



BNY Mellon is a global leader in providing a comprehensive array of services that enable institutions and individuals to manage and service their financial assets in more than 100 markets worldwide. We strive to be the global provider of choice for investment management and investment services and be recognized for our broad and deep capabilities, superior client service, innovation and consistent outperformance versus peers.

First Quarter 2012

Investment Management*

Asset Management

- \$1.2 trillion in assets under management
- 11th largest global asset manager¹
- 8th largest US asset manager¹
- 8th largest asset manager active in the European marketplace¹

Wealth Management

- \$176 billion in private client assets
- Top 10 US wealth manager²
- Top 3 private bank in the US³

*Aggregate assets under management of \$1.3 trillion.

Investment Services

Asset Servicing

- Service over 16,000 funds with \$2.5 trillion in assets as funds transfer agent
- Service more than \$750 billion in assets for onshore and offshore funds as trustee and depositary
- Lend \$3 trillion in 28 markets with more than \$300 billion average daily loans outstanding in securities lending
- Service 20% of UK pension funds
- Service more than 390 insurance companies with \$1.9 trillion in assets
- \$9.6 trillion in assets under measurement⁴
- #1 Global Custodian vs peers (R&M Global Custody Survey, 2012)
- #1 fund administrator in Ireland⁵
- #1 service provider for ETFs⁶ (based on number of funds)
- #1 remote and full service sub-accounting provider (based on number of accounts)⁶

- #2 fund administrator in Brazil⁷
- Outsourcing Deal of the Year (FSO Knowledge Xchange, 2011)
- Best Custody Bank (*Global Finance World's Best Global Banks*, 2011)
- Best Global Custodian-Asia (*The Asset Triple A Transaction Banking Awards*, 2012)
- Pension Fund Custodian, Latin America Custodian, Transfer Agent and Mutual Fund Administrator of the Year (*Custody Risk Americas Awards*, 2012)
- Best Service Provider-Americas (exchangetradedfunds.com Global ETF Awards, 2011)
- Best Pensions Custodian (*Financial News Awards for Excellence in Investor Service*, Europe, 2011)

Safest Bank in the US
(*Global Finance World's Safest Banks*, 2012)

Top 10 Green Power Purchasers, Fortune 500
(*US Environmental Protection Agency*, 2012)

NYSE SYMBOL: BK
bnymellon.com

Investment Services

Alternative Investment Services

- \$569 billion in assets under administration and custody for single manager funds, funds of hedge funds and private equity funds
- #3 global fund administrator for hedge funds⁸
- Best IT Initiative for Hedge Fund Operations (*FTF News Technology Innovation Awards*, 2012)
- Most Innovative Fund Administrator - Over \$30bn (*HFMWeek US Hedge Fund Services Awards*, 2011)
- Best Administrator over \$30bn – single manager (*HFMWeek European Hedge Fund Services Awards*, 2012)

Broker-Dealer Services

- \$1.8 trillion daily in tri-party balances worldwide
- Handle most of the transactions cleared through the Federal Reserve Bank of New York⁹ for 17 of 21 primary dealers
- Top-Rated: Global, Commended: Asia Pacific, Europe and North America (*Global Custodian Tri-Party Securities Financing Survey*, 2012)
- Broker/Dealer Custody & Clearing Provider of the Year (*ICFA European Service Provider Awards*, 2011)
- Best Global Deployment: DM Edge[®] (*Waters Technology American Financial Technology Awards*, 2011)

Corporate Trust

- Service \$11.9 trillion in outstanding debt
- Administer 2,000 insurance trusts with approximately \$168 billion in assets outstanding
- #1 Overall US Trustee¹⁰
- Best in Corporate Trust - Australia and Korea (*The Asset Triple A Transaction Banking Awards*, 2012)

Depository Receipts

- Depository for more than 2,500 depository receipt (DR) programs from more than 65 countries
- 62% global market share¹¹
- Best GDR Bank (*The Asset Triple A Transaction Banking Awards*, 2012)
- Best Depository Receipt House (*EMEA Finance Achievement Awards*, 2011)

Global Markets

- Execute approximately 14,000 foreign exchange transactions daily
- Manage one of the ten largest US bank derivatives portfolios¹²
- Best Foreign Exchange Research (*Global Finance FX Survey*, 2012)
- Best Real Money Platform (*Profit & Loss Digital FX Awards*, 2011)

Pershing¹³

- More than \$1 trillion in global customer assets
- Process an average of 193,000 trades daily for broker-dealers and independent registered investment advisors

- #1 US clearing firm ranked by number of broker-dealer clients (*Investment News*, 2011)
- Pershing Prime Services named Best North American Prime Broker (*Hedgework Global Awards*, 2012)

Treasury Services

- Process 170,000 global payments daily totaling an average of \$1.4 trillion
- #5 Fedwire payment processor¹⁴
- #4 in CHIPS funds transfer volume¹⁵
- Top 10 US trade letter of credit bank¹⁶
- 7th largest provider of cash management services¹⁷
- Six first place rankings in *Asiamoney's* 2011 Cash Management Poll, including Best Global Cash Management Services in Asia-Pacific (Overall-Medium/Overall-Large)
- Best Transactional Bank for financial institutions in Europe, Middle East and Africa (*EMEA Finance Treasury Services Awards*, 2011)
- Best Trade Finance Bank (*The Asian Banker*, 2011)
- Gold Award: Best Trade Services Provider & Best Trade Bank in North America (*Trade and Forfeiting Review*, 2011)

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¹ Rankings include assets managed by BNY Mellon Asset Management and BNY Mellon Wealth Management groups. Each ranking may not include the same mix of firms. Global asset manager rankings by Pensions & Investments, 2011; US asset manager rankings by Institutional Investor, 2011; European asset manager rankings by Investment & Pensions Europe, 2011

² Barrons, September 19, 2011

³ Barron's research. Barron's Penta, December 3, 2011

⁴ Assets serviced through our Performance & Risk Analytics business. As of December 31, 2011

⁵ Lipper's Ireland Fund Encyclopaedia 2011/2012

⁶ 2011 Mutual Fund Service Guide

⁷ Seventh largest overall; second largest administrator when excluding commercial banks – measured by assets. ANBIMA - anbid.com.br, December 2011

⁸ HFMWeek Biannual Hedge Fund Survey, November 2011

⁹ Federal Reserve Bank of New York - Fedwire Securities High Volume Customer Report, March 2012

¹⁰ Thomson Reuters, US Capital Markets Review, first quarter, 2012

¹¹ BNY Mellon. Data as of March 31, 2012

¹² OCC Quarterly Report on Bank Trading and Derivatives Activities, fourth quarter, 2011

¹³ Pershing is the umbrella name for Pershing LLC (member FINRA, SIPC, NYSE), Pershing Advisor Solutions LLC, Pershing Prime Services, Albridge Solutions, Inc., 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, Pershing Securities Singapore Private Limited and Pershing Securities Australia Pty Ltd.

¹⁴ The Clearing House and Federal Reserve Board, March, 2012

¹⁵ The Clearing House, March, 2012

¹⁶ Federal Reserve, third quarter 2011

¹⁷ Ernst & Young, 2011