



# BNY Mellon – At a Glance 3Q11

## In the News

### Hassell at the Helm

Gerald Hassell was recently named as the new Chairman and CEO of BNY Mellon. Since 1998, he has served as President and has more than 30 years of experience with the company. Upon taking the reins he said, "We have the right strategy and a great business model to drive execution on behalf of our clients and shareholders."

### Delivering for Derivatives

We enhanced our derivatives collateral services with dynamic, new margin management capabilities. The enhancements, as part of DM Edge®, provide clients with a fully automated system that facilitates the entire margin call and collateralization process, improves reporting and helps reduce operational risk.

### The Search for Growth: Rethinking Asset Allocation

In the current economic environment investors are questioning traditional asset allocation strategies, says a new white paper sponsored by BNY Mellon and written by the Economist Intelligence Unit. The paper explores key trends in asset allocation and risk management. Read more at <http://www.bnymellon.com/foresight/searchforgrowth.html>.

## Business Highlights

At September 30, 2011

### Investment Management\*

|                   |   |
|-------------------|---|
| Asset Management  | \$1.1 trillion in assets under management |
| Wealth Management | \$161 billion in private client assets    |

\* Aggregate assets under management of \$1.2 trillion.

### Investment Services

|                      |  |
|----------------------|--|
| Securities Servicing | \$25.9 trillion in assets under custody and administration |
| Treasury Services    | \$1.6 trillion in average global payments processed daily  |

## Who We Are

- Financial services company focused on helping clients navigate global markets.
- One of the oldest, continuously operating financial institutions in the world.
- Served clients through every economy since our founding over 225 years ago.

## What We Do

- Manage and service investments for clients in capital markets around the world.
- Enhance transparency, facilitate liquidity and help clients manage risk in financial transactions.
- Serve a diverse range of individuals and institutions.

## How We Do It

- Only US financial firm with long-term senior debt rated triple-A at the bank level by Moody's.<sup>1</sup>
- Collaboration and innovation that connects clients directly to new opportunities.
- Worldwide staff of over 49,000 professionals located in 36 countries.

## Corporate Social Responsibility

- Small businesses as well as those owned by women, minorities, LGBT, veterans or people with disabilities were awarded 27 percent of our competitively bid supplier contracts.
- Data center power utilization effectiveness initiatives trimmed 80 million kilowatt hours, equivalent to \$7.5 million in energy costs.

## Clients We Serve

- Asset Managers
- Banks
- Broker-Dealers
- Central Banks
- Corporations
- Family Offices
- Financial Intermediaries
- Governments
- High-Net-Worth Individuals
- Insurance Companies
- Non-Profit Organizations
- Pension Funds

# Investment Management

## Asset Management

Diversified and focused investment styles. At BNY Mellon Asset Management, our goal is to build and deliver distinctive investment performance for our clients.

---

**\$1.1 trillion**

in assets under management

---

**11th largest**

global asset manager\*

---

**8th largest**

US asset manager\*\*

---

\*Pensions & Investments, 2011.

\*\*Institutional Investor, 2011.

## Investment Boutiques

### The Alcentra Group<sup>2</sup>

Sub-investment grade debt asset manager

### BNY Mellon ARX

Brazilian equities, hedge funds and fixed income

### BNY Mellon Beta Management<sup>3</sup>

Overlay strategies, swaps and futures

### BNY Mellon Cash Investment Strategies<sup>4</sup>

Money market funds and short duration strategies

### BNY Mellon Western Fund Management<sup>5,6</sup>

Greater China capital markets specialist

### The Boston Company

Active, fundamental equity manager

### Dreyfus Corporation

Family of mutual funds

### EACM Advisors

Fund of hedge fund and manager of manager strategies

### Hamon Investment Group<sup>7</sup>

Asian equities management

### Insight Investment Management<sup>5</sup>

Liability-driven investment, fixed income strategies and other tailored solutions

### Mellon Capital Management

Fundamentally based global quantitative strategies

### Mellon Transition Management<sup>3</sup>

Provides valuable oversight throughout the transition process

### Newton Group<sup>8</sup>

Global thematic investing

### Pareto Investment Management

Currency risk management and absolute return strategies

### Siguler Guff & Company<sup>9</sup>

Private equity investment strategies

### Standish Mellon

Fixed income and credit solutions

### Urdang Capital Management

US and global real estate investment management

### Walter Scott & Partners

Global equity investment management

### WestLB Mellon<sup>5,10</sup>

European fixed income and equities

## Wealth Management

BNY Mellon Wealth Management is a global wealth management leader, serving individuals, families and family offices with an approach that sustains over market cycles and across generations.

---

**\$161 billion**

in private client assets

---

**Top 3**

US private bank\*

---

**Top 10**

US wealth manager\*\*

---

## Service Overview

### Individuals and Families

BNY Mellon applies wealth management expertise in investment management, wealth and estate planning and private banking to meet the needs of financially successful individuals and families.

### Charitable Gift Services

As one of the largest providers of personal trust and charitable gift program services, we have a unique understanding of the relationship between charitable organizations, their benefactors and the services they need to succeed.

### Endowments and Foundations

Our dedicated team understands the goals and challenges of non-profit organizations. With exceptional client insight, we offer administration, investment management, global custody and banking services.

### Family Office & Advisor Solutions

BNY Mellon was among the first institutions to establish a dedicated family office organization in the US, and today our Family Office & Advisor Solutions group is one of the largest in the world. We help families build and preserve wealth and achieve their specific family office goals.

\*Barron's Penta, 2010.

\*\*Barrons, September 19, 2011.

‣ Aggregate assets under management of \$1.2 trillion.

# Investment Services

## Securities Servicing

BNY Mellon Securities Servicing offers a full range of administrative and operational solutions that enable institutions to efficiently conduct business, invest assets and engage in transactions around the world.

---

**\$25.9 trillion**

assets under custody and administration

---

**\$11.9 trillion**

outstanding debt serviced

---

**\$1.8 trillion**

tri-party balances worldwide

---

### Service Overview

#### Alternative Investment Services

With \$519 billion in assets under administration and custody for single manager funds, funds of hedge funds and private equity funds, we support a wide range of investment vehicles.

#### Asset Servicing

Enhance the management and administration of the investment process with services that process, monitor and measure investment data from around the world.

#### Broker-Dealer Services

BNY Mellon is a pioneer in collateral management and securities clearance for institutions around the world. We service \$1.8 trillion in tri-party balances every single day.

#### Corporate Trust

With core services including debt trustee, paying agency, escrow agency, collateral management and other administrative and fiduciary offerings, we utilize our global footprint and expertise to deliver customized, market-driven issuer and investor solutions.

#### Depository Receipt Services

Delivers specialized services to help issuers, investors and intermediaries solve cross-border challenges. We meet changing client needs while making cross-border investing more convenient.

#### Derivatives360<sup>SM</sup>

Comprehensive, modular service offering covering the life cycle of derivatives transactions to effectively and efficiently process such transactions and support risk mitigation.

#### Environmental Innovation Solutions

Meet challenges and seize opportunities in environmental markets through our specialized custody, information management and settlement solutions.

#### Global Markets

We provide currency trading, interest rate and equity swaps and derivatives globally. For the US market we also provide sales and trading in fixed income and equity products and participate in public and private markets for securities.

#### Liquidity Services

Cash investment via the Liquidity DIRECT<sup>SM</sup> investment portal, which offers money market funds, direct investment in short-term securities and custody services for margin balances.

#### Pershing<sup>11</sup>

Pershing is a leading global provider of financial business solutions to over 1,500 financial organizations, who collectively represent approximately 5 million active investors. It has \$910.7 billion assets held in custody.

#### Shareowner Services<sup>12</sup>

From employee stock plans to stock transfer agent services to corporate action processing services, we combine expansive resources and expertise to create intelligent solutions.

## Treasury Services

BNY Mellon Treasury Services provides cash management and global payments solutions designed to enable clients to conduct transactions, optimize cash flow and mitigate risk in capital markets around the world.

---

**\$1.6 trillion**

average payments processed daily

---

**163,000**

transactions conducted daily

---

**Over 100 currencies**

in which we transact

---

### Service Overview

#### Industry Solutions

Treasury services customized for the needs of particular industries, with a special emphasis on financial institutions and corporate clients. We aim to enhance processing efficiency and facilitate day-to-day business activities.

#### Investment Sweep

To maximize the investment value of idle funds, we offer liquid investment vehicles with automated sweep services that enable you to start earning dividends as soon as your cash is invested.

#### Payables Management

Comprehensive accounts payable and disbursement solutions to optimize working capital and provide greater control over payments and settlement processes.

#### Payments Execution

Services that streamline payments processing and shorten settlement times between institutions and their customers, vendors, employees and investors.

#### Receivables

Efficient, centralized collection services such as deposit, electronic and lockbox solutions that help you collect payments efficiently and effectively.

#### Trade Finance

Manage risk with better control over your physical and financial supply chains through our comprehensive, modular suite of transaction processing, back-office and financing support services.

# BNY Mellon Financial Highlights

## Assets and Market Cap

At September 30, 2011

- **\$322.2 billion** total assets
- **\$33.7 billion** total shareholders' equity
- **\$22.5 billion** market capitalization

## Revenue and Income

Nine months ended September 30, 2011

- **\$8,781 million** fee and other revenue
- **\$2,204 million** net interest revenue
- **\$11,190 million** total revenue<sup>13</sup>
- **\$2,091 million** net income

## Ratios

At September 30, 2011

- **14.0%** tier 1 capital ratio<sup>14</sup>
- **16.1%** total capital ratio<sup>14</sup>
- **5.9%** tangible common equity to tangible assets of operations ratio, non-GAAP<sup>15</sup>
- **78%** fee income ratio (ex. net securities gains)

For a reconciliation of GAAP to non-GAAP measures, see our quarterly report on Form 10-Q for the quarter ended September 30, 2011 filed with the US Securities and Exchange Commission and available at [www.bnymellon.com](http://www.bnymellon.com).



## Our Global Presence

BNY Mellon operates in 36 countries and over 100 markets. This enables us to deliver services virtually anywhere you do business, with our professionals located in-market for close collaboration with you.

- Americas – 32,000+ professionals
- EMEA – 9,000+ professionals
- Asia-Pacific – 7,000+ professionals

[bnymellon.com](http://bnymellon.com)

BNY Mellon is the corporate brand of The Bank of New York Mellon Corporation and may also be used as a generic term to reference the corporation as a whole and/or its various subsidiaries. All services described herein may be provided by The Bank of New York Mellon Corporation and its subsidiaries, affiliates, joint ventures and related companies. Each is authorized and regulated as required within each jurisdiction. All references to assets under management, assets serviced, assets under custody and administration, global payments processed and employees are sourced from BNY Mellon and correct as of September 30, 2011, unless otherwise noted. This is for general information and reference purposes only and does not constitute financial product or investment advice. To the extent it is deemed to be a financial promotion under non-US jurisdictions, it is provided for use by professional and wholesale investors only and not for onward distribution to, or to be relied upon by, retail investors. This should not be construed as an offer or solicitation of securities or services or an endorsement thereof in any jurisdiction or in any circumstance that is otherwise unlawful or not authorized. The investment products and services mentioned here are not insured by the FDIC (or any other state or federal agency), are not deposits of or guaranteed by any bank, and may lose value.

To learn more about our company, see our latest annual report on Form 10-K, proxy statement, quarterly reports on Form 10-Q and our current reports on Form 8-K filed with the SEC available at [www.sec.gov](http://www.sec.gov). It is also possible to learn more about us and our industry through a variety of public materials and through our website, located at [www.bnymellon.com](http://www.bnymellon.com).

<sup>1</sup> Current ratings for The Bank of New York Mellon Corporation and its principal subsidiaries are posted at [www.bnymellon.com/investorrelations/creditratings.html](http://www.bnymellon.com/investorrelations/creditratings.html).

<sup>2</sup> BNY Mellon holds over 90% of the parent holding company of Alcentra NY, LLC and Alcentra Ltd. Alcentra NY, LLC offers services in the US. Alcentra Ltd. does not offer services in the US.

<sup>3</sup> BNY Mellon Beta Management and Mellon Transition Management are divisions of The Bank of New York Mellon, a wholly-owned subsidiary of The Bank of New York Mellon Corporation.

<sup>4</sup> BNY Mellon Cash Investment Strategies is a division of The Dreyfus Corporation.

<sup>5</sup> BNY Mellon Western Fund Management Company Limited, Insight Investment Management Limited and West LB Mellon Asset Management KAG do not offer services in the US. This brochure does not constitute an offer to sell, or a solicitation of an offer to purchase any of these firms' services or funds to any US investor.

<sup>6</sup> BNY Mellon Western Fund Management Company Limited is a joint venture between BNY Mellon (49%) and China based Western Securities Company Ltd (51%). The firm does not offer services outside of the People's Republic of China.

<sup>7</sup> Hamon's services are offered in the US by Hamon Asian Advisors Limited. BNY Mellon holds a 19.9% interest in Hamon Investment Group Pte Limited, which is the parent of Hamon Asian Advisors Limited.

<sup>8</sup> Newton 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. Except for Newton Capital Management LLC and Newton Capital Management Limited, none of the other Newton companies offer services in the US.

<sup>9</sup> BNY Mellon holds a 20% interest in Siguler Guff & Company, LP and certain related entities (including Siguler Guff Advisors, LLC).

<sup>10</sup> WestLB Mellon Asset Management KAG is a joint 50:50 venture between BNY Mellon and WestLB AG.

<sup>11</sup> Pershing is the umbrella name for Pershing LLC, Pershing Advisor Solutions LLC, Pershing Prime Services, iNautix (USA) LLC, iNautix Technologies Private Limited (India), Lockwood Advisors, Inc., Lockwood Solutions, Inc., Pershing Limited (UK), Pershing Securities Limited, Pershing Securities International Limited (Ireland), Pershing Securities Canada Limited and Pershing Securities Singapore Private Limited. Pershing LLC, member FINRA, NYSE, SIPC, is a subsidiary of The Bank of New York Mellon Corporation.

<sup>12</sup> On April 27, 2011, BNY Mellon announced a definitive agreement to sell its Shareowner Services business. The transaction is expected to close late in the fourth quarter of 2011 or early in the first quarter of 2012.

<sup>13</sup> Total revenue includes \$205 million of income of consolidated investment management funds.

<sup>14</sup> Determined under Basel I regulatory guidelines.

<sup>15</sup> Common equity less goodwill and intangible assets adjusted for deferred tax liabilities associated with non-tax deductible identifiable intangible assets and tax deductible goodwill, divided by total assets less assets of consolidated investment management funds, goodwill, intangible assets and cash on deposit with the Federal Reserve and other central banks.

Mutual fund investors should consider the investment objectives, risks, changes and expenses of a fund carefully before investing. Contact your financial advisor to obtain a prospectus that contains this and other information about a fund, and read it carefully before investing. **An investment in a mutual fund is not a bank deposit, and is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. Although a money market fund seeks to preserve the value of your investment at \$1.00 per share, it is possible to lose money by investing in a money market fund.** MBSC Securities Corporation, distributor, FINRA member and wholly owned subsidiary of The Bank of New York Mellon Corporation.