



THE BANK OF NEW YORK MELLON



## A Large Cap Global Growth Company

**Bruce Van Saun – Chief Financial Officer**  
**Ron O’Hanley – CEO Asset Management**

**February 6, 2008**

## Cautionary Statement

A number of statements (i) in our presentations, (ii) in the accompanying slides and (iii) in the responses to your questions are “forward-looking statements.” These statements relate to, among other things, the Corporation’s future financial results, including statements with respect to the merger of The Bank of New York and Mellon Financial, goals for integration and the expected timing of achievement of those goals as well as the Corporation’s overall plans, strategies, goals, objectives, expectations, estimates, intentions, targets, opportunities and initiatives, and are based on assumptions that involve risks and uncertainties and that are subject to change based on various important factors (some of which are beyond the Corporation’s control).

Actual results may differ materially from those expressed or implied as a result of these risks and uncertainties, including, but not limited to, risks and uncertainties arising in connection with the merger of The Bank of New York and Mellon Financial and the integration of the two companies; changes in political and economic conditions; equity, fixed-income and foreign exchange market fluctuations; changes in the mix of assets under management; the effects of the adoption of new accounting standards; corporate and personal customers’ bankruptcies; operational risk; inflation; levels of tax free revenue; technological change; success in the timely development of new products and services; competitive product and pricing pressures within the Corporation’s markets; consumer spending and savings habits; interest rate fluctuations; geographic sources of income; monetary fluctuations; currency rate fluctuations; acquisitions and integrations of acquired businesses; changes in law; changes in fiscal, monetary, regulatory, trade and tax policies and laws; success in gaining regulatory approvals when required; the effects of any further terroristic acts and the results of the war on terrorism; as well as other risks and uncertainties detailed from time to time in the filings of the Corporation with the Securities and Exchange Commission (SEC) and The Bank of New York’s and Mellon Financial’s historical reports filed with the SEC. Such forward-looking statements speak only as of February 6, 2008, and the Corporation undertakes no obligation to update any forward-looking statement to reflect events or circumstances after that date or to reflect the occurrence of unanticipated events.

**Non-GAAP Measures:** In this presentation we will discuss some non-GAAP measures in detailing the Corporation’s performance. We believe these measures are useful to the investment community in analyzing the financial results and trends of ongoing operations. We believe they facilitate comparisons with prior periods and reflect the principal basis on which our management monitors financial performance.

## Delivering Shareholder Outperformance

**Focus on high-growth global businesses – Asset Management and Securities Servicing**

**Achieve superior revenue growth and competitive margins in each business line vs. peers**

**Maintain superior client service, investment performance, fiduciary standards and balance sheet strength vs. peers**

**Deploy capital effectively to accelerate long-term growth and returns**

## Total Shareholder Return - 2007

BK ranked #5 globally among large cap financials

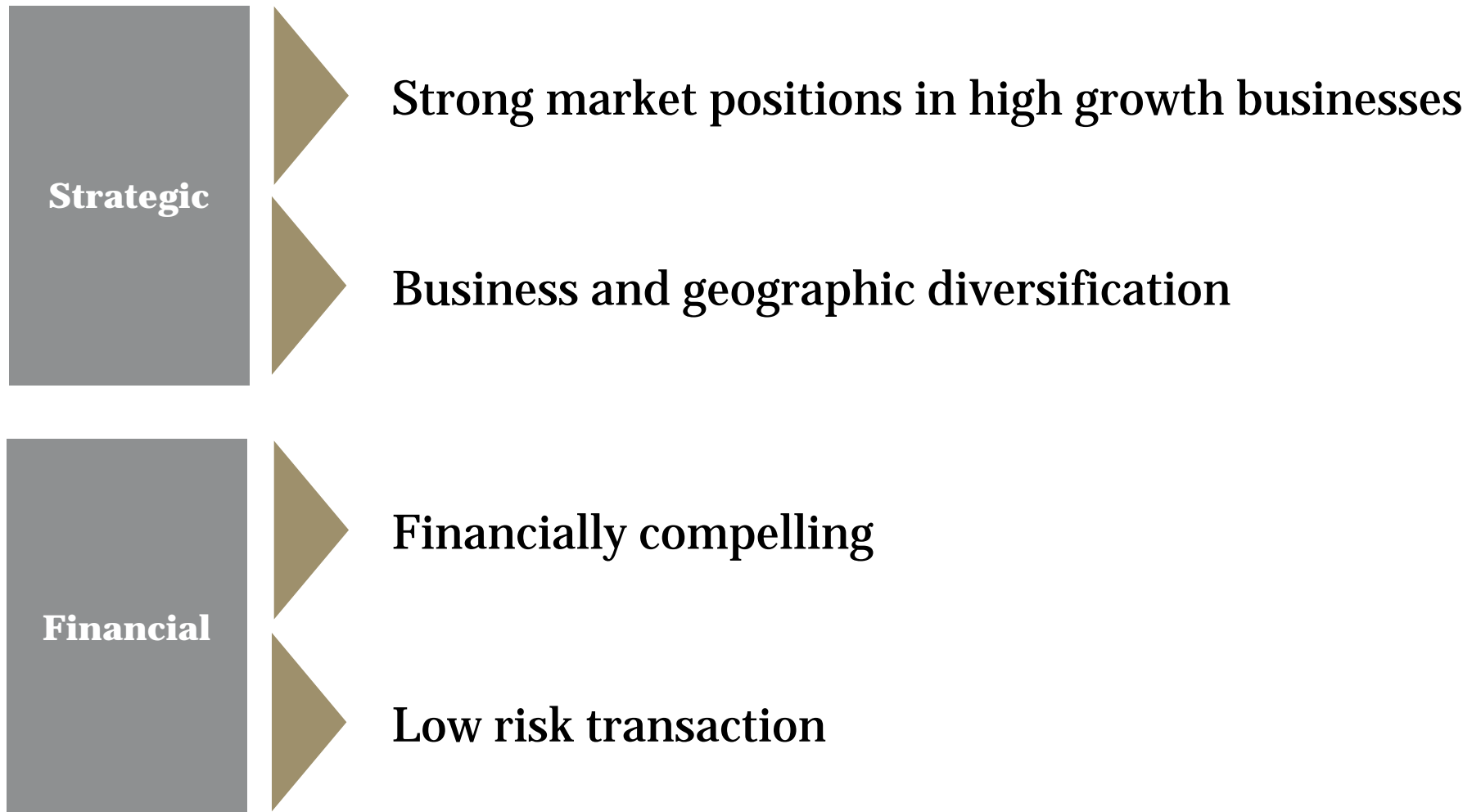
TSR Ranking	Company Name	2007 TSR	2008 P/E	Market Cap (\$B)
<b>TOP 10 (ranked by TSR)</b>				
1	ABN AMRO Holding N.V.	57.2%	15.4x	\$ 103.4
2	Bayerische Hypo- und Vereinsbank AG	32.8%	13.2x	\$ 50.0
3	Standard Chartered PLC	26.8%	15.8x	\$ 51.7
4	Commonwealth Bank of Australia	25.3%	15.4x	\$ 68.3
5	<b>Bank of New York Mellon Corp.</b>	<b>19.4%</b>	<b>16.4x</b>	<b>\$ 55.9</b>
6	Goldman Sachs Group Inc.	8.6%	9.6x	\$ 85.5
7	Banco Santander S.A.	8.2%	9.9x	\$ 135.2
8	Manulife Financial Corp.	5.4%	13.0x	\$ 61.7
9	Assicurazioni Generali S.p.A.	4.7%	12.7x	\$ 63.9
10	Toronto-Dominion Bank	2.6%	11.4x	\$ 50.6

#1 in U.S.

*\* Includes 43 Global Financial Institutions with Market Cap > \$50B (excluding China and Russia).  
2008 P/E ratios are as of 12/31/07.*

# The Bank of New York Mellon Combination

Compelling strategic attributes and financial rationale



# The Bank of New York Mellon Combination

Strong market positions in high growth businesses

**#1 custodian with over \$23 trillion in AUC**

**9<sup>th</sup> largest asset manager in the U.S. and 13<sup>th</sup> largest globally, with more than \$1.1 trillion in AUM**

**#1 provider of all issuer services – Corporate Trust (globally), Depositary Receipts (globally) and Stock Transfer**

**#1 provider of clearing services**

**Top 10 in wealth management with 81 offices in the U.S. and U.K.**

**Top 10 U.S. cash management and global payments provider**

# The Bank of New York Mellon Combination

## Geographic diversification - expanding rapidly internationally



Revenue – non U.S.

**19%**

**26%**

**32%**

- Asset Management 40%
- Asset Servicing 40%
- Issuer Services 39%



## The Bank of New York Mellon Combination

Financially compelling: full year 2007 (pro forma combined)

**Revenue:** \$14.4 billion\*

**Operating Leverage :** +700 bps\*

**Pretax Income :** \$5.0 billion\*

**Pretax margin (FTE):** 35%\*

**Tangible Return on Equity:** 46%\*

**Dividend Payout Ratio:** 36%\*

**Market Capitalization:** \$55.9 billion (12/31/07)

**Assets Under Management:** \$1.1 trillion, +11%\*

**Assets Under Custody/Admin:** \$23.1 trillion, +16%\*

**Corporate Trust:** > \$11 trillion debt serviced, #1 globally

\*Revenue and operating leverage are disclosed on a non-fully taxable equivalent basis and are adjusted for certain items. Growth rates are Full Year 2007 vs. Full Year 2006. Calculations are detailed in Appendix. The tangible return on equity ratio has been adjusted for certain items. The ratio on a GAAP basis was 42% (see page 5 of the 4Q07 Earnings Press Release for additional details). The dividend payout ratio detailed above (36%) was calculated using the current quarterly dividend of 24 cents per share and 4Q07 Continuing operations EPS (excluding merger and integration charges) of 67 cents. Including merger and integration charges, the dividend ratio would have been 39%.

# The Bank of New York Mellon Combination

Financially compelling: strong growth and operating leverage 2007 vs. 2006

	% of Revenue		% of Pretax Earnings	
	Total	Growth	Total	Growth
<u>Asset &amp; Wealth Management</u>				
Asset Management	23 %	14 %	22 %	16 %
Wealth Management	7	4	7	2
	<u>30 %</u>	12 %	<u>29 %</u>	13 %
<u>Institutional Services</u>				
Securities Servicing				
Asset Servicing	31	24	26	59
Issuer Services	17	14	23	21
Clearing & Execution Services	12	14	9	6
	<u>60 %</u>	19 %	<u>58 %</u>	32 %
Treasury Services	10	7	13	21
	<u>70 %</u>	17 %	<u>71 %</u>	30 %
Continuing Operations (ex-Other Segment)	100 %	<u>15 %</u>	100 %	<u>24 %</u>

Note: Full Year 2007/2006 results represent pro forma combined segment results for The Bank of New York Mellon. Pretax metrics exclude the impact of historical intangible amortization and the pro forma impact of incremental purchase accounting intangible amortization resulting from the merger. Totals exclude the Other segment. Growth rates are on an adjusted basis. See Appendix for additional details.

# The Bank of New York Mellon Combination

Low risk transaction

**Excellent client retention and continued organic growth**

**Disciplined and thoughtful approach to integration - three year process managed by a dedicated and experienced integration team**

**Significant expense synergies - \$700MM target**

- \$96MM in 4Q07
- Exceeding targets: 25% versus 15% in 2007

**Meaningful revenue synergies**

- Targeted run rate of \$250MM - \$400MM by 2011
- Revenue enhancements, within line of business, across lines of business

**Best in breed systems with proven and scalable operating platforms - many legacy businesses not impacted**

# Asset Management

## **BNY Mellon manages more than \$1.1 trillion assets under management<sup>1</sup>**

A global leader...

**13<sup>th</sup> largest global asset manager** (*P&I, December 2007*)<sup>2</sup>

**9<sup>th</sup> largest U.S. asset manager** (*Institutional Investor, July 2007*)<sup>2</sup>

**Top 10 in wealth management with 81 offices in the U.S. and U.K.**

...with strong international presence...

**\$1,187 million non-U.S. revenues, 36% of total** (2007)

**\$276 billion in assets for non-U.S. clients<sup>1</sup>**

**7<sup>th</sup> largest asset manager in Europe** (*Investments & Pensions Europe, June 2007*)<sup>2</sup>

...an industry-leading product set...

**More than 250 institutional asset management product offerings, covering virtually all investment styles**

**17 new institutionally managed products brought to retail channels globally**

**\$77 billion in absolute return and alternative assets<sup>1</sup>**

...broad client reach...

**48% of 50 largest global retirement plans** (*P&I December 2007*)

**66% of top 50 U.S. corporate plans** (*P&I January 2008*)

**60% of top 50 U.S. public plans** (*P&I January 2008*)

**45% of top 20 U.S. endowments; 35% of top 20 foundations** (*P&I December 2007*)

**Presence in 14 of the top 25 domestic wealth markets**

...and industry-leading growth

**\$73 billion AUM net flows** (2007)

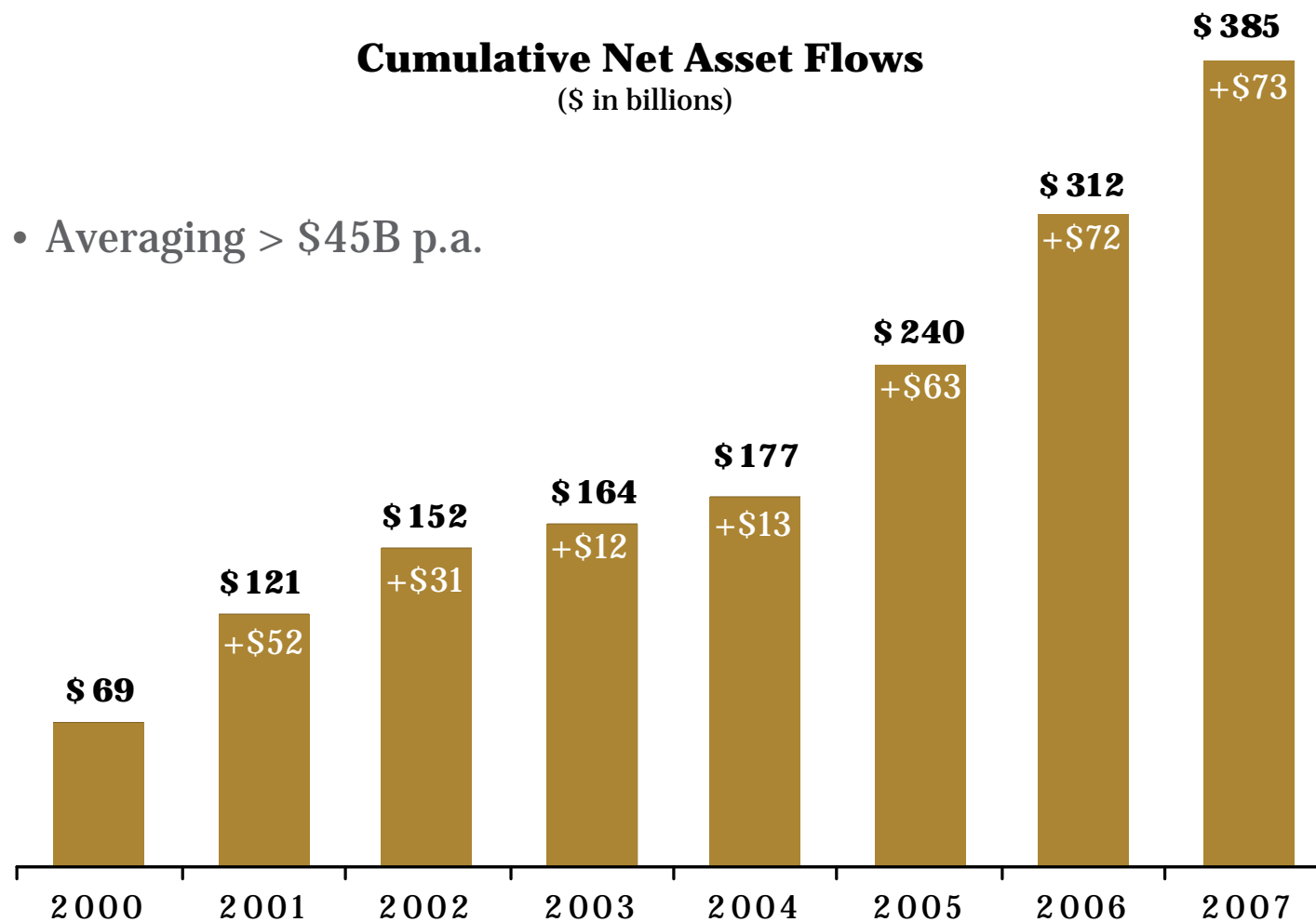
<sup>1</sup> As of 12/31/2007.

<sup>2</sup> Rankings based on 2006 year-end data.

Please review the disclosures in the appendix following this presentation.

# Asset Management

Delivering strong organic growth for 8 consecutive years



*Figures prior to 2007 represent legacy Mellon Asset Management Only*

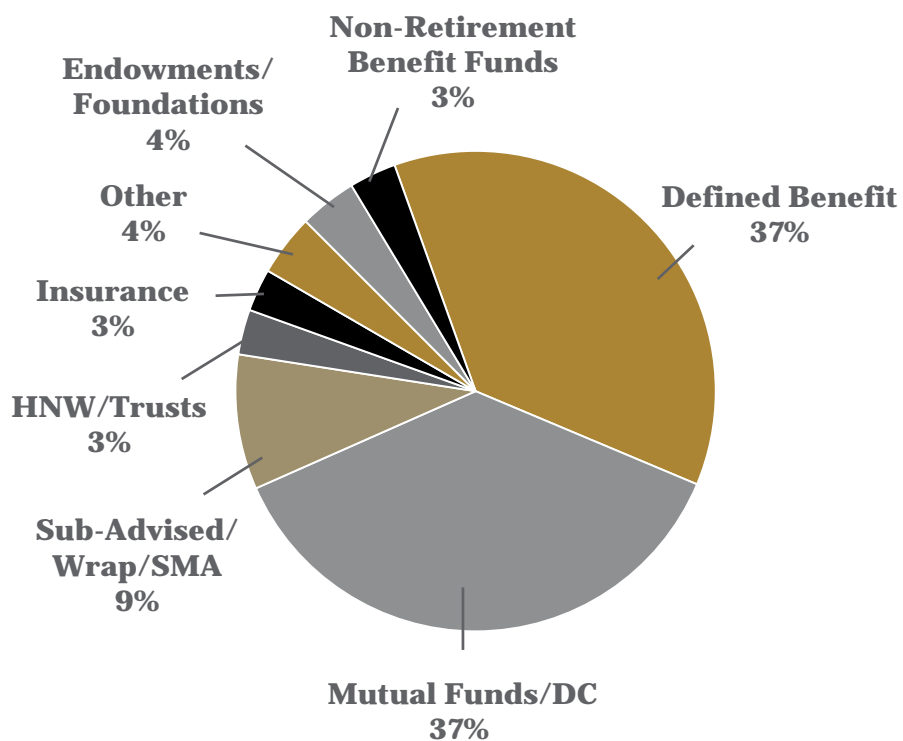
# BNY Mellon Asset Management

A broad array of clients and diverse products

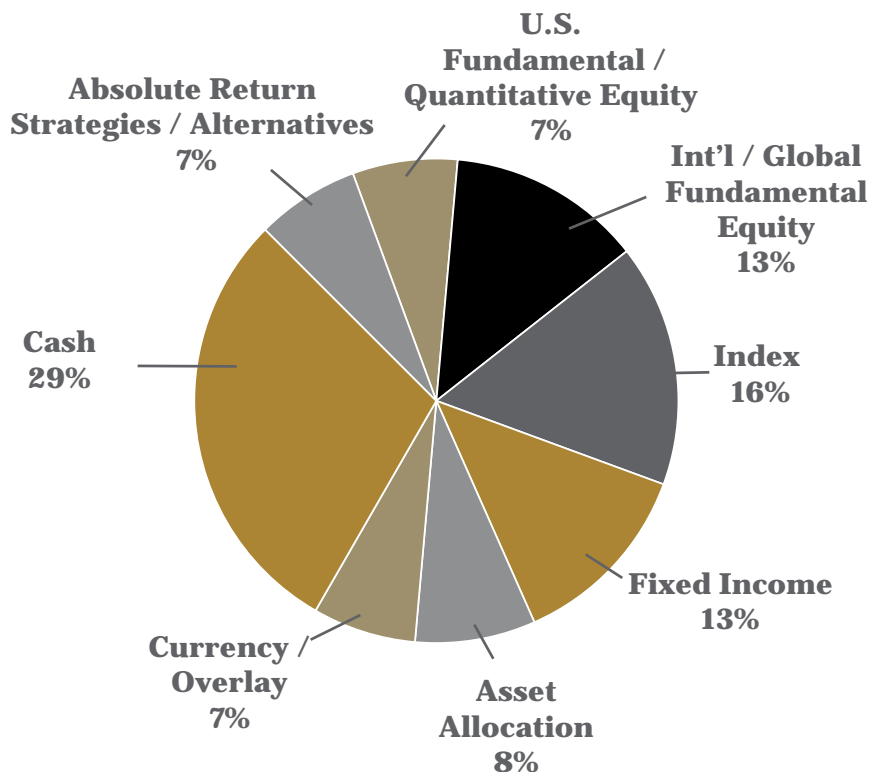


**AUM \$1.0 trillion**  
*As of 12/31/07*

**Client**



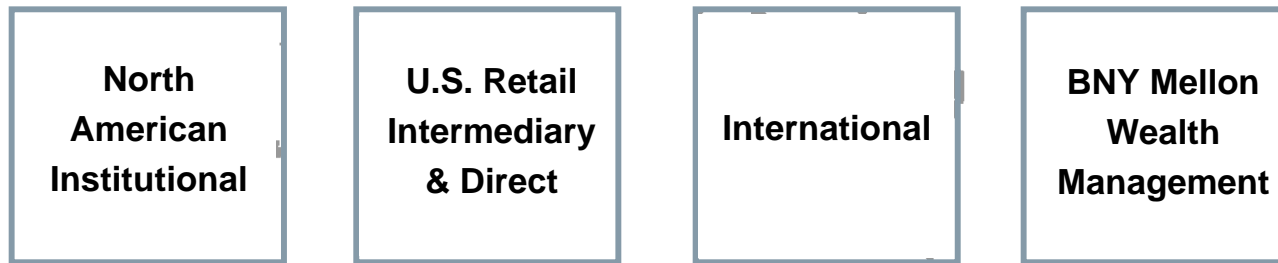
**Product**



*Please review the disclosures in the appendix following this presentation.*

# We operate a multi-boutique model...

## Client-driven Sales/Service Channels



## Multi-boutique Investment Management Platform



## BNY Mellon Asset Management Shared Support

Please review the disclosures in the appendix following this presentation.  
Mellon Global Alternative Investments (MGAJ) does not offer services in the U.S.

## ..Which differentiates us and is a source of competitive advantage

### *Diseconomies of Scale in Investment Manufacturing*

- **Autonomous investment subsidiaries with distinct philosophies and processes**
- **No single ‘house view’ or BNY Mellon Asset Management CIO**
- **Great diversity of styles and risk profiles**
- **Unrelenting focus by boutiques on alpha generation**

### *Economies of Scale in Distribution / Operations / Support*

- **Common overall leadership and strategic direction**
- **High-skilled shared distribution channels**
- **“Institutional strength” risk controls. Strong technology, operating, and support platform**
- **Continued R&D investment**



BNY MELLON  
ASSET MANAGEMENT

## Delivering growth with excellent returns

(\$ in millions)	2007*	CAGR*	
		1-Year	3-Year
<b>Operating Revenue</b>	<b>\$3,291</b>	<b>14%</b>	<b>21%</b>
<b>Asset and Wealth Management Fees</b>	<b>2,712</b>	<b>27%</b>	<b>20%</b>
<b>Performance Fees</b>	<b>171</b>	<b>(56)%</b>	<b>6%</b>
<b>Operating Expense*</b>	<b>2,130</b>	<b>13%</b>	<b>15%</b>
<b>Pretax Operating Income*</b>	<b>1,161</b>	<b>16%</b>	<b>35%</b>
<b>Pretax Operating Margin*</b>	<b>35%</b>		
<b>AUM (in billions)</b>	<b>\$1,044</b>	<b>12%</b>	<b>16%</b>

### 2007 Highlights

- Non-U.S. revenue growth of \$313MM, +36%
- International growth broadly based: Europe +33%, Japan + 75%, U.K. +44%, Brazil +63%
- Non-U.S. revenues constitute 40% of total in 4Q07

\*2007 financials and 1-year CAGR reflect pro forma combined BNY Mellon Asset Management. See Appendix for further details. 3-year CAGR represent legacy Mellon Asset Management only.

## Four major initiatives to drive growth

**Continue our international expansion efforts**

**Expand and deepen our presence in the retail /  
intermediary market**

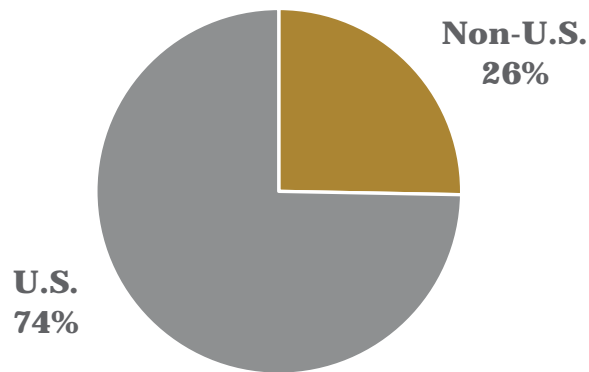
**Maintain our industry leading U.S. institutional presence**

**Extend multi-discipline products, drawing on our high  
margin, high performance strategies**

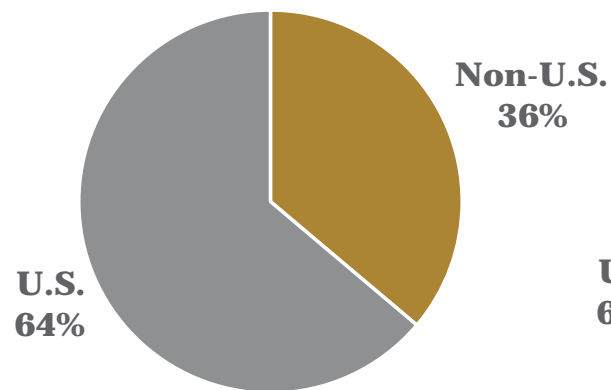
Support through a relentless focus on attracting,  
developing, motivating and retaining the right people

## International expansion achievements

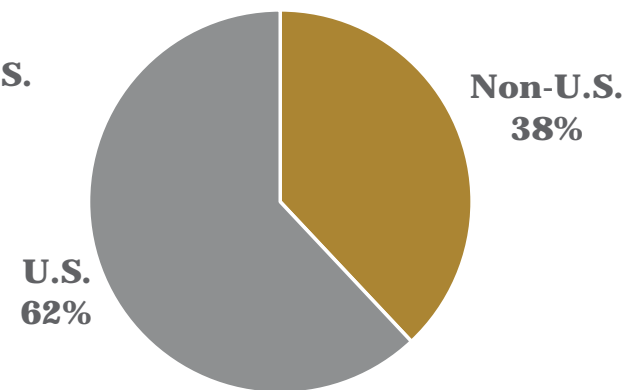
AUM by Geography  
Year Ended December 31, 2007



Revenue by Geography  
Year Ended December 31, 2007



Annualized Revenues  
on Gross Sales 2007



### U.K.

- 1<sup>st</sup> full year of Walter Scott & Partners
- 3<sup>rd</sup> largest manager of public pension funds *(Public data)*
- Largest manager of charitable fund assets *(Charity Finance Magazine, 2007)*

### Brazil

- Completed acquisition of ARX Capital

### China

- 1<sup>st</sup> QDII Mutual Fund Manager in China
- Signed JV agreement with Western Securities

### Japan

- 2<sup>nd</sup> largest cross border fund vendor *(Cerulli)*

## Retail / intermediary achievements

### **Strong AUM growth at Dreyfus driven by the cash product**

- Benefiting from the flight to quality

### **New product launches (both U.S. and non-U.S.) leveraging our institutional capabilities**

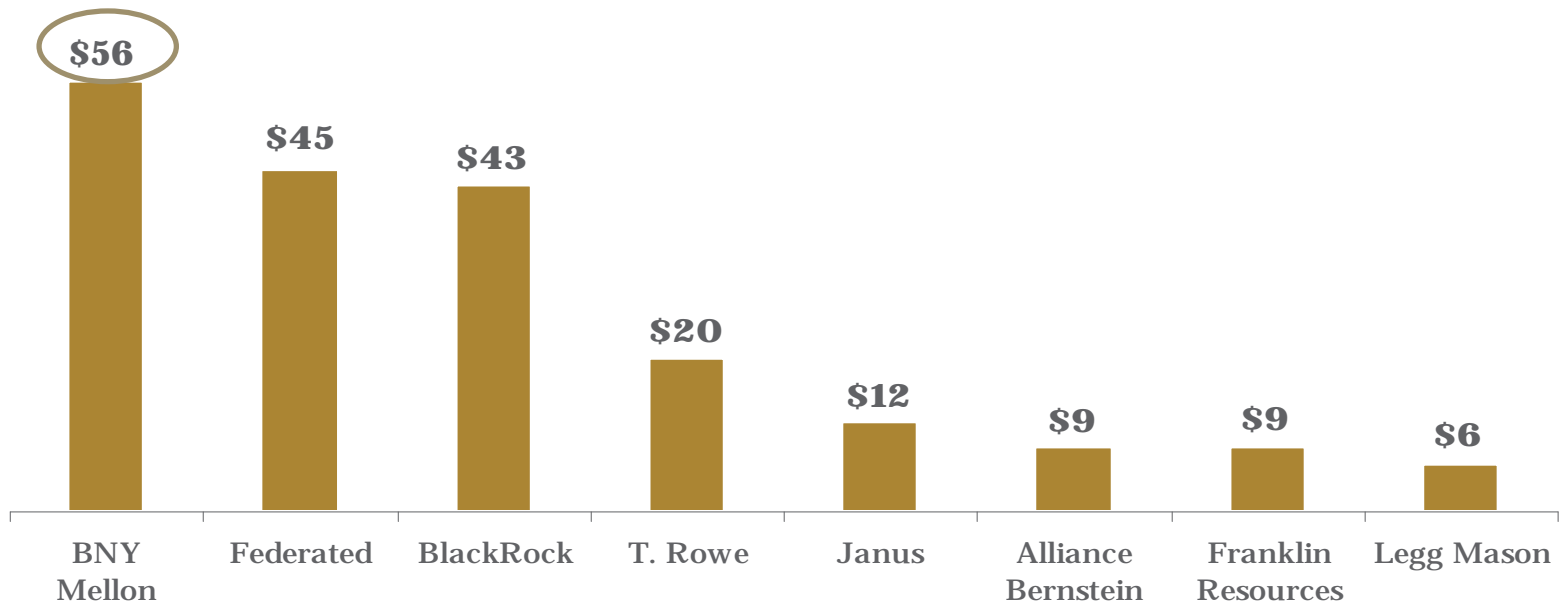
- Launched absolute return fund family within our Dublin mutual fund range

### **Upgraded and expanded U.S. wholesaling force**

### **Recent formation of a new strategic venture with Wisdom Tree to launch a range of cash and fixed interest ETFs**

## Mutual fund flows vs. peers

### 2007 Net Asset Flows into U.S. Mutual Funds (\$ in billions)



*Net flows for period 12/31/06 through 12/31/07. Peer information obtained from Strategic Insight/SIMFund*

## U.S. institutional achievements

- 3rd largest manager of U.S. defined benefit assets *(Pension & Investments, May 2007)\**
- 3rd largest manager of U.S. endowment & foundation assets *(Pension & Investments, May 2007)\**
- 4th largest manager of U.S. institutional tax-exempt assets *(Pension & Investments, May 2007)\**
- Rapid growth in our institutional cash business

**Institutional Money Market Funds**  
**Domestic 40 Act Institutional Money Market Fund.**  
**Market Share Data as of 12/31/07\*\***

Rank	Manager	Total Assets (\$B)
1	J.P. Morgan	182,585.4
2	BlackRock	177,578.1
3	Dreyfus/ Hamilton	174,149.1
4	Fidelity	166,466.2
5	Federated	151,066.9
6	Goldman	147,807.5
	All Others	871,140.9
	<b>Total</b>	<b>1,870,794.1</b>

\*\*Source - iMoneyNet month-end data for 12/07

\*Rankings based on 2006 year-end data.  
Please review the disclosures in the appendix following this presentation.

## Multi-discipline product achievements

Uniquely placed to take advantage of the market for these complex products

Building on our 7-year track record with highly sophisticated U.S. pension funds

Moving from domestic only to a global client base

- Nikko Best 9
- China Southern QDII Product

## The merger is surpassing our expectations

Multi-boutique model provides a stable platform for integration and future acquisitions

Presence in 36 countries worldwide

Incremental revenues have already been delivered via our new partnerships

- Cash / Money Management
- New institutional relationships in North America
- Synergies in Asia, including China Southern
- Leveraging legacy BNY's very strong relationships in the Middle East

Expense synergies delivered

## Capital Management

Accelerating long-term growth and returns: overview

**Business model generates significant excess capital**

**Flexibility to fund investments which accelerate growth**

**Capital allocation process focuses on growth, risk-adjusted returns**

**Strategic business reviews underway, will report in May**

# Capital Management

Accelerating long-term growth and returns: capital planning

## **Dividend strategy**

- Growth in line with net earnings
- 35-40% payout ratio

## **Balance sheet growth / Business investments**

- Supporting organic growth

## **Acquisition criteria**

- Focused on global growth opportunities in Asset Management and Securities Servicing
- GAAP / cash accretive within year 1
- Risk adjusted IRR hurdle rate
- Good cultural fit and sound integration plan

## **Share repurchases**

- Board authorized repurchase of up to 35 MM shares on 12/18/07
  - Total available is approximately 40 MM shares
- Resume in 1Q08
- Manage to targeted capital ratios

## Capital Management

Accelerating long-term growth and returns: '08 tangible capital generation

### Sources:

**Net Income\***

**Intangible amortization**

**Employee benefit plans/other**



**\$4.0B**

### Uses:

**Dividends/balance sheet growth/other**

**\$2.0B**

**Available for additional acquisitions or buybacks**

**\$2.0B**

\* Based on current Full Year 2008 First Call consensus estimate of \$3.02

# Capital Management

Accelerating long-term growth and returns: priorities

## **Two franchise objectives govern capital allocation**

- Increase percentage of global revenue
- Increase overall percentage of asset management revenue

## **Organic initiatives offer most attractive economic returns**

- Focus on leveraging current product or distribution capabilities
- Low capital intensity/investments through P&L
- Rigorous efforts to identify and manage these opportunities

## **Acquisition pipeline being rebuilt with capital ratios back to targets**

- Strong historical track record

## Balance Sheet Management

Well positioned for the current environment

**Assets \$198 billion, Equity \$29 billion at 12/31/07**

**Liability driven (client deposits)**

**Improving our risk profile**

**Ample liquidity**

**Excellent credit ratings**

– AAA Bank, Aa2 Holding Company

**Strong capital ratios**

– Tier 1 of 9.10%, Adjusted Tangible Common Equity of 4.96%

# The Bank of New York Mellon

## Current activities

### **Strategic**

### Timing

Complete business reviews

1Q08

Rationalize non-core activities

Ongoing

Hold Investor Conference

5/21/08

— Detailed goals

### **Merger Related**

Execute on expense synergies

Ongoing

Execute on revenue synergies

Ongoing

Improve market awareness of brand

Ongoing

Build our culture and live our values

Ongoing

## Live our Values

People, Partnership, Performance

### **Client Focus**

Being our clients' "partner of choice" by delivering the world's best client service

### **Trust**

Acting with the highest standards of integrity and openness

### **Team Work**

Fostering diversity and collaboration, and empowering employees to deliver our very best

### **Outperformance**

Consistently exceeding the expectations of our clients, employees, communities and shareholders

## Delivering Superior Shareholder Value

**Focus on high-growth global businesses – Asset Management and Securities Servicing**

**Maintain superior client service, investment performance and the highest fiduciary standards**

**Achieve competitive margins in each business line**

**Deploy capital effectively to accelerate long-term growth and returns**

**A Large Cap Global Growth Company**



THE BANK OF NEW YORK MELLON



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A Large Cap Global Growth Company

# Appendix

## 12 Member Peer Group

### Asset Managers

**AllianceBernstein**

**BlackRock**

**Legg Mason**

### Trust Banks

**Northern Trust**

**State Street**

### Other

**Lehman**

**JPMorgan Chase**

**PNC**

**Prudential**

**SunTrust**

**US Bancorp**

**Wachovia**

## Current Credit Ratings

	<u>Moody's</u>	<u>S&amp;P</u>	<u>Fitch</u>
<b><u>BNY Mellon</u></b>			
<b>Long-term Senior Debt</b>	<b>Aa2</b>	<b>A+</b>	<b>AA-</b>
<b>Subordinated Debt</b>	<b>Aa3</b>	<b>A</b>	<b>A+</b>
<b><u>The Bank of New York</u></b>			
<b>Long-term Senior Debt</b>	<b>Aaa</b>	<b>AA-</b>	<b>AA-</b>
<b>Long-term Deposits</b>	<b>Aaa</b>	<b>AA-</b>	<b>AA</b>
<b><u>Mellon Bank, N.A.</u></b>			
<b>Long-term Senior Debt</b>	<b>Aaa</b>	<b>AA-</b>	<b>AA-</b>
<b>Long-term Deposits</b>	<b>Aaa</b>	<b>AA-</b>	<b>AA</b>
<b>Outlook</b>	<b>Stable</b>	<b>Positive</b>	<b>Positive</b>

# Reconciliation Schedule

## Revenue/Pretax Growth & Pretax Margin/Operating Leverage

	2007	2006	Growth
<b>Revenue (a)</b>	<b>\$14,197</b>	<b>\$12,103</b>	
<b>CDO write-down</b>	<b>200</b>	<b>-</b>	
<b>Adjusted revenue</b>	<b>\$14,397</b>	<b>\$12,103</b>	<b>19%</b>
<b>Provision for credit losses</b>	<b>(10)</b>	<b>(18)</b>	
<b>Total non-interest expense – excluding merger and integration expense, amortization of intangible assets and items in footnote (a)</b>	<b>9,400</b>	<b>8,401</b>	<b>12%</b>
<b>Pretax income adjusted</b>	<b>\$5,007</b>	<b>\$3,720</b>	<b>35%</b>
<b>Pretax margin Non-GAAP adjusted (FTE)</b>	<b>35% (a)</b>	<b>31% (a)</b>	
<b>Operating leverage Non-GAAP adjusted</b>			<b>700 bps (a)</b>

(a) 2007 pro forma combined revenue/expense excludes: the CDO write-down (\$200 million pre-tax); settlement for early termination (in 2005) of a contract associated with the clearing business (\$28 million pre-tax), and (\$1 million pre-tax) of related incentive expense; recalculation of the yield on the leverage lease portfolio, recorded in net interest revenue (\$22 million pre-tax); the pretax write-off of the remaining interest in a hedge fund manager that was sold in 2006 (\$32 million) and (\$6 million) for internally developed software in 3Q07; early redemption charge for subordinated debentures (\$46 million); exit costs associated with excess office space (\$30 million) and litigation reserve charges (\$5 million) in 2Q07; and a litigation reserve charge (\$12 million) in 1Q07. 2006 excludes the 1Q06 charge related to the former Mellon Chairman (\$19 million), and other 4Q06 charges detailed on page 20 of the 4Q07 Quarterly Earnings Summary.

On a GAAP basis, the pro forma combined pretax margins for 2007 and 2006 were 27% and 29%, respectively. On a GAAP basis, the pro forma combined pretax income for 2007 and 2006 were \$3,867MM and \$3,490MM, respectively.

# Reconciliation Schedule

## Business Sector – Revenue

(\$millions) Revenue	2007			2006			Adjusted Growth
	Originally Reported	Adjustments	Adjusted	Originally Reported	Adjustments	Adjusted	
<b>Asset Management</b>	<b>\$3,291</b>	--	<b>\$3,291</b>	<b>\$2,880</b>	--	<b>\$2,880</b>	<b>14%</b>
<b>Wealth Management</b>	<b>1,001</b>	--	<b>1,001</b>	<b>965</b>	--	<b>965</b>	<b>4</b>
<b>Subtotal</b>	<b>4,292</b>	--	<b>4,292</b>	<b>3,845</b>	--	<b>3,845</b>	<b>12%</b>
<b>Institutional Services</b>							
<b>Securities Servicing</b>							
<b>Asset Servicing</b>	<b>4,343</b>	--	<b>4,343</b>	<b>3,495</b>	--	<b>3,495</b>	<b>24%</b>
<b>Issuer Services</b>	<b>2,382</b>	--	<b>2,382</b>	<b>1,497</b>	<b>584</b>	<b>2,081</b>	<b>14</b>
<b>Clearing &amp; Execution Services</b>	<b>1,665</b>	<b>(32)</b>	<b>1,633</b>	<b>1,637</b>	<b>(200)</b>	<b>1,437</b>	<b>14</b>
<b>Subtotal</b>	<b>8,390</b>	<b>(32)</b>	<b>8,358</b>	<b>6,629</b>	<b>384</b>	<b>7,013</b>	<b>19%</b>
<b>Treasury Services</b>	<b>1,444</b>	--	<b>1,444</b>	<b>1,348</b>	--	<b>1,348</b>	<b>7%</b>
<b>Total</b>	<b>\$14,126</b>	<b>(\$32)</b>	<b>\$14,094</b>	<b>\$11,822</b>	<b>\$384</b>	<b>\$12,206</b>	<b>15%</b>

Note: Represent pro forma combined segment results for The Bank of New York Mellon for 2007/2006. Pretax metrics exclude the impact of historical intangible amortization and the pro forma impact of incremental purchase accounting intangible amortization resulting from the merger. Totals exclude the Other segment.

2007/2006 data adjusted as follows: Issuer Services - adjusted as if the Acquired Corporate Trust Business (closed 10/06) was acquired as of 1/1/06. Clearing & Execution Services – adjusted as if the 50-50 BNY ConvergEx joint venture (formed 10/06) was formed as of 1/1/06. 2007 Clearing & Execution Services adjusted for the settlement for the early termination (in 2005) of a contract (\$28 million pre-tax).

# Reconciliation Schedule

## Business Sector – Pretax Income

(\$millions)	2007			2006			Adjusted Growth
	Originally Reported	Adjustments	Adjusted	Originally Reported	Adjustments	Adjusted	
<b>Pretax income</b>							
<b>Asset Management</b>	<b>\$1,129</b>	<b>\$32</b>	<b>\$1,161</b>	<b>\$989</b>	<b>11</b>	<b>\$1,000</b>	<b>16%</b>
<b>Wealth Management</b>	<b>350</b>	<b>--</b>	<b>350</b>	<b>343</b>	<b>1</b>	<b>344</b>	<b>2</b>
<b>Subtotal</b>	<b>1,479</b>	<b>32</b>	<b>1,511</b>	<b>1,332</b>	<b>12</b>	<b>1,344</b>	<b>13%</b>
<b>Institutional Services</b>							
<b>Securities Servicing</b>							
<b>Asset Servicing</b>	<b>1,356</b>	<b>--</b>	<b>1,356</b>	<b>848</b>	<b>6</b>	<b>854</b>	<b>59%</b>
<b>Issuer Services</b>	<b>1,179</b>	<b>--</b>	<b>1,179</b>	<b>662</b>	<b>316</b>	<b>978</b>	<b>21</b>
<b>Clearing &amp; Execution Services</b>	<b>469</b>	<b>(29)</b>	<b>440</b>	<b>470</b>	<b>(54)</b>	<b>416</b>	<b>6</b>
<b>Subtotal</b>	<b>3,004</b>	<b>(29)</b>	<b>2,975</b>	<b>1,980</b>	<b>268</b>	<b>2,248</b>	<b>32%</b>
<b>Treasury Services</b>	<b>654</b>	<b>--</b>	<b>654</b>	<b>539</b>	<b>1</b>	<b>540</b>	<b>21</b>
<b>Total</b>	<b>\$5,137</b>	<b>\$3</b>	<b>\$5,140</b>	<b>\$3,851</b>	<b>\$281</b>	<b>\$4,132</b>	<b>24%</b>

Note: Represent pro forma combined segment results for The Bank of New York Mellon for 2007/2006. Pretax metrics exclude the impact of historical intangible amortization and the pro forma impact of incremental purchase accounting intangible amortization resulting from the merger. Totals exclude the Other segment.

2007/2006 data adjusted as follows: Issuer Services - adjusted as if the Acquired Corporate Trust Business (closed 10/06) was acquired as of 1/1/06. Clearing & Execution Services – adjusted as if the 50-50 BNY ConvergEx joint venture (formed 10/06) was formed as of 1/1/06. 2007 Asset Management adjusted for the pretax write-off of remaining interest in a hedge fund manager that was sold in 2006 (\$32 million). 2006 Asset Management adjusted for an impairment charge (\$5 million) and severance expense (\$6 million). 2006 Wealth Management (\$1 million), Asset Servicing (\$6 million), Issuer Services (\$4 million) and Treasury Services (\$1 million) were adjusted for severance expense. 2007 Clearing & Execution Services adjusted for the impact of the settlement for the early termination (in 2005) of a contract (\$27 million pre-tax).

# Reconciliation Schedule

## Asset Management

(\$millions)	2007			2006			Adjusted Growth
	Originally Reported	Adjustments*	Adjusted	Originally Reported	Adjustments*	Adjusted	
<b>Pretax income</b>							
<b>Revenue</b>	<b>\$3,291</b>	<b>--</b>	<b>\$3,291</b>	<b>\$2,880</b>	<b>--</b>	<b>\$2,880</b>	<b>14%</b>
<b>Operating Expense</b>	<b>2,162</b>	<b>(32)</b>	<b>2,130</b>	<b>1,891</b>	<b>(11)</b>	<b>1,880</b>	<b>13%</b>
<b>Pretax income</b>	<b>1,129</b>	<b>32</b>	<b>1,161</b>	<b>989</b>	<b>11</b>	<b>1,000</b>	<b>16%</b>
<b>Pretax margin</b>	<b>34%</b>		<b>35%</b>	<b>34%</b>		<b>35 %</b>	

Note: Represent pro forma combined results. Profitability metrics excludes the impact of historical intangible amortization and the pro forma impact of incremental purchase accounting intangible amortization resulting from the merger.

\* See page 37 for details of adjustments.

# Disclosures

- As of July 1, 2007, Mellon Financial Corporation and The Bank of New York Company, Inc. merged into a newly created entity, The Bank of New York Mellon Corporation. Accordingly, results of the respective asset management subsidiaries for periods prior to that time reflected their separate operations.
- Unless otherwise noted, all references to assets under management (which are approximate) are as of 12/31/07 and reflect the pro forma combined AUM of the merger of Mellon Financial Corporation and The Bank of New York Company, Inc.
- References to rankings and standings prior to July 1, 2007 do not necessarily reflect a combination of pro-forma operations. The rankings include assets managed by Mellon Asset Management, Mellon Global Securities Lending and Mellon's Private Wealth Management Group. Each ranking may not include the same mix of firms.
- BNY Mellon Asset Management is the umbrella organization for The Bank of New York Mellon Corporation's affiliated investment management firms and global distribution companies.
- Effective 12/31/07, Mellon Equity Associates has merged into Mellon Capital Management Corporation.
- Except where The Dreyfus Corporation assets under management are listed separately, assets under management include assets managed by the individual firm's officers as dual officers of Mellon Bank, N.A., Mellon Trust of New England, N.A., The Dreyfus Corporation and Founders Asset Management LLC.
- Mellon Capital Management Corporation AUM includes \$32 billion (as of 12/31/07) in overlay strategies.
- Pareto Investment Management Limited AUM includes \$53 billion in currency risk management and \$3 billion in currency absolute return.
- The Newton Group refers to the following group of affiliated companies: Newton Investment Management Limited, Newton Capital Management Limited, Newton International Investment Management Limited, Newton Capital Management LLC, and Newton Fund Managers (CI) Limited. Assets under management include assets managed by all of these companies except Newton Capital Management Limited LLC, which provides marketing services in the U.S. for Newton Capital Management Limited. Except for Newton Capital Management LLC and Newton Capital Management Limited, none of the other Newton companies offer services in the U.S.
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