

# SECURITIES FINANCE: AN OPPORTUNITY TRANSFORMED

In today's financial markets, finding incremental, low risk earnings opportunities is no simple proposition. How are you managing in this challenging environment where everything is changing?

Ever increasing regulatory requirements and more diverse market participants, which necessitate more connections, demand that you access more market expertise. Are you missing opportunities? Are you looking for solutions that can help you address today's issues and prepare for tomorrow? There are new challenges and new opportunities at every turn. What are you looking to do?

**Generate incremental revenue or enhance portfolio returns by lending securities from your portfolio** – Agency lending can serve as a profitable option for asset owners to use otherwise idle portfolio assets.

With BNY Mellon, you can structure a customized program and take advantage of our focus on intrinsic return to help optimize return on assets. Our program emphasizes risk mitigation including the establishment of appropriately flexible collateral guidelines.

**Finance your short strategies\*** – With the changing regulatory landscape, you need alternative financing sources. A principal lending program allows you to facilitate shorts on a principal basis while using your securities held at a custodian, such as BNY Mellon, as collateral. For a liquid alternative, hedge fund or pension fund with a short strategy, BNY Mellon can provide an alternative to prime brokerage while helping you to diversify your profile of financing counterparties with a highly rated entity.\*\*

For asset owners that participate in BNY Mellon's agency lending program, principal lending creates an additional distribution channel for lending assets to help enhance returns.

Talk to BNY Mellon and let us help build a solution that works for you. We can help you structure a securities finance program that:

- gives you access to an industry leading agent lender;
- harnesses technology that puts the latest data and insightful reporting at your fingertips;
- connects you with experts who contribute creative ideas and multi-dimensional thinking;
- provides solutions global in scope, regional in focus and local in delivery; and
- offers a unique view into the evolving needs of a large portion of the world's capital markets.

Our conversations with clients never stop. The market keeps moving rapidly, and the pace of change is accelerating, making active dialogue more critical than ever before. Work with us to discover solutions that can help power your business.

Contact Us or visit us at [bnymellon.com/securitiesfinance](http://bnymellon.com/securitiesfinance)



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\* Not all products and services in all locations. Please contact your BNY Mellon representative for more information.  
\*\* 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).

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