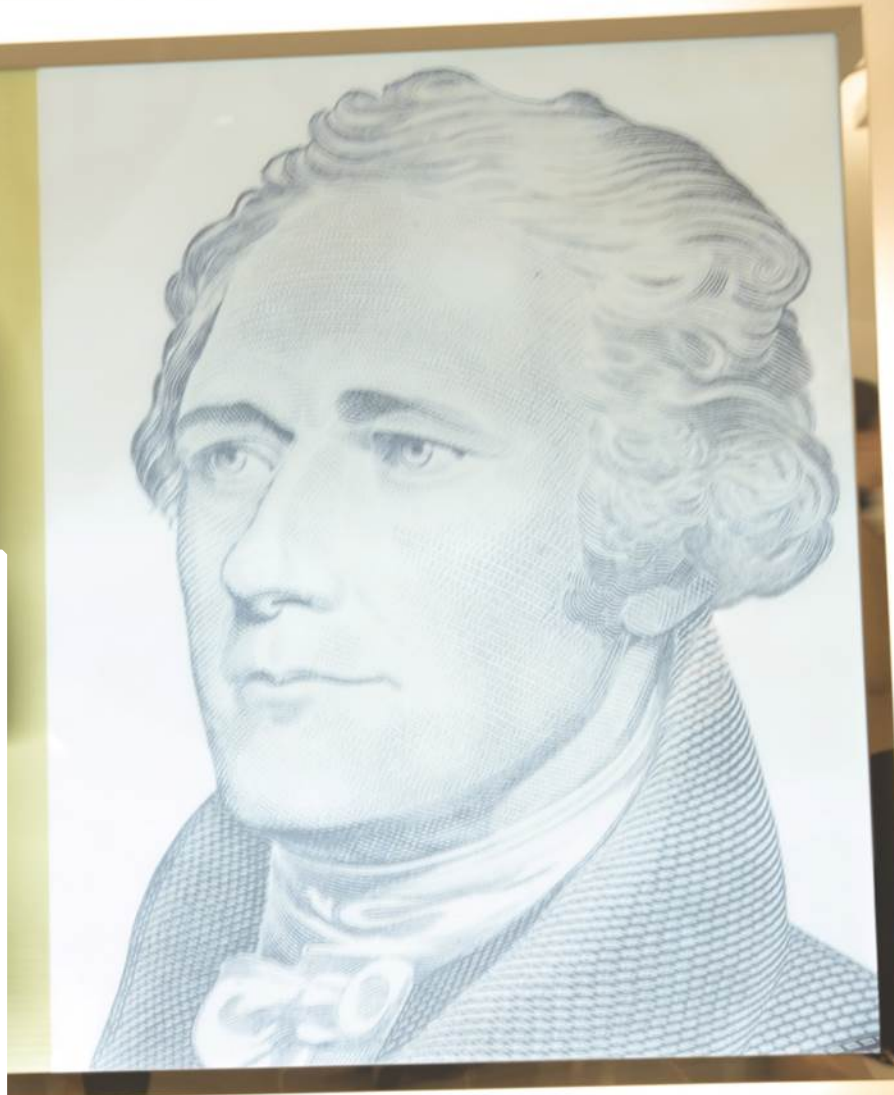


BNY Mellon

**First Quarter 2016
Financial Highlights**

April 21, 2016



Cautionary Statement

A number of statements in our presentations, the accompanying slides and the responses to your questions are “forward-looking statements.” Words such as “estimate”, “forecast”, “project”, “anticipate”, “target”, “expect”, “intend”, “continue”, “seek”, “believe”, “plan”, “goal”, “could”, “should”, “may”, “will”, “strategy”, “opportunities”, “trends” and words of similar meaning signify forward-looking statements. These statements relate to, among other things, The Bank of New York Mellon Corporation’s (the “Corporation”) expectations regarding: strategic priorities, financial goals, client experience, driving profitable growth, business improvement process, capital plans, estimated capital ratios and expectations regarding those ratios; preliminary business metrics; and statements regarding the Corporation's aspirations, as well as the Corporation’s overall plans, strategies, goals, objectives, expectations, estimates, intentions, targets, opportunities and initiatives. These forward-looking statements 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 the factors described under “Forward Looking Statements” and “Risk Factors” in the Corporation’s Annual Report on Form 10-K for the year ended December 31, 2015 (the “2015 Annual Report”), and in other filings of the Corporation with the Securities and Exchange Commission (the “SEC”). Such forward-looking statements speak only as of April 21, 2016, 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 may discuss some non-GAAP measures in detailing the Corporation’s performance, which exclude certain items or otherwise include components that differ from GAAP. 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. Additional disclosures relating to non-GAAP adjusted measures are contained in the Corporation’s reports filed with the SEC, including the 2015 Annual Report and the Corporation's Earnings Release for the quarter ended March 31, 2016, included as an exhibit to our Current Report on Form 8-K filed on April 21, 2016 (the “Earnings Release”), available at www.bnymellon.com/investorrelations.

First Quarter Financial Highlights

- Earnings per common share of \$0.73, including:
 - \$0.01 per common share for litigation and restructuring charges
 - Earnings per common share +10% on an adjusted basis¹
- Generated approximately 250 bps of positive operating leverage on an adjusted basis¹
 - Net interest revenue +5% and fee and other revenue (1%)
 - Total noninterest expense (3%) on a reported and adjusted basis¹
- Executing on capital plan and return of value to common shareholders
 - Repurchased 16.2 million common shares for \$577 million
 - Return on tangible common equity¹ of 21%; 21% on an adjusted basis¹
 - Estimated SLR¹ on a fully phased-in basis exceeded 5%

¹ Represents a Non-GAAP measure. See Appendix for reconciliations. Additional disclosures regarding these measures and other Non-GAAP adjusted measures are available in the Corporation's reports filed with the SEC, available at www.bnymellon.com/investorrelations. □

Note: All comparisons are 1Q16 versus 1Q15. □

Note: Pre-tax operating leverage is the rate of increase (decrease) in total revenue less the rate of increase (decrease) in total noninterest expense. □

bps - basis points □

First Quarter 2016 Key Messages

- Executing on our strategic priorities; delivering on our three-year financial goals set at our 2014 Investor Day
- Focused on enhancing the client experience and driving profitable revenue growth
 - Broadening existing client relationships and selectively adding new business
- Business Improvement Process designed to leverage scale, increase efficiency and effectiveness, and reduce risk and structural costs
 - In a low organic revenue growth environment, the Business Improvement Process is enabling us to fund:
 - Additional regulatory requirements
 - Enhancements to our technology and servicing platforms
 - Revenue growth initiatives
 - Improving our operating margin
- Continue to return significant value to shareholders through share repurchases and dividends

First Quarter 2016 Key Performance Drivers

- Earnings per common share of \$0.74, +10% on an adjusted basis¹, driven by higher money market fees, growth in net interest revenue related to higher yields, securities lending and continued execution of our Business Improvement Process
- Investment management and performance fees (6%); on a constant currency basis (Non-GAAP)¹ (4%), driven by lower equity market values and net outflows in 2015
- Investment services fees +1% reflecting higher money market fees and net new business, partially offset by lower market values and lost business in Clearing Services
- Market-sensitive revenue driven by strategic balance sheet management and securities lending revenue growth
 - Foreign Exchange (21%) reflecting lower volumes
 - Securities Lending +16% driven by wider spreads
 - Net Interest Revenue +\$38 million driven by higher yields on interest-earning assets, partially offset by higher rates paid on interest-bearing liabilities and the unfavorable impact of interest rate hedging activities
- Provision for credit losses was \$10 million in 1Q16 versus a provision of \$2 million in 1Q15
- Noninterest expense on an adjusted basis¹ (3%) reflects lower expenses in nearly all categories, driven by the favorable impact of a stronger U.S. dollar, lower staff and legal expenses and the benefit of the Business Improvement Process, partially offset by higher distribution and servicing expense
- Effective tax rate of 25.9%

¹ Represents a Non-GAAP measure. See Appendix for reconciliations. Additional disclosures regarding these measures and other Non-GAAP adjusted measures are available in the Corporation's reports filed with the SEC, available at www.bnymellon.com/investorrelations.

Note: All comparisons are 1Q16 versus 1Q15.

Summary Financial Results for First Quarter 2016 □

<i>\$ in millions, except per share data</i>				Growth vs.	
	1Q16	4Q15	1Q15	4Q15	1Q15
Revenue	\$ 3,730	\$ 3,726	\$ 3,792	— %	(2)%
Expenses	\$ 2,629	\$ 2,692	\$ 2,700	(2)%	(3)%
Income before income taxes	\$ 1,091	\$ 871	\$ 1,090	25 %	— %
<i>Pre-tax operating margin</i>	29 %	23 %	29 %		
EPS	\$ 0.73	\$ 0.57	\$ 0.67	28 %	9 %
Return on Tangible Common Equity¹	20.6%	16.2%	20.3%		

¹ Represents a Non-GAAP measure. See Appendix for reconciliation. Additional disclosures regarding this measure and other Non-GAAP adjusted measures are available in the Corporation's reports filed with the SEC, □ available at www.bnymellon.com/investorrelations. □

Note: Provision for credit losses was \$10 million in 1Q16 versus a provision of \$2 million in 1Q15 and a provision of \$163 million in 4Q15. □

Summary Financial Results for First Quarter 2016 (Non-GAAP)¹

\$ in millions, except per share data	1Q16	4Q15	1Q15	Growth vs.	
				4Q15	1Q15
Revenue	\$ 3,737	\$ 3,721	\$ 3,761	—%	(1)%
Expenses	\$ 2,555	\$ 2,610	\$ 2,637	(2)%	(3)%
Operating leverage²				254 bps	247 bps
Income before income taxes	\$ 1,172	\$ 1,118	\$ 1,122	5%	4 %
<i>Pre-tax operating margin</i>	31 %	30 %	30 %		
EPS	\$ 0.74	\$ 0.68	\$ 0.67	9%	10 %
Return on Tangible Common Equity	20.8%	19.0%	20.2%		

¹ Represents Non-GAAP measures. See Appendix for reconciliations. Additional disclosures regarding these measures and other Non-GAAP adjusted measures are available in the Corporation's reports filed with the SEC, available at www.bnymellon.com/investorrelations.

² Pre-tax operating leverage is the rate of increase (decrease) in total revenue less the rate of increase (decrease) in total noninterest expense. The year-over-year pre-tax operating leverage (Non-GAAP) was based on a decrease in total revenue, as adjusted (Non-GAAP), of 64 basis points, and a decrease in total noninterest expense, as adjusted (Non-GAAP), of 311 basis points. The sequential operating leverage (Non-GAAP) was based on an increase in total revenue, as adjusted (Non-GAAP), of 43 basis points, and a decrease in total noninterest expense, as adjusted (Non-GAAP), of 211 basis points.
bps - basis points

Fee and Other Revenue (Consolidated) □

(\$ in millions)	1Q16	Growth vs.		Year-over-Year Drivers
		4Q15	1Q15	
Investment services fees:				
Asset servicing ¹	\$ 1,040	1%	— %	<u>Asset Servicing</u> • Net new business and higher securities lending revenue, offset by lower market values and the unfavorable impact of a stronger U.S. dollar
Clearing services	350	3	2	<u>Clearing Services</u> • Higher money market fees, partially offset by the impact of lost business
Issuer services	244	23	5	<u>Issuer Services</u> • Higher money market fees in Corporate Trust and higher dividend fees in Depository Receipts
Treasury services	131	(4)	(4)	<u>Treasury Services</u> • Higher compensating balance credits provided to clients, which shifts revenue from fees to net interest revenue
Total investment services fees	1,765	3	1	
Investment management and performance fees	812	(6)	(6)	<u>Investment Management and Performance Fees</u> • (4%) on a constant currency basis (Non-GAAP) ² ; reflecting lower equity market values and net outflows in 2015, partially offset by higher money market fees
Foreign exchange and other trading revenue	175	1	(24)	<u>Foreign Exchange & Other Trading Revenue</u> • FX revenue of \$171MM - Reflects lower volumes. Other trading revenue decreased, reflecting losses on hedging activities in the Investment Management businesses, partially offset by the positive impact of interest rate hedging (which is offset in net interest revenue) and higher fixed income trading revenue
Financing-related fees	54	6	35	<u>Financing-related Fees</u> • Higher fees related to secured intraday credit
Distribution and servicing	39	(5)	(5)	<u>Distribution and Servicing</u> • Favorably impacted by higher money market fees, but were more than offset by certain fees paid to introducing brokers
Total fee revenue excluding investment and other income	2,845	—	(3)	
Investment and other income	105	13	75 □	<u>Investment and other income</u> • Primarily reflects higher lease-related gains
Total fee revenue	2,950	1	(1)	
Net securities gains	20	N/M	N/M	
Total fee and other revenue	\$ 2,970	1%	(1)%	

¹ Asset servicing fees include securities lending revenue of \$50 million in 1Q16, \$43 million in 1Q15, and \$46 million in 4Q15. □

² Represents a Non-GAAP measure. See Appendix for reconciliations. Additional disclosures regarding these measures and other Non-GAAP adjusted measures are available in the Corporation's reports filed with the SEC, available at www.bnymellon.com/investorrelations. □

Note: Please reference earnings release for quarter-over-quarter variance explanations. □

N/M - not meaningful □

Investment Management Metrics □

Change in Assets Under Management (AUM) ¹	1Q16	LTM 1Q16	Growth vs.	
			4Q15	1Q15
<i>\$ in billions</i>				
Beginning balance of AUM	\$1,625	\$1,717		
Net inflows (outflows):				
Long-Term:				
Equity	(3)	(29)		
Fixed income	—	(4)		
Liability-driven investments ²	14	41		
Alternative investments	1	7		
Total long-term active inflows (outflows)	12	15		
Index	(11)	(46)		
Total long-term inflows (outflows)	1	(31)		
Short-term:				
Cash	(9)	(28)		
Total net (outflows) inflows	(8)	(59)		
Net market/currency impact/acquisition	22	(19)		
Ending balance of AUM ³	\$1,639	\$1,639	1%	(5)%

Average balances:	1Q16	Growth vs.	
		4Q15	1Q15
<i>\$ in millions</i>			
Average loans	\$ 14,275	6%	23%
Average deposits	\$ 15,971	3%	5%

¹ Excludes securities lending cash management assets and assets managed in the Investment Services business.

² Includes currency overlay assets under management.

³ Preliminary.

Investment Services Metrics

	1Q16	Growth vs.	
		4Q15	1Q15
Assets under custody and/or administration at period end (<i>trillions</i>) ^{1,2}	\$ 29.1	1 %	2 %
Estimated new business wins (AUC/A) (<i>billions</i>) ²	\$ 40		
Market value of securities on loan at period end (<i>billions</i>) ³	\$ 300	8 %	3 %
Average loans (<i>millions</i>)	\$ 45,004	(2)%	— %
Average deposits (<i>millions</i>)	\$ 215,707	(6)%	(8)%
<u>Broker-Dealer</u>			
Average tri-party repo balances (<i>billions</i>)	2,104	(2)%	(2)%
<u>Clearing Services</u>			
Average active clearing accounts (U.S. platform) (<i>thousands</i>)	5,947	— %	(1)%
Average long-term mutual fund assets (U.S. platform) (<i>millions</i>)	\$ 415,025	(5)%	(9)%
<u>Depository Receipts</u>			
Number of sponsored programs	1,131	(1)%	(10)%

¹ Includes the AUC/A of CIBC Mellon of \$1.1 trillion at March 31, 2016 and March 31, 2015 and 1.0 trillion at Dec. 31, 2015.

² Preliminary.

³ Represents the total amount of securities on loan managed by the Investment Services business. Excludes securities for which BNY Mellon acts as agent on behalf of CIBC Mellon clients, which totaled \$56 billion at March 31, 2016, \$55 billion at Dec. 31, 2015 and \$69 billion at March 31, 2015.

Net Interest Revenue

(\$ in millions)	1Q16	Growth vs.		Year-over-Year Drivers
		4Q15	1Q15	
Net interest revenue (non-FTE)	\$ 766	1 %	5%	<u>Net Interest Revenue</u> •Higher yields on interest-earning assets, +9 bps, partially offset by higher rates paid on interest-bearing liabilities and the unfavorable impact of interest rate hedging activities (which are primarily offset in foreign exchange and other trading revenue)
Net interest revenue (FTE) - Non-GAAP	780	1	5	
Net interest margin (FTE)	1.01%	2 bps	4 bps	
<u>Selected Average Balances:</u>				
Cash/interbank investments	\$ 127,624	(1)%	3%	
Trading account securities	3,320	19	9	
Securities	118,538	(1)	(4)	
Loans	61,196	(1)	6	
Interest-earning assets	310,678	(1)	1	
Interest-bearing deposits	162,017	1	2	
Noninterest-bearing deposits	82,944	(3)	(7)	

Note: Please reference earnings release for quarter-over-quarter variance explanations.

FTE – fully taxable equivalent

bps – basis points

Noninterest Expense □

(\$ in millions)	1Q16	Growth vs.	
		4Q15	1Q15
Staff	\$ 1,459	(1)%	(2)%
Professional, legal and other purchased services	278	(15)	(8)
Software and equipment	219	(3)	(4)
Net occupancy	142	(4)	(6)
Distribution and servicing	100	9	2
Sub-custodian	59	(2)	(16)
Business development	57	(24)	(7)
Other	241	20	—
Amortization of intangible assets	57	(11)	(14)
M&I, litigation and restructuring charges	17	N/M	N/M
Total noninterest expense – GAAP	\$ 2,629	(2)%	(3)%
Total noninterest expense excluding amortization of intangible assets and M&I, litigation and restructuring charges – Non-GAAP¹	\$ 2,555	(2)%	(3)%
Full-time employees	52,100	900	1,600

Year-over-Year Drivers

- Lower expenses in nearly all categories, primarily driven by the favorable impact of a stronger U.S. dollar, lower staff and legal expenses and the benefit of the Business Improvement Process, partially offset by higher distribution and servicing expense. The savings generated by the Business Improvement Process primarily reflects the benefits of our technology insourcing strategy and the implementation of our global real estate strategy
- Staff expense decreased year-over-year primarily reflecting lower estimated 2016 incentives and a higher adjustment for the finalization of the annual incentive awards, partially offset by the curtailment gain related to the U.S. pension plan recorded in 1Q15 and higher severance expense in ongoing support of our Business Improvement Process

¹ Represents a Non-GAAP measure. See Appendix for reconciliation. Additional disclosures regarding this measure and other Non-GAAP adjusted measures are available in the Corporation's reports filed with the SEC, available at www.bnymellon.com/investorrelations.

Note: Please reference earnings release for quarter-over-quarter variance explanations.

N/M - not meaningful

Capital Ratios □

	3/31/16	12/31/15	Highlights
Consolidated regulatory capital ratios:^{1,2}			
CET1 ratio	10.6%	10.8%	<ul style="list-style-type: none"> Repurchased 16.2 million common shares for \$577 million in 1Q16 In 1Q16, declared a quarterly dividend of \$0.17 per common share Compliant with fully phased-in U.S. Liquidity Coverage Ratio (LCR)⁵ Estimated SLR on a fully phased-in basis exceeded 5%
Tier 1 capital ratio	12.0	12.3	
Total (Tier 1 plus Tier 2) capital ratio	12.2	12.5	
Leverage capital ratio	5.9	6.0	
Selected regulatory capital ratios - fully phased-in - Non-GAAP:¹			
Estimated CET1 ratio:			
Standardized approach	11.0%	10.2%	
Advanced approach	9.8	9.5	
Estimated supplementary leverage ratio ("SLR") ^{3,4}	5.1%	4.9%	

Note: See corresponding footnotes on following slide.

Capital Ratio Footnotes

¹ March 31, 2016 regulatory capital ratios are preliminary. See the “Capital Ratios” section in the earnings release for additional detail.

² At March 31, 2016 and Dec. 31, 2015, the CET1, Tier 1 and Total risk-based consolidated regulatory capital ratios determined under the transitional Basel III Standardized Approach were 11.8%, 13.5% and 13.9%, respectively, and 11.5%, 13.1% and 13.5%, respectively.

³ Please reference slide 21. See the “Capital Ratios” section in the earnings release for additional detail.

⁴ The estimated SLR on a fully phased-in basis (Non-GAAP) for our largest bank subsidiary, The Bank of New York Mellon, was 5.2% at March 31, 2016 and 4.8% at Dec. 31, 2015.

⁵ The U.S. LCR rules became effective Jan. 1, 2015 and currently require BNY Mellon to meet an LCR of 90%, increasing to 100% when fully phased-in on Jan. 1, 2017. Our estimated LCR on a consolidated basis is compliant with the fully phased-in requirements of the U.S. LCR as of March 31, 2016 based on our understanding of the U.S. LCR rules. Our consolidated high-quality liquid assets (“HQLA”) before haircuts, totaled \$202 billion at March 31, 2016, compared with \$218 billion at Dec. 31, 2015.



APPENDIX

Investment Management

(\$ in millions)	1Q16	Growth vs.	
		4Q15	1Q15
Investment management and performance fees	\$ 797	(7)%	(5)%
Distribution and servicing	46	18	21
Other ¹	(31)	N/M	N/M
Net interest revenue	83	(1)	11
Total Revenue	\$ 895	(10)%	(10)%
Noninterest expense (ex. amortization of intangible assets)	\$ 660	(4)%	(7)%
Income before taxes (ex. provision for credit losses and amortization of intangible assets)	\$ <input type="checkbox"/> 235	(24)%	(18)%
Provision for credit losses	(1)	N/M	N/M
Amortization of intangible assets	19	(21)%	(21)%
Income before taxes	\$ 217	(25)%	(17)%
Pre-tax operating margin	24%	(478) bps	(214) bps
Adjusted pre-tax operating margin ^{2,3}	30%	(553) bps	(390) bps

¹ Total fee and other revenue includes the impact of the consolidated investment management funds, net of noncontrolling interests. Additionally, other revenue includes asset servicing, treasury services, foreign exchange and other trading revenue and investment and other income.

² Excludes the net negative impact of money market fee waivers, amortization of intangible assets and provision for credit losses and is net of distribution and servicing expense.

³ Represents a Non-GAAP measure. See Slide 22 for reconciliation. Additional disclosures regarding these measures and other Non-GAAP adjusted measures are available in the Corporation's reports filed with the SEC, available at www.bnymellon.com/investorrelations.

N/M - not meaningful bps – basis points

Investment Services

(\$ in millions)	1Q16	Growth vs.	
		4Q15	1Q15
Investment services fees:			
Asset servicing	\$ 1,016	1%	— %
Clearing services	348	3	2
Issuer services	244	23	6
Treasury services	129	(4)	(4)
Total investment services fees	\$ 1,737	3	1 <input type="checkbox"/>
Foreign exchange and other trading revenue	168	12	(21) <input type="checkbox"/>
Other ¹	125	(2)	36 <input type="checkbox"/>
Net interest revenue	679	2	8 <input type="checkbox"/>
Total revenue	\$ 2,709	3%	2 %
Noninterest expense (ex. amortization of intangible assets)	\$ 1,770	(1)	(3)
Income before taxes (ex. provision for credit losses and amortization of intangible assets)	\$ 939	13%	12 %
Provision for credit losses	14	N/M	N/M
Amortization of intangible assets	38	(5)	(7)
Income before taxes	\$ 887	13%	13 %
Pre-tax operating margin	33%	289 bps	308 bps
Pre-tax operating margin (ex. provision for credit losses and amortization of intangible assets)	35%	299 bps	322 bps
Investment services fees as a percentage of noninterest expense ²	99%	413 bps	446 bps

¹ Other revenue includes investment management fees, financing-related fees, distribution and servicing revenue and investment and other income.

² Noninterest expense excludes amortization of intangible assets and litigation expense.

N/M - not meaningful bps – basis points

Expense & Pre-Tax Operating Margin - Non-GAAP Reconciliation □

(\$ in millions)	1Q16	4Q15	1Q15	QoQ Operating Leverage	YoY Operating Leverage
Total revenue – GAAP	\$ 3,730	\$ 3,726	\$ 3,792		
Less: Net income (loss) attributable to noncontrolling interests of consolidated investment management funds	(7)	5	31		
Total revenue, as adjusted – Non-GAAP²	\$ 3,737	\$ 3,721	\$ 3,761	0.43 %	(0.64)%
Total noninterest expense – GAAP	\$ 2,629	\$ 2,692	\$ 2,700		
Less: Amortization of intangible assets	57	64	66		
M&I, litigation and restructuring charges	17	18	(3)		
Total noninterest expense excluding amortization of intangible assets and M&I, litigation and restructuring charges – Non-GAAP²	\$ 2,555	\$ 2,610	\$ 2,637	(2.11)%	(3.11)%
Less: Provision for credit losses	10	163	2		
Add: Impairment charge related to a prior court decision	—	170	—		
Income before income taxes, as adjusted – Non-GAAP²	\$ 1,172	\$ 1,118	\$ 1,122		
Pre-tax operating margin – Non-GAAP^{1,2,3}	31%	30%	30%	Operating Leverage +254 bps +247 bps	

¹ Income before taxes divided by total revenue.

² Non-GAAP excludes net (loss) income attributable to noncontrolling interests of consolidated investment management funds, amortization of intangible assets, M&I, litigation and restructuring charges (recoveries) and the impairment charge related to a prior court decision, if applicable.

³ Our GAAP earnings include tax-advantaged investments such as low income housing, renewable energy, bank-owned life insurance and tax-exempt securities. The benefits of these investments are primarily reflected in tax expense. If reported on a tax-equivalent basis these investments would increase revenue and income before taxes by \$77 million for 1Q16, \$73 million for 4Q15, \$53 million for 3Q15, \$52 million for 2Q15 and \$64 million for 1Q15 and would increase our pre-tax operating margin by approximately 1.4% for 1Q16, 1.5% for 4Q15, 1.0% for 3Q15, 0.9% for 2Q15 and 1.2% for 1Q15.

bps - basis points

Return on Tangible Common Equity Reconciliation

(\$ in millions)	1Q16	4Q15	1Q15
Net income applicable to common shareholders of The Bank of New York Mellon Corporation – GAAP	\$ 804	\$ 637	\$ 766
Add: Amortization of intangible assets, net of tax	37	42	43
Net income applicable to common shareholders of The Bank of New York Mellon Corporation excluding amortization of intangible assets – Non-GAAP	841	679	809
Add: M&I, litigation and restructuring charges	11	12	(2)
Impairment charge related to a prior court decision	—	106	—
Net income applicable to common shareholders of The Bank of New York Mellon Corporation, as adjusted – Non-GAAP ²	\$ 852	\$ 797	\$ 807
Average common shareholders' equity	\$ 35,252	\$ 35,664	\$ 35,486
Less: Average goodwill	17,562	17,673	17,756
Average intangible assets	3,812	3,887	4,088
Add: Deferred tax liability – tax deductible goodwill ¹	1,428	1,401	1,362
Deferred tax liability – intangible assets ¹	1,140	1,148	1,200
Average tangible common shareholders' equity - Non-GAAP	\$ 16,446	\$ 16,653	\$ 16,204
Return on tangible common equity – Non-GAAP ³	20.6%	16.2%	20.3%
Return on tangible common equity – Non-GAAP adjusted ^{2,3}	20.8%	19.0%	20.2%

¹ Deferred tax liabilities are based on fully phased-in Basel III rules.

² Non-GAAP excludes amortization of intangible assets, net of tax, M&I, litigation and restructuring charges (recoveries) and the impairment charge related to a prior court decision, if applicable.

³ Annualized.

GAAP Revenue and Non-GAAP Earnings Per Share Reconciliation □

<i>Revenue - GAAP</i> (\$ in millions)	1Q16		4Q15		1Q15	
Investment services fees:						
Asset servicing ¹	\$	1,040	\$	1,032	\$	1,038
Clearing services		350		339		344
Issuer services		244		199		232
Treasury services		131		137		137
Total investment services fees		1,765		1,707		1,751
Investment management and performance fees		812		864		867
Foreign exchange and other trading revenue		175		173		229
Financing-related fees		54		51		40
Distribution and servicing		39		41		41
Investment and other income		105		93		60
Total fee revenue		2,950		2,929		2,988
Net securities gains		20		21		24
Total fee and other revenue	\$	2,970	\$	2,950	\$	3,012□
(Loss) Income from consolidated investment management funds		(6)		16		52□
Net interest revenue		766		760		728□
Total revenue - GAAP	\$	3,730	\$	3,726	\$	3,792□

<i>Earnings per share</i>	1Q16	4Q15	1Q15	Growth vs.	
				4Q15	1Q15
GAAP results	\$ 0.73	\$ 0.57	\$ 0.67		
Add: Litigation and restructuring charges	0.01	0.01	N/A		
Impairment charge related to a prior court decision	N/A	0.10	N/A		
Non-GAAP results	\$ 0.74	\$ 0.68	\$ 0.67	9%	10%

¹ Asset servicing fees include securities lending revenue of \$50 million in 1Q16, \$43 million in 1Q15, and \$46 million in 4Q15.

Estimated Fully Phased-In SLR¹ - Non-GAAP Reconciliation

(\$ in millions)	3/31/16 ²	12/31/15
Total estimated fully phased-in Basel III CET1 - Non-GAAP	\$ 16,603	\$ 16,082
Additional Tier 1 capital	2,544	2,530
Total Tier 1 capital	\$ 19,147	\$ 18,612
Total leverage exposure:		
Quarterly average total assets	\$ 364,554	\$ 368,590
Less: Amounts deducted from Tier 1 capital	19,304	19,403
Total on-balance sheet assets, as adjusted	345,250	349,187
Off-balance sheet exposures:		
Potential future exposure for derivatives contracts (plus certain other items)	5,838	7,158
Repo-style transaction exposures included in SLR	403	440
Credit-equivalent amount of other off-balance sheet exposures (less SLR exclusions)	24,950	26,025
Total off-balance sheet exposures	31,191	33,623
Total leverage exposure	\$ 376,441	\$ 382,810
Estimated fully phased-in SLR - Non-GAAP ³	5.1%	4.9%

¹ The estimated fully phased-in SLR (Non-GAAP) is based on our interpretation of the U.S. capital rules. When the SLR is fully phased-in in 2018, we expect to maintain an SLR of over 5%. The minimum required SLR is 3% and there is a 2% buffer, in addition to the minimum, that is applicable to U.S. G-SIBs.

² March 31, 2016 information is preliminary.

³ The estimated SLR on a fully phased-in basis (Non-GAAP) for our largest bank subsidiary, The Bank of New York Mellon, was 5.2% at March 31, 2016 and 4.8% at Dec. 31, 2015. At March 31, 2016 and Dec. 31, 2015, total Tier 1 capital was \$16,167 million and \$15,142 million, respectively, and total leverage exposure was \$312,988 million and \$316,270 million, respectively, for The Bank of New York Mellon.

Pre-Tax Operating Margin – Investment Management Reconciliation

(\$ in millions)	1Q16	4Q15	1Q15
Income before income taxes – GAAP	\$ 217	\$ 290	\$ 263
Add: Amortization of intangible assets	19	24	24
Provision for credit losses	(1)	(4)	(1)
Money market fee waivers	9	23	33
Income before income taxes excluding amortization of intangible assets, provision for credit losses and money market fee waivers – Non-GAAP	\$ 244	\$ 333	\$ 319
Total revenue – GAAP	\$ 895	\$ 999	\$ 994
Less: Distribution and servicing expense	100	92	97
Money market fee waivers benefiting distribution and servicing expense	23	27	38
Add: Money market fee waivers impacting total revenue	32	50	71
Total revenue net of distribution and servicing expense and excluding money market fee waivers - Non- <input type="checkbox"/> GAAP	\$ 804	\$ 930	\$ 930 <input type="checkbox"/>
Pre-tax operating margin ¹	24%	29%	26%
Pre-tax operating margin excluding amortization of intangible assets, provision for credit losses, money <input type="checkbox"/> market fee waivers and net of distribution and servicing expense – Non-GAAP ¹	30%	36%	34% <input type="checkbox"/>

¹ Income before taxes divided by total revenue.

Investment Management and Performance Fees - Non-GAAP

<i>Investment management and performance fees - Consolidated</i> (\$ in millions)			Growth vs.
	1Q16	1Q15	1Q15
Investment management and performance fees - GAAP	\$ 812	\$ 867	(6)%
Impact of changes in foreign currency exchange rates	—	(18)	
Investment management and performance fees, as adjusted - Non-GAAP	\$ 812	\$ 849	(4)% <input type="checkbox"/>

<i>Investment management fees - Investment Management business</i> (\$ in millions)			Growth vs.
	1Q16	1Q15	1Q15
Investment management fees - GAAP	\$ 786	\$ 825	(5)%
Impact of changes in foreign currency exchange rates	—	(18)	
Investment management fees, as adjusted - Non-GAAP	\$ 786	\$ 807	(3)% <input type="checkbox"/>