

BNY Mellon:

Building on the Past, Pioneering the Future



In 1784, U.S. financial leader Alexander Hamilton founded the Bank of New York (BNY). More than 220 years later, in 2007, BNY and Mellon merged, resulting in BNY Mellon, one of the world's most formidable financial institutions with the capabilities to move, manage and secure assets in capital markets around the world.

Today, BNY Mellon is a global investments company dedicated to helping its clients manage and service their financial assets throughout the investment lifecycle. Whether providing financial services for institutions, corporations or individual investors, BNY Mellon delivers informed investment management and investment services in 35 countries.



BNY

BNYM



Our Business Lines: Across the Board and Around the World

Historically, we have been a leader in our industry, helping clients navigate global markets. We are one of the oldest, continuously operating financial institutions in the world, founded over 225 years ago.

Through the years, our branding programs have paid tribute to that history and our client relationships:

- “New Yorker since 1784”
- “The Difference is Measurable”
- “Who’s helping you?”
- “We should talk”
- “Invested”

Did You Know? Our Interactive History

...that Alexander Hamilton, who founded The Bank of New York, and Andrew Mellon, president of T. Mellon & Son's Bank, both served as US secretary of the Treasury, in 1789 and 1921, respectively.

...that in 1804, BNY Mellon became the depository for what is believed to be the United States' first trust, established to provide for Alexander Hamilton's family after his death in a duel with Vice President Aaron Burr?

Today, we continue to lead:

- Manage and service investments for clients in capital markets around the world.
- Enhance transparency, facilitate liquidity and help clients manage risk in financial transactions.
- Serve a range of individuals and institutions.

Our successful business model is supported by core strengths:

- BNY Mellon's debt ratings rank among the highest for financial firms globally.
- Collaboration and innovation that connects clients directly to new opportunities.
- Worldwide staff of more than 52,000 professionals located in 35 countries.

...that in 1955, Mellon was one of the first banks in the United States to acquire and install its own computer?

These facts and a narrative history of each legacy company — from the founding of The Bank of New York in 1784, to the establishment of T. Mellon & Sons' Bank in 1869, to the merger of The Bank of New York Co., Inc. and Mellon Financial Corporation on July 1, 2007 — can be found at www.bnymellon.com/us/en/timeline.jsp.

INVESTMENT MANAGEMENT

\$1.8 trillion in assets under management

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

7th largest
asset manager worldwide*

4th largest
institutional money manager**

**Willis Towers Watson, October, 2017. Based on discretionary assets under management at the end of 2016; does not include saving/current accounts or assets unrelated to investment business, money market funds, advisory portfolios, or transactional assets. Analysis based on data supplied to by third parties in U.S. dollars.*

***Pensions & Investments, May, 2018. Rankings based on a survey of more than 580 investment management firms that providing information in response to an online survey. In order to qualify for inclusion, the firm must manage assets for US institutional tax-exempt clients. Ranked by total worldwide institutional assets under management as of 12/31/2017.*

WEALTH MANAGEMENT

\$254 billion total private client assets

Includes AUM and AUC/A in the Wealth Management business.

10th largest
US wealth manager*

**Barron's, "America's Top 40 Wealth Management Firms," September 25, 2017. Ranked by submitted assets under management in accounts with \$5 million or more.*

INVESTMENT SERVICES

\$33.6 trillion
assets under custody and administration

Includes the AUC/A of CIBC Mellon Global Securities Services Company ("CIBC Mellon"), a joint venture with the Canadian Imperial Bank of Commerce, of \$1.3 trillion at March 31, 2018

\$2.8 trillion
average tri-party collateral
management balances



BNY MELLON

Our Businesses Include:

INVESTMENT MANAGEMENT

- Multi-boutique investment manager with expertise that spans a broad array of asset classes
- Wide range of traditional and alternative investment strategies
- Variety of vehicles to deliver investment strategies, including separate accounts, commingled funds and mutual funds*

WEALTH MANAGEMENT

- Customized wealth management services based upon each client's unique needs and goals
- Comprehensive services for individuals, families and family offices
- Performance and service that seeks to grow and preserve wealth across generations

INVESTMENT SERVICES

- Full range of operational services that can help you conduct business, invest and transact in markets around the world
- Our services can help you strengthen risk management, improve transparency and enhance operational efficiency

Asset Servicing

- Custody
- Accounting
- ETF services
- Middle-office solutions
- Transfer agency
- Private equity and real estate funds

Pershing**

- Broker-dealer and advisor services
- Pershing prime services
- Registered investment advisor services

Clearance and Collateral Management

- U.S. government clearing
- Global collateral management
- Tri-party collateral management

Treasury Services

- Trade services
- Cash management
- Foreign exchange

Issuer Services

- Corporate Trust - Trustee, administration and agency services; reporting and transparency
- Depositary Receipts - Issuer services; support for brokers and investors

Markets

- Foreign exchange
- Liquidity services
- Securities finance
- Capital markets
- Prime brokerage

*Certain investment vehicles may only be offered through regulated entities or licensed individuals, such as a bank, a broker-dealer or an insurance company.

** Pershing is the umbrella name for Pershing LLC (member FINRA, SIPC and NYSE), Pershing Advisor Solutions (member FINRA and SIPC), Pershing Prime Services (a part of Pershing LLC), Pershing Limited (UK), Pershing Securities Limited, Pershing Securities International Limited (Ireland), Pershing (Channel Islands) Limited, Pershing Securities Canada Limited, Pershing Securities Singapore Private Limited and Pershing Securities Australia Pty. Ltd. SIPC protects securities in customer accounts of its members up to US\$500,000 in securities (including US\$250,000 for claims for cash). Explanatory brochure available upon request or at www.sipc.org. SIPC does not protect against loss due to market fluctuation. SIPC insurance is not the same as, and should not be confused with, FDIC insurance. Investment products (other than deposit products) referenced in this brochure (including money market funds) are not insured by the FDIC (or any other state or federal agency), are not deposits of or guaranteed by BNY Mellon or any bank or non-bank subsidiary thereof, and are subject to investment risk, including the loss of principal amount invested.

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