

# At A Glance

## OUR BUSINESS

### Solutions for Highly Complex Financial Issues

BNY Mellon is an investments company. We provide investment management and investment services that help individuals and institutions to invest, conduct business and transact in markets all over the world.

#### INVESTMENT MANAGEMENT

**US\$1.7 trillion**

Assets under management<sup>1</sup>

#### INVESTMENT SERVICES

**US\$33.1 trillion**

Assets under custody and/or administration<sup>2</sup>

#### GLOBAL REACH

Workforce: **51,300**

Countries: **35**

Above figures are as of December 31, 2018.

## OUR FUNDAMENTALS

### Strength and Stability

Our ability to manage and service our clients' investments is a reflection of how we manage our own business. Our financial strength is supported by our fee-based revenue and a strong balance sheet with high-quality assets, significant liquidity and a resilient capital position.

#### REVENUE\*

**US\$12.8 billion**

Total fee and other revenue

#### ASSETS

**US\$362.9 billion**

Total assets

#### CAPITAL RATIOS<sup>3</sup>

**10.6%**

CET 1 ratio

**US\$3.6 billion**

Net interest revenue

**US\$40.6 billion**

Total shareholders' equity

**12.7%**

Tier 1 capital ratio

**US\$16.4 billion**

Total revenue

**US\$45.2 billion**

Market capitalization

**13.5%**

Total capital ratio

Above figures are as of December 31, 2018. \*Twelve months ended December 31, 2018.

## OUR CREDIT RATINGS\*

### Strong Across Agencies and Categories

BNY Mellon has consistently received high ratings from all four major credit rating agencies and for key credit categories.<sup>4</sup>

CREDIT CATEGORY	MOODY'S	S&P	FITCH	DBRS
Long-term deposits	<b>Aa1</b>	<b>AA-</b>	<b>AA+</b>	<b>AA</b>
Long-term senior debt	<b>Aa2</b>	<b>AA-</b>	<b>AA</b>	<b>AA</b>
Subordinated debt	<b>Aa3</b>	<b>A</b>	<b>A+</b>	<b>Not Rated</b>
Short-term deposits	<b>P-1</b>	<b>A-1+</b>	<b>F1+</b>	<b>R-1 (high)</b>
Commercial paper	<b>P-1</b>	<b>A-1+</b>	<b>F1+</b>	<b>R-1 (high)</b>
Outlook	<b>Stable</b>	<b>Stable</b>	<b>Stable</b>	<b>Stable</b>

\*For The Bank of New York Mellon as of December 31, 2018. BNY Mellon is the corporate brand of The Bank of New York Mellon Corporation and may be used as a generic term to reference the corporation as a whole and/or its various subsidiaries generally.

# Insights That Matter

## Highlights from 4Q

BNY Mellon is improving lives through our expertise and technology. Here are some recent updates:

### The Great China Convergence

Expert insights on the various China access schemes, the challenges and milestones, as well as how the future landscape is shaping up.

[www.bnymellon.com/  
GreatChinaConvergence](http://www.bnymellon.com/GreatChinaConvergence)

### BNY Mellon is selected to be ADM Capital's Investment Services Provider

BNY Mellon has been selected by ADM Capital to provide fund administration, custody, foreign exchange and banking services across a number of their Asian private debt funds and lending facilities.

[www.bnymellon.com/ADMcapital](http://www.bnymellon.com/ADMcapital)

### Transforming the Middle Office into a Center of Excellence

With volumes of information, regulatory requirements and user expectations all constantly rising, the middle office is facing a perfect storm of data demands. Find out what a feasible approach to data management should be and the key features that drives a robust data management solution.

[www.bnymellon.com/  
MiddleOfficeTransformation](http://www.bnymellon.com/MiddleOfficeTransformation)

### Reimagining the Banking Ecosystem with BNY Mellon's Head of Digital

[www.bnymellon.com/  
BankingEcosystem](http://www.bnymellon.com/BankingEcosystem)

### BNY Mellon appointed as the Successor Bank for ANZ's ADR Program

BNY Mellon has been appointed by Australia and New Zealand Banking Group Limited (ANZ) as the successor depositary bank for ANZ's sponsored American Depositary Receipt (ADR) program.

[www.bnymellon.com/ANZ-  
ADRprogram](http://www.bnymellon.com/ANZ-ADRprogram)

### BNY Mellon is appointed as Depositary Bank for Tencent Music Entertainment American Depositary Receipt Program

[www.bnymellon.com/  
TencentMusicEntertainment](http://www.bnymellon.com/TencentMusicEntertainment)

## AWARDS AND RECOGNITION

### Recent Highlights

#### Best Technology Provider, Eagle Investment Systems

*InsuranceAsia News, Institutional Asset Management Awards, 2018*

#### Asian Operations & Technology Provider of the Year – Eagle Investment Systems

*Asia Asset Management, 2018*

#### US Small Cap Equity (10 years), The Boston Company Asset Management

*Asia Asset Management, 2018*

#### Best in Collateral Management (5th Year in a Row)

*The Asset 'Triple A' Servicing Awards (APAC), 2018*

#### Best Korea Deal - LG Chem's Convertible Bonds

*FinanceAsia Achievement Awards, 2018*

#### Best Client Servicing Award, BNY Mellon

*Asia Asset Management Best of the Best Awards, 2018*

#### Best Global Custodian – International Clients

*The Asset 'Triple A' Asset Servicing Awards (APAC), 2018*

#### Best Corporate Trust Mandate – Financial Institutions

*The Asset 'Triple A' Asset Servicing Awards (APAC), 2018*

#### Best Collateral Manager of the Year 2018 (6th Year in a Row)

*Asia Risk, 2018*

#### US Credit – Investment Grade (10 years), Insight Investment

*Asia Asset Management, 2018*

#### Best Custodian House, BNY Mellon

*InsuranceAsia News, Institutional Asset Management Awards, 2018*

OUR GLOBAL REACH

**Solutions for Highly Complex Financial Issues**

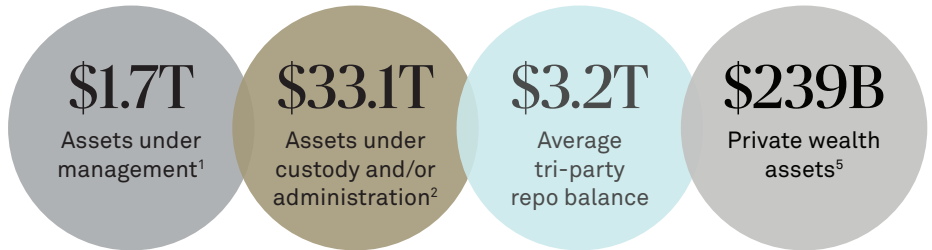
BNY Mellon is a provider of investment management and investment services and we are a world-renowned leader in each. When combined, the power of our extensive capabilities can help drive your success in markets around the world. With a dedicated business presence on six continents and 35 countries, BNY Mellon delivers global scale at the local level.

WHO WE SERVE

**Corporations / Investors / Institutions**

Asset Managers, Banks, Broker-Dealers, Central Banks, Companies, Family Offices, Financial Intermediaries, Governments, High-Net-Worth Individuals, Insurance Companies, Investment Advisors, Nonprofit Organizations, Pension Funds, Sovereign Institutions

OUR GLOBAL ASSETS



As of December 31, 2018.

OUR INVESTMENT MANAGEMENT BOUTIQUES<sup>6</sup>



OUR CAPABILITIES

**Expertise throughout the Investment Lifecycle**

BNY Mellon delivers expertise at each stage of the investment lifecycle. Whether you're looking to create, trade, clear and settle, hold, manage, distribute, or restructure investments, we can help.

- CORPORATE TRUST
- BNY MELLON MARKETS
- We restructure assets to support your changing financial needs.
- INVESTMENT MANAGEMENT
- BNY MELLON MARKETS
- PERSHING\*\*
- We distribute\* assets to deploy your capital more efficiently.
- INVESTMENT MANAGEMENT
- PERSHING\*\*
- WEALTH MANAGEMENT
- We manage assets to support your specific investment goals.



- CORPORATE TRUST
- DEPOSITARY RECEIPTS
- BNY MELLON MARKETS
- We create assets to provide access to capital.
- BROKER-DEALER SERVICES
- BNY MELLON MARKETS
- PERSHING\*\*
- TREASURY SERVICES
- We trade\* assets to enable you to seize new opportunities.
- ASSET SERVICING
- BNY MELLON MARKETS
- PERSHING\*\*
- WEALTH MANAGEMENT
- We hold and service assets to help keep investments secure.

\*Securities transactions are effected, where required, only through registered broker-dealers. \*\*Pershing is the umbrella name for Pershing LLC (member FINRA, SIPC, NYSE), Pershing Advisor Solutions LLC (member FINRA, SIPC), Pershing Prime Services, 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.

- 1 Preliminary. Excludes securities lending cash management assets and assets managed in the Investment Services business.
- 2 Preliminary. Includes the AUC/A of CIBC Mellon Global Securities Services Company ("CIBC Mellon"), a joint venture with the Canadian Imperial Bank of Commerce, of \$1.2 trillion at December 31, 2018.
- 3 Regulatory capital ratios for December 31, 2018 are preliminary. For our CET1, Tier 1 capital and Total capital ratios, our effective capital ratios under the U.S. capital rules are the lower of the ratios as calculated under the Standardized and Advanced Approaches, which for the periods noted above was the Advanced Approaches.
- 4 A security rating is not a recommendation to buy, sell or hold securities. The rating may be subject to revision or withdrawal at any time by the assigning rating organization. Each rating should be evaluated independently of the other ratings. For additional information, see credit rating table available at [bnymellon.com](http://bnymellon.com).
- 5 Preliminary. Includes AUM and AUC/A in the Wealth Management business.
- 6 The Alcentra Group refers to the affiliated companies Alcentra, Ltd and Alcentra NY, LLC. • Dreyfus Cash Investment Strategies (CIS) is a division of The Dreyfus Corporation. • Investment advisory services in North America are provided through four different investment advisers registered with the Securities and Exchange Commission (SEC), using the brand Insight Investment: Cutwater Asset Management Corp. (CAMC), Cutwater Investor Services Corp. (CISC), Insight North America LLC (INA) and Insight Investment International Limited (IIL). The North American investment advisers are associated with other global investment managers that also (individually and collectively) use the corporate brand Insight Investment and may be referred to as "Insight" or "Insight Investment." • Newton and/or the Newton Investment Management brand refers to the following group of affiliated companies: Newton Investment Management Limited, Newton Investment Management (North America) Limited (NIMNA Ltd) and Newton Investment Management (North America) LLC (NIMNA LLC). NIMNA LLC personnel are supervised persons of NIMNA Ltd and NIMNA LLC does not provide investment advice, all of which is conducted by NIMNA Ltd. NIMNA LLC and NIMNA Ltd are the only Newton companies authorized to offer services in the U.S. In the UK, NIMNA Ltd is authorized and regulated by the Financial Conduct Authority in the conduct of investment business and is a wholly owned subsidiary of The Bank of New York Mellon Corporation. • BNY Mellon owns a 20% interest in Siguler Guff & Company, LP and certain related entities (including Siguler Guff Advisers, LLC).

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