



BNY Mellon Treasury Services to Provide Trade Processing Services to KeyBank, and Announces Mark Ridley as Head of Sales & Relationship Management for North American Banks

BNY Mellon Treasury Services recently announced two key developments impacting its domestic North America and global operations:

- **BNY Mellon's Treasury Services business will provide private-label trade processing services to KeyBank's Global Trade Group.**

The integration of BNY Mellon's capabilities and experience with KeyBank's leading global trade platform will leverage BNY Mellon's trade processing resources and extensive document and transaction processing capabilities. Specific outsourcing services being provided to KeyBank include a Web-based letter of credit information delivery and document management system; a Web-based trade letter of credit portal; and a Web-based system for documentary collections, document review, funds transfer and trade reporting. The range of services being provided by BNY Mellon integrates all of the essential components of letter of credit and documentary collection transactions into a single platform.

"We're excited to enter into this service agreement and chose BNY Mellon because of its strong trade processing, outsourcing experience and track record," said Sandy Marrone, head of the product group for KeyBank's Global Trade Services. "This positions us well to continue our strong growth in the trade industry and deliver best in class solutions for our clients."

"KeyBank's approach to international trade is a great example of how forward-thinking banks are adapting to both the changing global economy and the impact of technology on the banking industry," said Joon Kim, head of global trade processing products for BNY Mellon's Treasury Services group. "Providing clients with trade processing support that reflects high standards of operational and technical expertise is becoming increasingly important to KeyBank, and we are extremely pleased to be selected as their trusted provider."

- **BNY Mellon Treasury Services also announced Mark Ridley as head of Sales & Relationship Management for North American banks.**

An experienced senior manager with extensive banking experience, Ridley comes to BNY Mellon from Deutsche Bank, where he led sales and relationship management activities in the correspondent banking space.

An IFS School of Finance graduate, Ridley is a Certified Treasury

Professional (CTP) and holds a Certificate in International Cash Management (Cert ICM) from the Association of Corporate Treasurers. He has served in sales leadership positions at JP Morgan Chase, Wells Fargo and Nordea Bank, and has an extensive background in payments, trade and cash management solutions from both a corporate and correspondent banking perspective. In his new role at BNY Mellon he will focus on growing the company's presence in the North American banks market segment across all banking solution sets, including global payments, trade, supply chain, private label, global markets, and liquidity and information management.

"BNY Mellon has unique strengths as a longstanding global leader in correspondent banking services and trusted provider of technologically advanced outsourcing solutions to client banks," said Jeffrey Horowitz, managing director and head of North American Sales & Relationship Management for BNY Mellon Treasury Services. "The continuing evolution of the global banking environment gives us a great opportunity to grow in the banking space, and Mark is superbly credentialed to provide sales and relationship management leadership for that growth."

For more information on either of these announcements, please contact us at 1 800 424 3004 (Option 2) or treasury@bnymellon.com.

KeyCorp (NYSE: KEY) was organized more than 160 years ago and is headquartered in Cleveland, Ohio. One of the nation's largest bank-based financial services companies, Key has assets of approximately \$94.6 billion. Key provides deposit, lending, cash management and investment services to individuals, small and medium-sized businesses under the name of KeyBank N.A. Key also provides a broad range of sophisticated corporate and investment banking products, such as merger and acquisition advice, public and private debt and equity, syndications and derivatives to middle market companies in selected industries throughout the United States under the KeyBanc Capital Markets trade name. For more information, visit <https://www.key.com/>. KeyBank is Member FDIC.

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