on FY25 revenue, using peers’ published results
4. In the UAE. Based on lending and deposits as per UAE Central Bank statistics as at December 2025

Glossary

ABS	Asset-backed security
APAC	Asia Pacific
API	Application planning interface
ASEAN	Association of Southeast Asian Nations
Assets under administration (AUA)	Includes the provision of bond and loan administration services, transfer agency services and the valuation of portfolios of securities and other financial assets on behalf of clients
Assets under custody (AUC)	The safekeeping and servicing of securities and other financial assets on behalf of clients
Banking NII	Banking net interest income is an alternative performance measure, and is defined as Group net interest income after deducting: (1) the internal cost to fund trading and fair value net assets for which associated revenue is reported in 'Net income from financial instruments held for trading or managed on a fair value basis', also referred to as 'trading and fair value income'. These funding costs reflect proxy overnight or term interest rates as applied by internal funds transfer pricing; (2) the funding cost of foreign exchange swaps in Markets Treasury, where an offsetting income or loss is recorded in trading and fair value income. These instruments are used to manage foreign currency deployment and funding in our entities; (3) third-party net interest income in our Insurance business
BoCom	Bank of Communications Co., Limited, an associate of HSBC
CAGR	Compound annual growth rate
CIB	Corporate and Institutional Banking
CIPS	Cross-border interbank payment system
CRS	Corporate Risk Solutions
DCM	Debt Capital Markets
Digital Merchant Services (DMS)	HSBC solution that streamlines payment collection with a single provider offering multiple payment methods
ECM	Equity Capital Markets
EPS	Earnings per share
ETF	Exchange traded fund
FDI	Foreign direct investment
FICC	Fixed Income, Currencies and Commodities
FX	Foreign exchange
GPS	Global Payments Solutions
Group	HSBC Holdings plc and its subsidiary undertakings
GTS	Global Trade Solutions
HNWI	High net worth individual
HQ	Headquarter

HSBC AI Markets	HSBC AI Markets uses artificial intelligence to provide market insights, trading strategies, and automation for financial operations.
HSBC Express Finance	HSBC Express Finance is a technology platform that connects sellers and lenders, open to Amazon store owners
HSBC Trade Solutions	HSBC Trade Solutions is an e-platform that offers a safe, secure, and flexible means to manage global transactions of Guarantees, Trade Loans for sellers and buyers, Import Bills and Import Documentary Credit
IMM	International mid-market
IVB	Innovation Banking
IWPB	International Wealth and Premier Banking
LAF	Leveraged acquisition financing
L&A	Loans and advances
MENAT	Middle East, North Africa and Turkiye
MNC	Multinational corporation
M&A	Mergers and acquisitions
ODI	Overseas direct investment
Orion	HSBC's digital assets platform
RHQ	Regional headquarters
RTC	Regional treasury centre
RTP	Real-time payments
SAB	Saudi Awwal Bank, an associate of HSBC
SEA	South East Asia
SEF	Strategic Equity Financing
SSv	Securities Services
SWF	Sovereign wealth fund
SWIFT	An international payment network between banks
TradePay	Digital trade finance solution
Treasury Solutions Group	An advisory team that works with clients to develop and implement strategies for capital structure, risk management, and treasury operations
Wholesale Transaction Banking (WTB)	Comprises the following products: Global Trade Solutions, Global Payments Solutions, Global Foreign Exchange and Securities Services

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Additional detailed information concerning important factors, including but not limited to ESG-related factors, that could cause actual results to differ materially from this Presentation is available in our Annual Report and Accounts for the fiscal year ended 31 December 2025, filed with the Securities and Exchange Commission (the “SEC”) on Form 20-F on 26 February 2026 (the “2025 Form 20-F”) and our 1Q 2026 Earnings Release, furnished to the SEC on Form 6-K on 5 May 2026 (the “1Q 2026 Earnings Release”).

Alternative Performance Measures

This Presentation contains non-IFRS measures used by management internally that constitute alternative performance measures under European Securities and Markets Authority guidance and non-GAAP financial measures defined in and presented in accordance with SEC rules and regulations (“Alternative Performance Measures”). The primary Alternative Performance Measures we use are presented on a “constant currency” basis which is computed by adjusting comparative period reported results for the effects of foreign currency translation differences, which distort period-on-period comparisons.

Reconciliations between Alternative Performance Measures and the most directly comparable measures under IFRS are provided in our 2025 Form 20-F and the 1Q 2026 Earnings Release when furnished to the SEC, each of which is available at www.hsbc.com.

Information in this Presentation was prepared as at 20 May 2026.

