

# Press Release



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## **BNY Mellon Broker-Dealer Services Appoints John Vinci and Andrew Demko to New Senior Management Posts**

NEW YORK, August 31, 2010 – BNY Mellon Broker-Dealer Services has appointed John Vinci as its head of Global Product Management and Strategy and Andrew Demko as Business Manager for Europe, Middle East and Africa (EMEA), both newly-created senior management roles in the Broker-Dealer Services business.

In his new role, Vinci will oversee the development of product management and strategy for BNY Mellon Broker-Dealer Services, focused on tri-party, derivatives and exchange collateral management, and clearance product sets. Demko, who will relocate to London, will serve as the senior business manager for the EMEA region while continuing in his current role as head of Global Sales. Both Vinci and Demko will report to James Malgieri, chief executive officer of BNY Mellon Broker-Dealer Services.

“These important appointments will significantly enhance our ability to drive innovation and service enhancements across our business and help us utilize the global capabilities of the entire BNY Mellon organization to benefit our clients,” said Malgieri. “John and Drew are both well-respected industry veterans who have the experience and skills required to deliver the products and services our clients demand.”

Vinci was most recently head of the New York Relationship Management group within BNY Mellon Broker-Dealer Services, where he was responsible for the overall implementation of higher service levels and client satisfaction. Before that, he was a Client Executive within the company’s Financial Institutions Group. Prior to joining the company in 1996, he was a relationship manager at J.P. Morgan Chase.

Demko, who joined BNY Mellon in 1985, has held a variety of management roles in operations, client management and sales, the majority of which have been focused on building the company’s relationships in the broker-dealer industry. In his most recent role as head of Global Sales for BNY Mellon Broker-Dealer Services, a position he still holds, he was responsible for creating a worldwide team to market the company’s clearing and collateral management services.

BNY Mellon Broker-Dealer Services is the leading provider of tri-party collateral management services, servicing more than \$1.5 trillion in tri-party balances worldwide. It also clears fixed income and equity transactions in more than 100 markets globally and is the leading clearing agent for U.S. government securities.

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