

OCIO SERVICES

Brian Chorba, Business Segment Head, Asset Servicing
Mark Goerg, Vice President, BNY Mellon Capital Markets LLC
Bob Carroll, Head of Consultant Relations, Asset Servicing
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Brian Chorba: There are multiple reasons many firms today are looking for an outsource CIO. The asset owners are finding that it's difficult and challenging to have in-house resources, to have in-house talent, to have the technology and the myriad of administrative support services necessary to really handle the investment process.

Using an outside firm is one way to bring it all in, all the expertise, at one time.

Mark Goerg: What clients can expect from BNY Mellon Markets is we're a full service investment banking and securities broker dealer. We provide the clients a direct avenue to the securities markets and we work shoulder to shoulder with Corporate Trust, Global Client Management, and Asset Servicing.

Our goal is to enhance their relationship should the clients decide to buy or sell fixed income, equities exchange traded products, or CDs.

Bob Carroll: We've been servicing the OCIO Market for more the 30 years. We've developed a proven and consistent service model that's based on a dedicated team supporting our clients' needs.

Brian: BNY Mellon is considered a top provider for the OCIO market based upon multiple reasons. One of which is the fact that we're the largest custodian in the world. Our scale and our capabilities provide services that are unparalleled.

We have a unique model in terms of servicing.

We have an ability to provide comprehensive reporting, transparency across the portfolio, and of course, because we understand what drives the marketplace, we have a pretty bullish view of the space.

We actually have been committing additional resources into this space recognizing that we're going to be growing and the OCIO market is going to be growing.

Bob: We develop custody and pricing strategies that allow our OCIO clients to onboard new relationships quickly and easily.



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Mark: We're able to enhance the OCIO markets capabilities by extending the same level of commitment to the OCIO community that we do to our internal clients at the bank. We do this because as custodian, our executions offer straight through processing synergies and cost efficiencies that wouldn't be available outside the asset servicing relationship.

Brian: One specific benefit working with BNY Mellon is you have one team. One team that supports not only you as the OCIO provider, but also your clients, the asset owners.

So, there's a communication element to this that brings it all together that you wouldn't get at other firms.

Bob: This allows us to focus on the investment operations, and allows our clients to focus on optimizing investment performance.

Mark: A niche that markets excels in and is critical to the OCIOs need to deploy new cash and/or rebalance existing assets is exchanged traded funds. We have a triple play in the sector as the largest ETF administrator, where we oversee 20 different ETF fund families. It gives us unparalleled market color into the segment.

We are broker dealer with fixed income inventory and an authorized participant with ETFs that allows us to create and redeem them, which adds an extra level of acuity for our clients in this risk-averse and highly-regulated market.

Brian: A key element of our services at BNY Mellon is our reporting capabilities. The ability for us to provide transparency and consistent reporting across the portfolio for the OCIO provider is something that's valuable and provides efficiency for them.

At the same time, their underlying clients are getting similar type reporting from the same system.

Mark: We're extremely flexible and understand our OCIO clients' needs.

Whether it be shortened settlement, pre- and post-trades analysis, aggressive commission rates, or the segregation of large block trades into sub accounts, our goal and effect is to act as the in-house trading arm for the OCIO.

Brian: We've developed a pricing structure that's consistent. So, the OCIO provider understands that irrespective of the size, the type, they have pricing that's going to be consistent.

It's going to be the same, and it's going to be something that they can rely on.



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