



## BNY Mellon Wins Award for Best Trade Outsourcing Bank

BNY Mellon, the global leader in investment management and investment services, has been named best trade outsourcing bank by *Global Trade Review* for the fifth consecutive year.

"Our repeated success in this category is proof that our collaborative approach continues to resonate with the market," says Alan Verschoyle-King, Global Head of Sales and Client Management, Treasury Services at BNY Mellon. "Our processing expertise, coupled with a global network of correspondent banks, means that we can combine local knowledge with global reach to help our clients minimize costs, expand their cross-border trade networks and harness the latest developments in technology. This combination has proven crucial to the success of our client banks and financial institution partners, and by extension our own business success."

"We work to develop trade processing solutions that can be tailored to market and client-specific concerns," adds Vince Galloni, Global Head of Trade Processing, Treasury Services at BNY Mellon. "Such flexibility is vital if our local bank clients and their own customers are to successfully connect the dots between where the market is heading and their individual business strategies. We also have the ability to help those clients that either don't have the in-house expertise to do this type of work or do not want to develop in-house expertise and carry the expense or regulatory burden of providing these solutions."

*Global Trade Review* is an international trade finance magazine, read by and featuring the market's key banks, credit insurers, corporations, traders, law firms, brokers and consultants. The publication's Leaders in Trade 2013 awards, which highlight achievements across a number of regions and product lines, were judged by the magazine's global and regional editorial boards. Full coverage of the 2013 awards appears in the magazine's January/February issue.

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Year  
for Securing  
Top  
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