

INVESTMENTS CAPABILITIES FOR AUSTRALIA

The power to move,
manage and safeguard
financial assets in
Australia and markets
around the world.



BNY MELLON

HELPING AUSTRALIAN INSTITUTIONS AND INDUSTRIES

BNY Mellon provides a full suite of sophisticated financial services that help Australian institutions move, manage and secure assets in capital markets around the world.

COMMITMENT TO AUSTRALIA

BNY Mellon entered the Australian market in 1975 and has since become one of the leading global financial services firms in the country. From offices in Melbourne and Sydney we provide investment management, corporate trust, securities servicing, cash management, payments and trade services to a wide range of Australian institutions, including pension funds, banks, asset managers, insurance companies and government bodies.

SUPERANNUATION AND SUSTAINABILITY

Long regarded as a model for sustainability, Australia's superannuation system requires first-class financial services to stay on course. With superannuation assets and liabilities projected to grow significantly over the coming decades, Australia needs a financial services partner with the scale and scope to succeed. By seamlessly integrating your business with our wide range of services, BNY Mellon can deliver solutions to help Australia's institutions move ahead.

FINANCIAL STRENGTH AND SUPPORT

The services BNY Mellon delivers in Australia are bolstered by a solid capital base and strong credit ratings. As prudent in managing our own business as we are in managing and servicing our clients' assets, we are recognized throughout the industry for the integrity with which we meet our clients' needs.

BNY MELLON MILESTONES IN AUSTRALIA

2003

Launches BNY Mellon Investment Management Australia Ltd to provide a wide range of traditional and alternative investment strategies

2005

Establishes Corporate Trust business in Australia

2008

Launches state-of-the-art custody vault in Rosebery, providing secure document services including reporting, imaging, storage and retrieval

2009 - 2012

Launches several new Depositary Receipt programs for corporates and financial institutions to push BNY Mellon's market share of the Australian and New Zealand Depositary Receipt market past 90%

2009

Obtains licence from the Australian Prudential Regulation Authority (APRA) to conduct banking business as a Foreign Authorized Deposit-taking Institution

2010 - 2012

#1 ranking for BNY Mellon's Corporate Trust services according to The Asset magazine's "Best in Corporate Trust - Australia" award

2011

Acquires Penson WorldWide's Australian unit and becomes the largest fully disclosed retail clearing firm in Australia

2013

BNY Mellon subsidiary, Insight Investment acquired fellow boutique manager Pareto Investment Management to form Insight Pareto, one of the largest active currency managers in Australia

2015

Eagle Investment Systems establishes its presence in Australia

SOLUTIONS DELIVERED DIRECT IN AUSTRALIA

BNY Mellon's services are delivered by specialized business lines that collaborate closely with our clients, as well as with each other, to develop an integrated and comprehensive financial solution for you as an Australian institution.

INVESTMENT MANAGEMENT

Multi-boutique investment manager with broad capabilities, over US\$1.6 trillion in global assets under management, and a significant Australian presence.

Expertize in:

- Equities
- Fixed Income
- Real Estate
- High-Yield Debt
- Emerging Debt and Equity Markets
- Currency
- Alternative Investments
- Farmland

TREASURY SERVICES

Maximize cash flow opportunities and mitigate risks in global transactions through over 2000 correspondent bank accounts worldwide, including:

- Cash Management
- Trade Finance
- Payments Processing
- Trade Settlement

GLOBAL COLLATERAL SERVICES

Gain greater control of collateral through our dynamic collateral management platform, where we have over US\$2.1 trillion in tri-party repo balance.

Including:

- Collateral Finance
- Securities Lending
- Liquidity Management
- Tri-Party Repo
- Derivatives Services

CORPORATE TRUST

BNY Mellon has the capability to deliver corporate trust services in all major debt categories, covering:

- Structured Credit
- Conventional Debt
- Default Management
- Insurance Trust Services
- Escrow Agency Services
- Loan Agency Services
- Mortgage Document Administration

DEPOSITARY RECEIPTS

BNY Mellon connects more issuers with more investors than any other depositary bank. In Australia, we rank #1 among depositary banks in:

- Capital Raising
- U.S. Listing
- Trading Volumes
- Trading Values

BROKER AND ADVISOR SOLUTIONS

Our Pershing business is the leading provider of execution and custody, technology and investment products to brokers, financial advisors and wealth managers globally, including Australia.

Services include:

- Clearing Services
- Global Equities
- Fixed Income
- Mutual Funds and ETFs
- U.S. and Australian Exchange Traded Options
- FX
- Global Margin
- Fully Paid Lending

ASSET SERVICING

Full range of asset services from the world's largest custodian with over US\$29.1 trillion in assets under custody and administration.

Expertize in:

- Accounting Reports
- Fund Administration
- Custody
- Hedge Fund Administration

Our Eagle Investment Systems is a financial technology pioneer, and provides a full suite of services, including:

- Data Management
- Investment Accounting Solutions
- Performance Measurement

WE ARE BNY MELLON

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 and more than 100 markets. As of 31 March 2016, BNY Mellon had US\$29.1 trillion in assets under custody and/or administration, and US\$1.6 trillion in assets under management. BNY Mellon can act as a single point of contact for clients looking to create, trade, hold, manage, service, distribute or restructure investments. BNY Mellon is the corporate brand of The Bank of New York Mellon Corporation (NYSE: BK). Additional information is available on www.bnymellon.com. Follow us on Twitter @BNYMellon or visit our newsroom at www.bnymellon.com/newsroom for the latest company news.

FIND OUT MORE ABOUT THE COMPANY WE'VE BUILT FOR YOU

For more information on how BNY Mellon can help you maximize opportunities and mitigate your risks in world markets, please contact our affiliates based in Australia.

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Insight Investment Management (Global) Limited is registered in England and Wales. Registered office 160 Queen Victoria Street, London EC4V 4LA; registered number 00827982. Pareto Investment Management Limited is registered in England and Wales. Registered office 160 Queen Victoria Street, London EC4V 4LA; registered number 03169281. Insight Investment Management (Global) Limited and Pareto Investment Management Limited operate under the brand name 'Insight' in Australia. Both entities are authorized and regulated by the Financial Conduct Authority in the UK under UK laws which are different from Australian laws and are, by virtue of Class Order 03/1099, exempt from the requirement of the Corporations Act 2001 to hold an Australian Financial Services Licence. Insight services in Australia are provided by Insight Investment Australia Pty Ltd (ABN 69 076 812 381, AFSL 230541) located at Level 2, 1 Bligh Street, Sydney, NSW 2000.

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