

HSBC Climate Ambition

Presentation to Investors

November 2020

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Executive summary

- ◆ The **transition to a low carbon, sustainable future** represents one of the **biggest opportunities and risks** for the global economy and society at large
- ◆ A decade of change is required to deliver the **Paris Agreement and the UN Sustainable Development Goals**; Covid-19 accelerates this transformation
- ◆ The financial services sector has an important role to play to help **enable the transition** of the real economy, help countries address **climate change while achieving prosperity** and **manage future climate risk**
- ◆ HSBC aims **to lead the transition to a sustainable future** by aligning our financed emissions to net zero by 2050 and our own operations to net zero by 2030
- ◆ We seek to **support our customers** with between \$750billion and \$1trillion over the next 10 years in financing and investments and unlock next generation climate solutions
- ◆ We don't have all the answers but we believe we have the **scale and reach to deliver change**. We seek to work with our customers, policy makers, regulators, and the financial system to change HSBC and the wider economy

Climate ambition is part of the Group's approach to Environment, Social, Governance (ESG)


Environmental



HSBC's approach

- ◆ Seek to support the global transition to the low-carbon economy, through our own sustainable operations and by supporting our customers with their transition
- ◆ Ensure robust climate-related risk management covering sensitive sectors, such as energy, palm oil, and forestry

Social



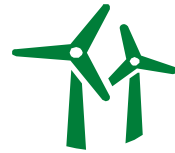
- ◆ Foster a customer and employee-centric approach to our business
- ◆ Focus on diversity and inclusion of our workforce, and strive to put the customer at the heart of everything we do

Governance

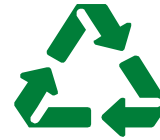


- ◆ Maintain highest standards of governance across all geographies
- ◆ Committed to protect our customers and communities through our financial crime risk management and cybersecurity diligence

Priorities



Low carbon transition



Our operational sustainability



Our customers



Our people



Mental health



Diversity



Cyber security



Financial Crime Compliance

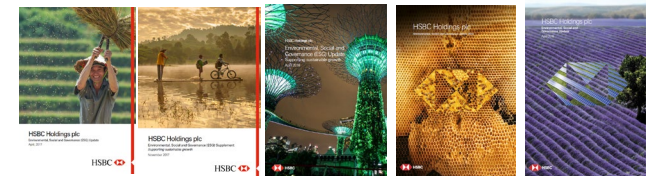
ESG Governance and Reporting

ESG Governance

- ◆ Dedicated ESG Steering Committee
- ◆ Periodic updates to the HSBC Holdings Board and Group Executive Committee
- ◆ Climate strategy managed by HSBC Climate Business Council
- ◆ Dedicated teams in each line of business and geography

ESG Reporting

- ◆ Published 5 ESG reports since 2017
- ◆ Rating upgraded by MSCI and Sustainalytics
- ◆ 3 years of TCFD¹ Disclosure
- ◆ The HSBC ESG report was awarded 'Best CSR / ESG Report' in 2019 at the Communicate magazine awards



Decade of change required to deliver the Paris Agreement and the UN Sustainable Development Goals

Decade of change required...

- ◆ Sustainability means meeting the needs of the present without compromising the ability of future generations to meet their own needs
- ◆ Three internationally recognised frameworks help define sustainability goals



...accelerated by Covid-19

- ◆ Government fiscal stimulus linked to climate goals ('build back better')
- ◆ Companies transforming business models ('net-zero' commitments)
- ◆ Sustainability aligned investments outperforming in crisis

Strategic agenda for investors and companies¹

97%

of companies expect to **redeploy capital in response to environmental and social challenges and opportunities** over the next 5 years

93%

of companies **believe their capital providers care about environmental and social performance** (shareholders, bondholders, bank lenders)

86%

of companies **rate sustainability as somewhat important or very important**

55%

of companies **believe they are already affected by climate change or view it as a threat** over the next 10 years

49%

of investors **view risk/return as the primary driver for environmental and social engagement** (versus 43% society's expectations and 41% regulation)

Our role

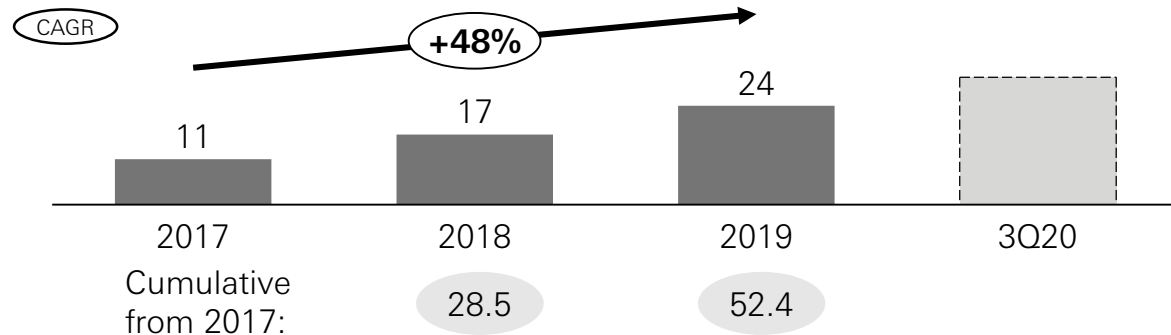
- ◆ Help support the real economy in the **transition to a low carbon, sustainable future**
- ◆ **Mobilise the capital** required to finance the transition of our customers
- ◆ Help developed and developing countries address **climate change while achieving prosperity** and economic development
- ◆ Help manage the **future risk of climate change** for the financial system and society at large; enable a **just transition**

HSBC has long been a leader in the transition to the low carbon economy and the mobilisation of sustainable finance

Selected achievements since 2017

Sustainable finance volumes¹

\$bn



- ◆ Continued sustainable finance growth in 2020; **ranked first globally in green, social and sustainability bonds league tables²**
- ◆ Launched **new products and propositions across business lines**, including green loans for SMEs, sustainable supply chain finance and impact investments
- ◆ Sourced **36% of electricity from renewable energy** as of end-2019
- ◆ **c.28k sustainability training modules completed** by employees in 2020
- ◆ **Began integrating climate risk in annual credit reviews** focussed on high risk sectors
- ◆ Provided **industry leading research³**

1. Includes direct lending, financing facilitation and investments activities; reporting definitions and data dictionary available on www.hsbc.com

2. As per Dealogic excluding self-mandated issuances, 3Q 2020 year-to-date

3. Ranked first for Climate Change and first for SRI and Sustainability research by *Exte*/survey, June 2019

Recent industry recognitions



- ◆ **'World's Best Bank for Sustainable Finance'** (2nd consecutive year)
- ◆ Regional equivalent **recognitions for Asia, Middle East and Western Europe**



- ◆ **'Investment Bank of the Year for Sustainability'**
- ◆ Additional recognitions for **Green/Climate Action Bonds** and **Sustainable SSA**

Environmental Finance Bond Awards 2020

- ◆ **Five award recognitions in total**, three more than any other bank
- ◆ **'Lead manager of the year'** recognition for **Green Bond Bank** and **Sustainability Bond Bank**, among others

We have set out a three-part plan to help accelerate the transition to net zero through finance

Becoming a net zero bank

What are our objectives?

- ◆ Align our **financed emissions**¹ to **achieve net zero by 2050 or sooner**
- ◆ Be **net zero in our operations and supply chain by 2030** or sooner

How will we do this?



Use the **Paris Agreement Capital Transition Assessment Tool (PACTA)**



Make regular, transparent **TCFD disclosures** to communicate progress



Collaborate to establish **globally consistent standards** for financed emissions and carbon offsets

Supporting our customers

- ◆ Support our clients in the transition to a sustainable future with **\$750bn to \$1tn** of financing and investment over the next 10 years



Dedicated ESG Solutions Unit to **support customers** on their journey to lower carbon emissions



Increase portfolio of **transition finance solutions** to help heavy-emitting sectors to decarbonise



Apply a climate lens to our financing decisions across economies

Unlocking new climate solutions

- ◆ Build one of the world's largest natural capital manager – **HSBC Pollination Climate Asset Management**
- ◆ Help transform **sustainable infrastructure** into a global asset class, and create a pipeline of bankable projects



Target \$100m CleanTech investment within our technology venture debt fund



Launch **\$100m philanthropic programme** to scale climate innovation ventures (to 2025)



FAST-Infra² initiative to establish sustainable infrastructure **principles and investment vehicles**

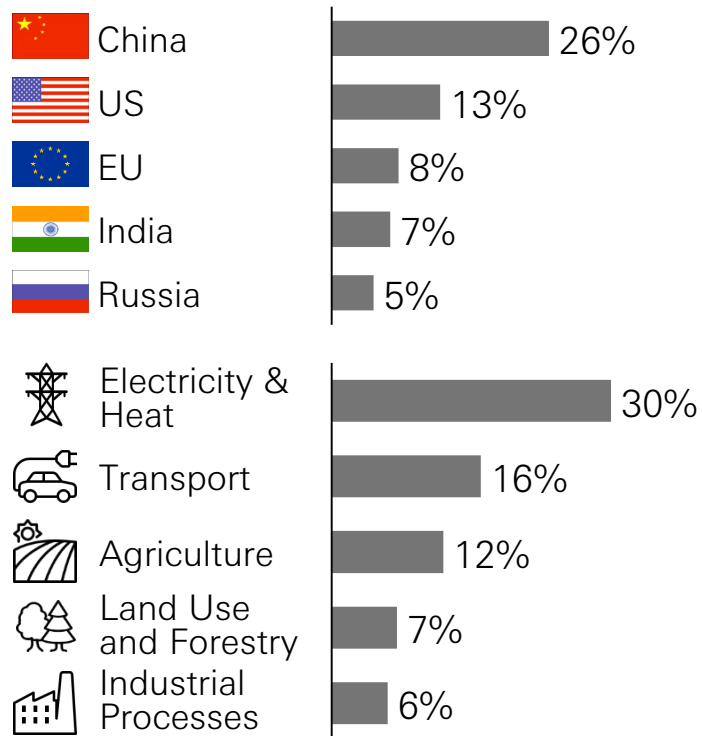
1. The carbon emissions associated with our portfolio of our customers

2. Finance to Accelerate the Sustainable Transition-Infrastructure ('FAST-Infra') in partnership with the IFC, the OECD, the Global Infrastructure Facility (World Bank), and Climate Policy Initiative under the auspices of the One Planet Lab

Achieving Net Zero requires the transformation of the entire global economy

The global challenge

% of global GtCO₂ emissions, top 5¹



100 companies are responsible for 70% of global GHG emissions²

Our commitment to Net Zero

- 1** Align our financed emissions to the Paris Agreement goal to achieve net zero by 2050 or sooner
- 2** Work with our portfolio of customers to support them on their journey to lower carbon emissions
- 3** Make regular, transparent, TCFD-aligned disclosures and encourage our customers to do the same
- 4** Achieve net zero in our operations and supply chain by 2030 or sooner
- 5** Work with peers, central banks and industry bodies to establish consistent standards to measure financed emissions and a functioning carbon offset market

** metrics in development*

Performance metrics

Operational sustainability

- ◆ Absolute CO₂e emissions (scope 1,2,3*)
- ◆ Renewable energy sourced as percent of total energy

Financed emissions

- ◆ Balance sheet exposure to carbon intensive sectors
- ◆ Temperature alignment*
- ◆ Performance in different climate scenarios*

Transition finance

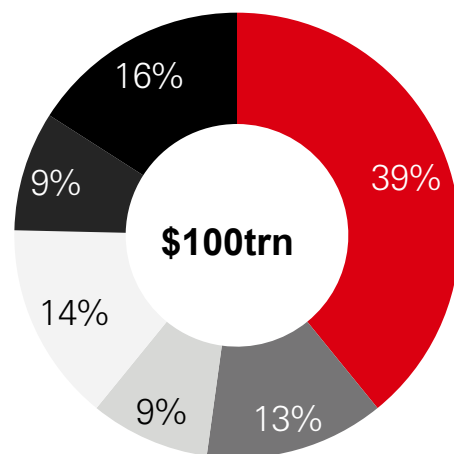
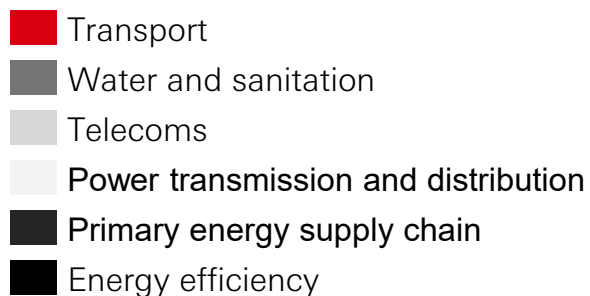
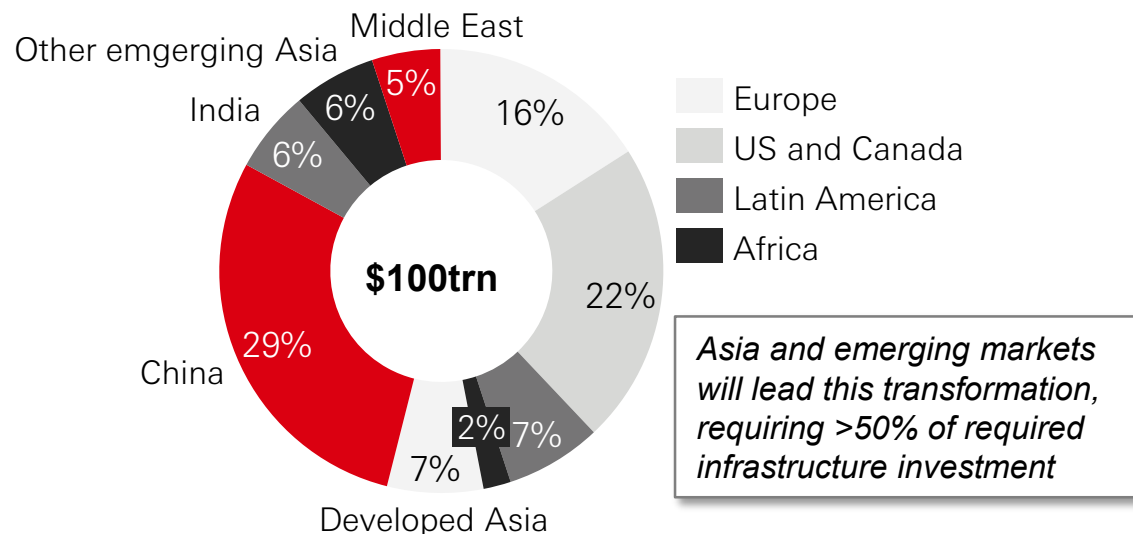
- ◆ Volume of sustainable financing and investments provided
- ◆ League table positions and award recognitions

System change

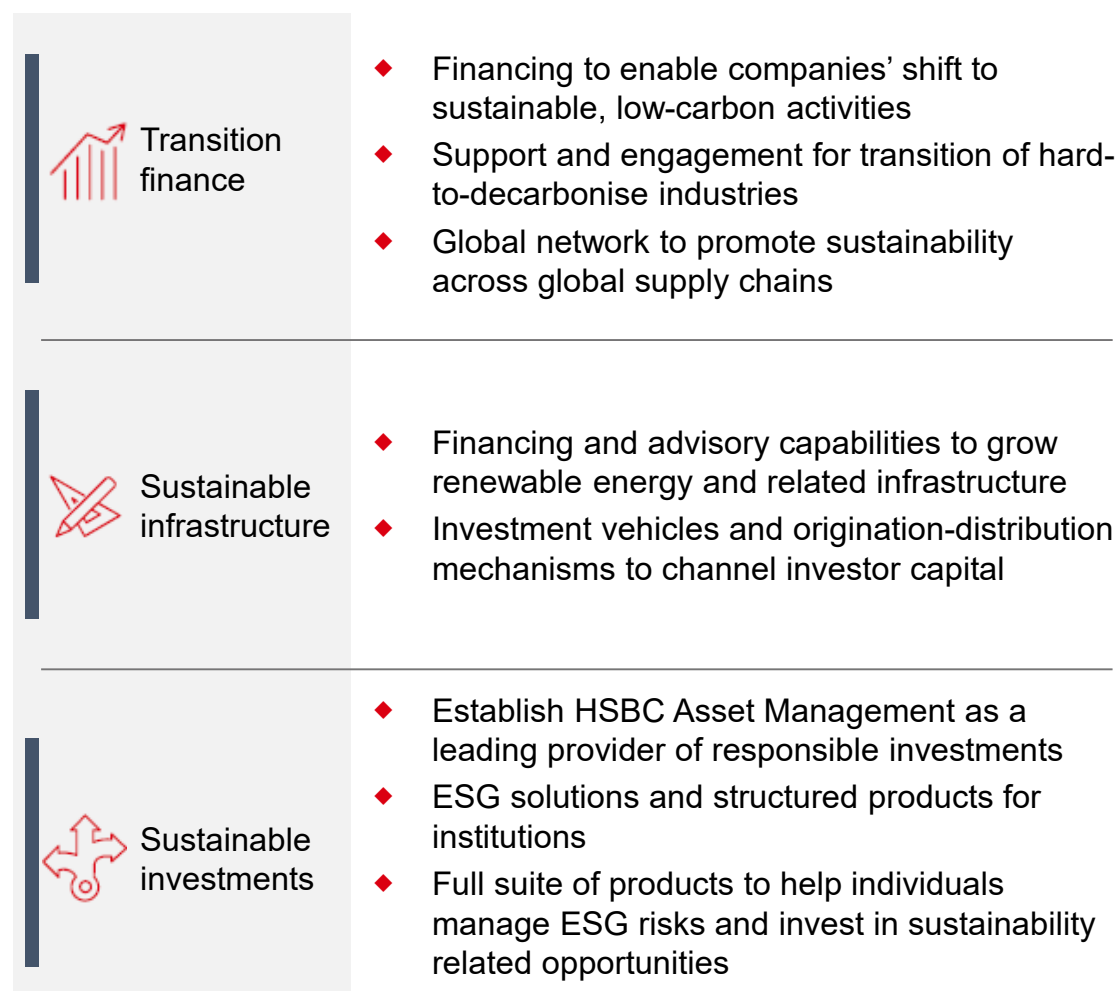
- ◆ Leadership roles in industry groups
- ◆ Industry-leading research

Unprecedented financing need to support our customers in the transition

\$100trn investment required to 2030 globally across sectors¹



HSBC sustainable finance priorities to support



1. Source: OECD and IEA

Leading change through our business activities and industry engagement

Transactions (examples)

Transition Finance



Transition sukuk¹ (\$600m) for an **aviation** firm to develop, manufacture or installation of **energy efficient** technologies, purchase assets that lead to **energy savings**, or R&D in **sustainable aviation fuels**

Sustainable Infrastructure



Green financing facility (\$486m) for the vital Viking Link high voltage **electricity interconnector** between the UK and Denmark enabling the effective use of renewable energy

Investments



Launched **Real Economy Green Investment Opportunity (REGIO)** fund with IFC² and raised \$474m (Jun 2020) to fund green projects in developing economies that reduce emission and meet the UN SDGs

Industry Engagement (examples)



Active collaboration with **Energy Transition Commission (ETC)** on industry reports focused on low-carbon transition in **hard-to-abate sectors**



Established **Future Cities as a core infrastructure theme**, led by a Senior Advisor and expert on cities to inform and engage clients



Founding member and current chair of the **One Planet Asset Manager Initiative**, representing 14 global asset managers and various large sovereign wealth funds

See Appendix for further examples

1. Sharia-compliant bond
2. International Finance Corporation (IFC)

Unlocking new solutions to mobilise investments in nature and infrastructure

HSBC Pollination Climate Asset Management

What are the challenges?

- ◆ Natural capital **key to limiting global temperatures** to 1.5°C
- ◆ All **value & service** (social, economical) provided by natural capital **not incorporated** in valuation due to **lack of observable prices**

What are the barriers to finance?

- ◆ **Required investment estimated between US\$300bn to US\$400bn**, however only US\$52bn invested currently¹
- ◆ **Limited subject matter expertise** in valuating natural capital
- ◆ **Limited means** to channel investment in natural capital

Where do we see the opportunities?

- ◆ **Create investment vehicles** to connect capital to scalable nature based projects
- ◆ **Diversify opportunities** to invest in **natural capital solutions**, (sustainable forestry, blue carbon, coastal restoration etc.)
- ◆ Growing demand for carbon offsets; up to \$1.4 trillion annually by 2050²

Finance to Accelerate the Sustainable Transition-Infrastructure (FAST-Infra)

- ◆ **Infrastructure** inherently **carbon intensive**
- ◆ **\$6.9 trillion investment required** each year through 2030 to reduce carbon footprint of infrastructure and **transform existing infrastructure systems**³

- ◆ **Current investment gap of \$3 trillion annually**⁴
- ◆ Number and scale of **bankable projects** globally remains **inadequate**
- ◆ **No market agreed standards** for institutional investors to assess sustainability of assets

- ◆ **Transform sustainable infrastructure into a mainstream class** in financial industry
- ◆ Establish a **consistent, globally applicable labelling system** that covers ESG and reporting standards
- ◆ Develop **financial mechanisms** that **mobilise private investment and scale up** successful projects across countries

1. WWF (2020); Bankable Nature Solutions
2. Vivid Economics
3. OECD and IEA
4. World Economic Forum

Embedding our climate strategy



External Engagement

- ◆ **Chapter Zero:** Founding chair of Chapter Zero initiative, engaging non-executive directors of boards on climate change
- ◆ **Sustainable Market Initiative:** Mission led by HRH Prince of Wales; featuring CEO's of some of world's largest organisations – to lead the economy on a 'great reset'
- ◆ **Institute of International Finance:** Chair of Sustainable Finance working group



Internal Engagement

- ◆ **Sustainable Champions:** Network of Sustainable Champions across business functions and regions to drive transformation
- ◆ **Training modules:** Rollout of climate / sustainable finance modules to train frontline staff
- ◆ **Thought leadership:** Championing content on Centre of Sustainable Finance to drive engagement within frontline



Aligning Incentives

- ◆ **Integrated into scorecards:** Incorporating metrics capturing progress made on climate ambitions in executive scorecards
- ◆ **Establishing long term incentives:** Environmental factors included in long term incentive plan of Executive Directors



Increasing disclosure and integrating risk management

- ◆ **Incorporating climate-related risk** into how we managed and oversee risk
- ◆ **Increase disclosure in line with TCFD commitments,** including climate stress testing disclosure

Our ambition to lead the transition to a sustainable future

“HSBC has long been committed to opening up opportunities for our customers and the communities we serve.

As we enter a pivotal decade of change, we have a landmark opportunity to accelerate our efforts to build a healthier, more resilient and more sustainable future.








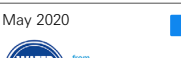

Our net zero ambition represents a material step up in our support for customers as we collectively work towards building a thriving low carbon economy.”

Noel Quinn, Group Chief Executive

Appendix

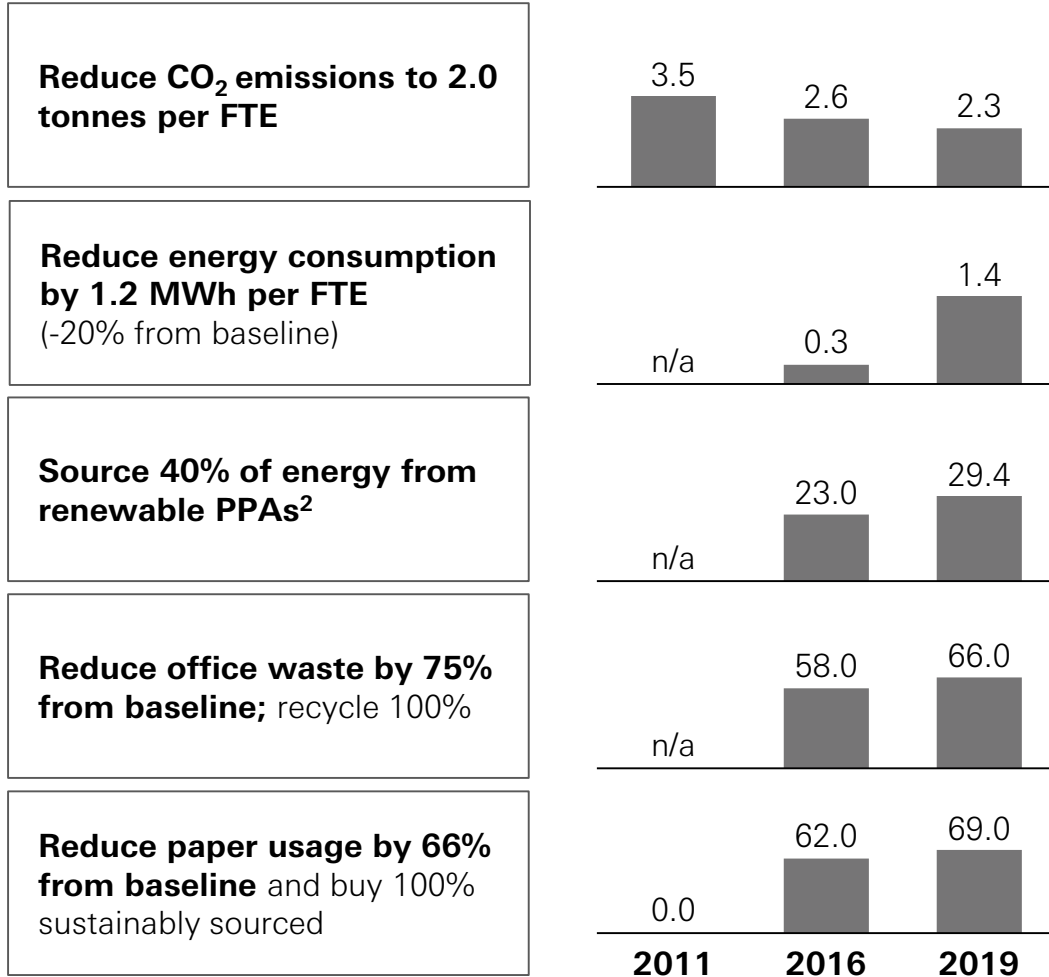
Supporting our clients through sustainable finance

■ Green bond
 ■ Sustainability bond
 ■ Social bond
 Green/ESG Linked Loan

<p>October 2020 ■</p>  <p>Etihad</p> <p>USD 600m; 5 yr first ever "transition" sukuk bond</p> <p>Joint coordinators, sustainability structuring agents, lead and bookrunner</p>	<p>October 2020 </p>  <p>Michelin</p> <p>EUR 2.5bn Multicurrency Revolving Credit Facility</p> <p>Sustainability Coordinator ; Joint Mandated Lead Arrangers and Bookrunner</p>	<p>September 2020 ■</p>  <p>Saudi Electricity Company</p> <p>USD650m 5yr and USD650m 10yr Green Sukuk</p> <p>Joint Lead Manager and Green Structuring Advisor</p>	<p>September 2020 ■</p>  <p>Beijing Enterprises Holdings Limited</p> <p>EUR500m 5yr Green Bond; Inaugural Green Bond</p> <p>Joint Global Coordinator, Joint Lead Manager and Bookrunner</p>	<p>September 2020 ■</p>  <p>Mizuho Financial Group</p> <p>EUR500m 5yr Green Bond</p> <p>Joint Bookrunner</p>	<p>September 2020 ■</p>  <p>AIB Group Plc</p> <p>EUR1bn 10.7yr Inaugural Green Bond</p> <p>Joint Bookrunner</p>	<p>September 2020 ■</p>  <p>Volkswagen</p> <p>EUR750m 12yr and EUR1.25bn 8yr Green Bond</p> <p>Joint Bookrunner</p>	<p>September 2020 ■</p>  <p>Chanel</p> <p>EUR300m 5.9yr and EUR300m 10.9yr Sustainability-Linked Bond</p> <p>Joint Structuring Advisor and Joint Bookrunner</p>	<p>August 2020 ■</p>  <p>MTR</p> <p>USD1.2bn; MTR's 3rd USD Green Bond Issuance</p> <p>Joint Global Coordinator and Sole Sustainability Advisor</p>	<p>August 2020 ■</p>  <p>IBRD (World Bank)</p> <p>USD3bn; 10yr Benchmark Sustainable Development Bond</p> <p>Joint Bookrunner</p>
<p>July 2020 ■</p>  <p>Modern Land</p> <p>USD250m; 2yr Green Bond Promotes the transition to low-carbon and climate resilient growth</p> <p>Joint Lead Manager and Joint Bookrunner</p>	<p>July 2020 ■</p>  <p>CIFI Group</p> <p>USD300m; Green Bond Proceeds for green buildings, clean transportation</p> <p>Joint Global Coordinator & Green Structuring Advisor</p>	<p>July 2020 ■</p>  <p>Nonghyup Bank</p> <p>USD500m 5yr Social Bond; proceeds to support SMEs affected by COVID-19</p> <p>Joint Lead Manager COVID-19</p>	<p>July 2020 ■</p>  <p>Tennet</p> <p>EUR1bn; Green Hybrid Bond; green corporate hybrid transaction</p> <p>Joint Structuring Adviser and Joint Active Bookrunner</p>	<p>July 2020 ■</p>  <p>Korea Housing Finance Corporation</p> <p>EUR500m; Social Covered Bond to provide financing for low income households</p> <p>Joint Lead Manager</p>	<p>July 2020 ■</p>  <p>China Construction Bank</p> <p>USD700m and USD500m Unsecured Green Bond</p> <p>Joint Global Coordinator, Lead Manager & Bookrunner</p>	<p>June 2020 ■</p>  <p>CAPCO</p> <p>USD350m 10yr; Issuer's second Energy Transition Bond</p> <p>CAFF structuring advisor, Joint Bookrunner</p>	<p>June 2020 </p>  <p>Square Group</p> <p>USD118m 3yr; First Sustainability linked loan in Bangladesh</p> <p>Sole Arranger</p>	<p>June 2020 ■</p>  <p>IsDB</p> <p>USD 1.5bn 5yr; Issuer's Covid-19 thematic Sustainability Sukuk.</p> <p>Joint Lead Manager and Bookrunner COVID-19</p>	<p>June 2020 ■</p>  <p>New Development Bank</p> <p>USD1.5bn 3yr; Issuer's Covid-19 thematic Social bond</p> <p>Joint Bookrunner COVID-19</p>
<p>June 2020 ■</p>  <p>Republic of Indonesia</p> <p>USD750m 5yr; Issuer's third Green Sukuk</p> <p>Joint Bookrunner</p>	<p>June 2020 ■</p>  <p>Ile de France</p> <p>EUR550m 10yr and EUR250m 20 yr; Proceeds for economic & ecological recovery plan</p> <p>Joint Bookrunner COVID-19</p>	<p>June 2020 ■</p>  <p>MTR Corp (CI) Ltd.</p> <p>CNY500m 1yr; HSBC's first led green CNY Private Placement</p> <p>Sole Bookrunner</p>	<p>June 2020 ■</p>  <p>Industrial Bank of Korea</p> <p>USD500m 5yr; Issuer's Covid-19 thematic Social bond</p> <p>Joint Bookrunner COVID-19</p>	<p>June 2020 ■</p>  <p>Korea Electric Power Corp</p> <p>USD500m 5yr; Issuer's second green bond</p> <p>Joint Bookrunner</p>	<p>May 2020 ■</p>  <p>Pearson</p> <p>GBP350m 10yr; Issuer's inaugural & 1st ICMA-aligned Corporate Education Bond</p> <p>Sole Structuring Advisor & Joint Bookrunner</p>	<p>May 2020 ■</p>  <p>Neoenergy</p> <p>EUR170m 5yr; Issuer's inaugural & First Green Convertible Bond in Europe</p> <p>Joint Bookrunner</p>	<p>May 2020 ■</p>  <p>Instituto de Credito Oficial (ICO)</p> <p>EUR500m 4yr</p> <p>Joint Bookrunner COVID-19</p>	<p>May 2020 ■</p>  <p>Region Wallonne</p> <p>EUR1bn 20yr; Issuer's inaugural Social Bond to finance expenditures related to COVID-19</p> <p>Joint Lead Manager COVID-19</p>	<p>May 2020 ■</p>  <p>Asia Infrastructure Investment Bank</p> <p>USD3bn 5yr; 1st Sustainable Development Bond, To aid COVID-19 facility</p> <p>Joint Lead Manager COVID-19</p>
<p>May 2020 ■</p>  <p>Southern Water Services</p> <p>GBP375m 8yr & GBP450m 17yr; Issuer's inaugural Sustainability Bond</p> <p>Passive Bookrunner</p>	<p>May 2020 ■</p>  <p>CAF</p> <p>USD800m 3yr; Benchmark COVID-19 Response Bond</p> <p>Joint Bookrunner COVID-19</p>	<p>April 2020 ■</p>  <p>CPP Investments</p> <p>EUR1bn 7yr; Proceeds allocated towards renewable energy, sustainable water and wastewater management</p> <p>Joint Bookrunner</p>	<p>April 2020 ■</p>  <p>LeasePlan</p> <p>EUR500m 5yr; Proceeds allocated towards Battery Electric Vehicles (BEV) projects</p> <p>Joint Bookrunner</p>	<p>April 2020 ■</p>  <p>Asian Development Bank</p> <p>USD4.5bn 5yr; COVID-19 Response Benchmark Bond</p> <p>Joint Bookrunner COVID-19</p>	<p>April 2020 </p>  <p>ENGIE North America</p> <p>USD1.6bn; Largest tax equity financing in U.S for combined solar and wind portfolio</p> <p>Tax Equity Investor, LC Issuing Bank</p>	<p>April 2020 ■</p>  <p>Inter-American Development Bank</p> <p>USD4.25bn 3yr; Proceeds to be used by countries to fight COVID-19 outbreak</p> <p>Joint Lead Manager COVID-19</p>	<p>April 2020 ■</p>  <p>IBRD (World Bank)</p> <p>GBP1.5bn 3yr; Sustainable Devt. Bond, Proceeds to fight COVID-19 outbreak</p> <p>Joint Lead Manager COVID-19</p>	<p>April 2020 ■</p>  <p>Kingdom of Spain</p> <p>EUR15bn 10yr; Largest syndicated tranche in capital markets' history</p> <p>Joint Bookrunner COVID-19</p>	<p>April 2020 ■</p>  <p>Council of Europe (CoE)</p> <p>EUR1bn 7yr; Issuer's inaugural COVID-19 Response Social Inclusion Bond</p> <p>Joint Bookrunner COVID-19</p>

Operational Sustainability—Reducing environmental and carbon impacts

Goals set in 2012 with 2020 targets¹

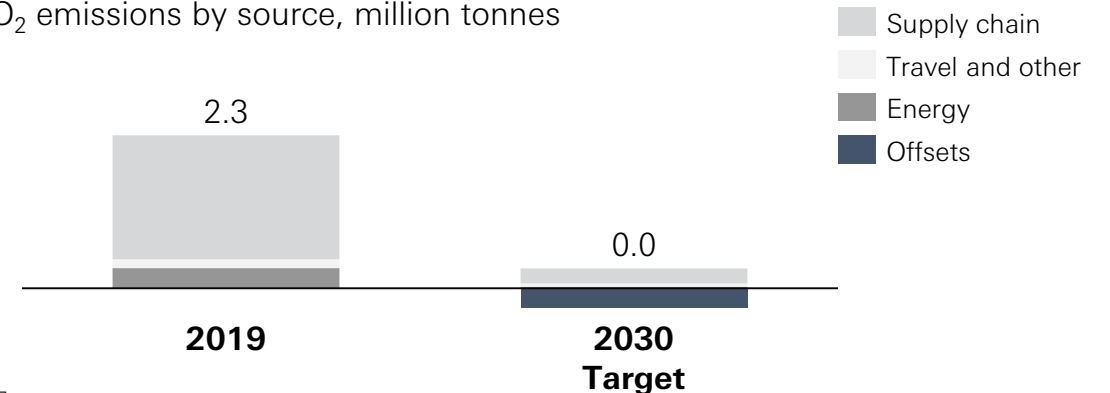


Net zero operation by 2030³ (announced October 2020)

- 1 Reduce**
 - Continue to reduce emissions from direct operations and start reducing emissions from supply chain
 - Engage with strategic suppliers through CDP Supply Chain Programme
- 2 Replace**
 - Replace consumption with low carbon alternatives, where possible, such as PPAs or green tariffs for energy
 - Replace current fleet to low carbon vehicles and support sustainable aviation fuel initiatives
- 3 Resolve**
 - Remove remaining emissions from operations and supply chain by procuring high quality offsets supporting nature based solutions only once reduction and replacements initiatives are exhausted

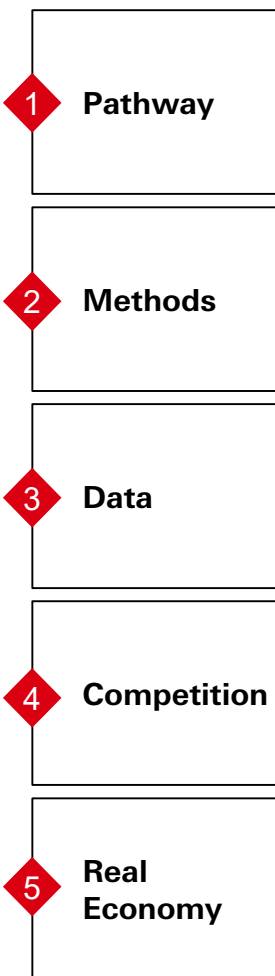
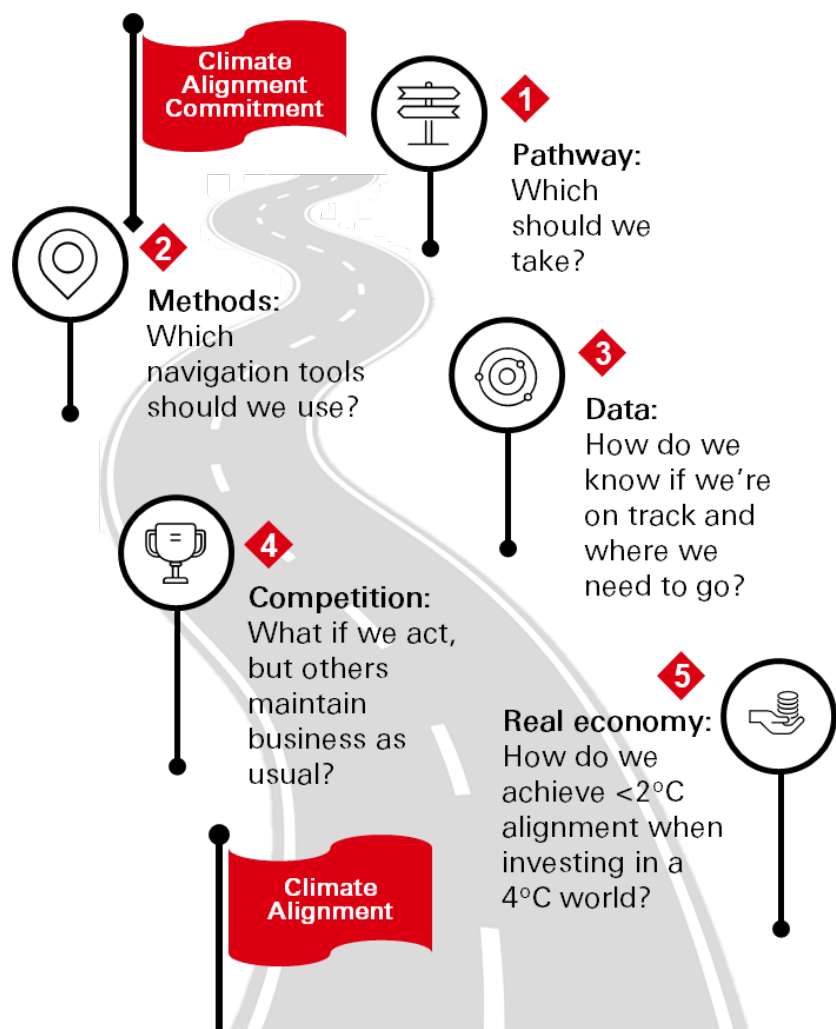
Estimated decarbonisation of operational emissions

CO₂ emissions by source, million tonnes



1. Original targets set in 2012 stretched in April 2017 for CO₂ emissions per FTE, waste reduction and paper reduction; text refers to stretch targets
 2. Power Purchase Agreement (PPA) ; original target of 25% increased to 40% in April 2017 and announced 100% target by 2030 in November 2017
 3. We will continue to reduce other environmental impacts related to waste and paper which are also important in our operations

Climate aligned finance – Challenges and HSBC response



Challenges¹

- ◆ Different paths for real economy to transition to net zero
- ◆ Quantifying carbon footprint of portfolio (carbon accounting)
- ◆ Forward looking scenarios to inform decisions
- ◆ Lack of quality, decision-useful data to plug methods
- ◆ Limited availability of sufficiently granular data in certain sectors
- ◆ Need for collective action on climate alignment to move markets
- ◆ Ensure first-mover institutions are not penalised
- ◆ Achieving <2°C alignment difficult when investing in a 4°C world

HSBC actions in response

- ◆ Set Net Zero ambition for 2050 or sooner
- ◆ Leverage NGFS² scenarios and outputs of climate stress tests
- ◆ Onboarded PACTA; initial focus on carbon intensive sectors
- ◆ Engaging on methodology (PCAF³, SBTi⁴) to consider further
- ◆ Developing climate data and analytics capability
- ◆ Promoting increased disclosure and sector specific client questionnaires
- ◆ Work with peers, policy makers, and regulators to define standards and advance market development, e.g. through Sustainable Markets Initiative, IIF, and One Planet initiative
- ◆ Work with clients in hard to abate sectors
- ◆ Develop next generation climate solutions, e.g. nature, sustainable infrastructure

1. Challenges identified by the Center for Climate Aligned Finance
 2. Network for Greening the Financial System (NGFS)
 3. Partnership for Carbon Accounting Financials (PCAF)
 4. Science Based Targets initiative (SBTi)

Leadership roles and active engagement with network of regulators and industry bodies



Industry standards and principles



Green financial centres and regulatory engagement



Financial services collaboration and engagement

Specific leadership roles

- ◆ Chair of Bank of England Climate Risk Working Group
- ◆ Chair of MAS Sustainable Finance Working Group
- ◆ Joint Coordinator of Transition Bond Working Group at ICMA
- ◆ Chair of Sustainable Working Group at IIF
- ◆ Global Steering Committee of Climate Action 100+
- ◆ WEF CEO Climate Leaders
- ◆ Founding member of Climate Finance Leadership Initiative

HSBC sustainable finance awards and recognitions



- ◆ World's Best Bank for Sustainable Finance
- ◆ Asia's Best Bank for Sustainable Finance
- ◆ Middle East's Best Bank for Sustainable Finance
- ◆ Western Europe's Best Bank for Sustainable Finance



- ◆ World's Best Bank for Sustainable Finance
- ◆ Middle East's Best Bank for Sustainable Finance
- ◆ Asia's Best Bank for Sustainable Finance



- ◆ Best CSR/ESG/D&I³ Thought Leadership Campaign

1. Supranational, sub-sovereign and agency (SSA)
 2. Socially responsible investments (SRI)
 3. Corporate Social Responsibility (CSR), and Diversity & Inclusion (D&I)

Environmental Finance - Bond Awards 2020

- ◆ Lead manager of the year: Green bond bank
- ◆ Lead manager of the year: Green bond SSA¹
- ◆ Lead manager of the year: Sustainability bond local authority/ municipality;
- ◆ Lead manager of the year: Sustainability bond bank
- ◆ Lead manager of the year: Social bond SSA¹



- ◆ Lead manager of the year: green bonds - local authority/municipality
- ◆ Lead manager of the year: social bonds – corporate
- ◆ Lead manager of the year: sustainability bonds – corporate



- ◆ Most Impressive Investment Bank for Asia Pacific Green/SRI² Capital Markets

“One bank stands out this year for its incessant drive to bring higher standards and capital to transition a broad range of sectors globally – HSBC.”

Euromoney Awards for Excellence,
September 2020



- ◆ Investment Bank of the Year for Sustainability
- ◆ Investment Bank of the Year for Green/Climate Action Bonds
- ◆ Investment Bank of the Year for Sustainable SSA¹



- ◆ #1 Climate Change research team for 6 consecutive years
- ◆ #1 SRI² and Sustainability
- ◆ #1 Integrated Climate Change
- ◆ #1 SRI² Research

CMD Portal Awards - 2020

- ◆ Best SSA¹ ESG Dealer
- ◆ Best Corporate ESG Dealer

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Forward-looking statements

This document may contain projections, estimates, forecasts, targets, opinions, prospects, results, returns and forward-looking statements with respect to the financial condition, results of operations, capital position, strategy and business of the Group which can be identified by the use of forward-looking terminology such as “may”, “will”, “should”, “expect”, “anticipate”, “project”, “estimate”, “seek”, “intend”, “target” or “believe” or the negatives thereof or other variations thereon or comparable terminology (together, “forward-looking statements”), including the strategic priorities and any financial, investment and capital targets described herein. Any such forward-looking statements are not a reliable indicator of future performance, as they may involve significant stated or implied assumptions and subjective judgements which may or may not prove to be correct. There can be no assurance that any of the matters set out in forward-looking statements are attainable, will actually occur or will be realised or are complete or accurate. The assumptions and judgments may prove to be incorrect and involve known and unknown risks, uncertainties, contingencies and other important factors, many of which are outside the control of the Group. Actual achievements, results, performance or other future events or conditions may differ materially from those stated, implied and/or reflected in any forward-looking statements due to a variety of risks, uncertainties and other factors (including without limitation those which are referable to general market conditions or regulatory changes and due to the impact of COVID-19). Any such forward-looking statements are based on the beliefs, expectations and opinions of the Group at the date the statements are made, and the Group does not assume, and hereby disclaims, any obligation or duty to update, revise or supplement them if circumstances or management’s beliefs, expectations or opinions should change. For these reasons, recipients should not place reliance on, and are cautioned about relying on, any forward-looking statements. No representations or warranties, expressed or implied, are given by or on behalf of the Group as to the achievement or reasonableness of any projections, estimates, forecasts, targets, prospects or returns contained herein.

Additional detailed information concerning important factors that could cause actual results to differ materially from this document is available in our Annual Report and Accounts for the fiscal year ended 31 December 2019 filed with the Securities and Exchange Commission (the “SEC”) on Form 20-F on 19 February 2020 (the “2019 Form 20-F”), our 1Q 2020 Earnings Release furnished to the SEC on Form 6-K on 28 April 2020 (the “1Q 2020 Earnings Release”), our Interim Financial Report for the six months ended 30 June 2020 furnished to the SEC on Form 6-K on 03 August 2020 (the “2020 Interim Report”) and our 3Q 2020 Earnings Release furnished to the SEC on Form 6-K on 27 October 2020 (the “3Q 2020 Earnings Release”).

Non-GAAP financial information

This document contains non-GAAP financial information. The primary non-GAAP financial measures we use are presented on an ‘adjusted performance’ basis which is computed by adjusting reported results for the period-on-period effects of foreign currency translation differences and significant items which distort period-on-period comparisons. Significant items are those items which management and investors would ordinarily identify and consider separately when assessing performance in order to better understand the underlying trends in the business.

Reconciliations between non-GAAP financial measurements and the most directly comparable measures under GAAP are provided in our 2019 Form 20-F, our 1Q 2020 Earnings Release, our 2020 Interim Report, our 3Q 2020 Earnings Release and the corresponding Reconciliations of Non-GAAP Financial Measures document, each of which are available at www.hsbc.com.

Information in this document was prepared as at 6 November 2020, unless otherwise stated.

