

# Investments Capabilities for Australia

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

## Helping Australian Institutions and Industries

BNY Mellon provides a full suite of sophisticated financial services that help Australian corporates and 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, depositary, securities servicing, cash management, payments and trade services to a wide range of Australian institutions, including pension funds, banks, asset managers, listed issuers, 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

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 recognised throughout the industry for the integrity with which we meet our clients' needs now and in the future.



**BNY MELLON**

# Milestones in Australia

## 2003

Launches BNY Mellon Investment Management Australia Limited 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 Depositary Receipt market past 70%

## 2009

Obtains licence from the Australian Prudential Regulation Authority (APRA) to conduct banking business as a Foreign Authorised 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 acquires 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

## 2017

BNY Mellon Markets establishes its local presence in Australia

## 2018

BNY Mellon Investment Management Australia Limited wins the Best Offshore Manager operating in Australia at the Alternative Investment Association awards

# Solutions delivered in Australia

BNY Mellon's services are delivered by specialised 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

BNY Mellon Investment Management Australia Limited was founded in 2013. Our business encompasses the skills of world class specialist investment boutiques. Drawing on this comprehensive range of investment capabilities, we collaborate with you to deliver our expertise, including tailored solutions designed to match your requirements. Expertise in:

- Equities
- Fixed Income
- High-Yield Debt
- Emerging Debt and Equity Markets

## TREASURY SERVICES

Treasury Services delivers high-quality cash management, payment and trade solutions for clients' corporate and institutional global treasury needs. In Australia, our services include:

- Cash Management
- Trade Finance
- Trade Settlement
- Payments Processing
- FX Payment Solutions

## MARKETS, CLEARANCE AND COLLATERAL MANAGEMENT

In our Markets business, we have been investing in our Foreign Exchange platform and expanding the scope of our product offering.

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

## CORPORATE TRUST (AFS LICENCED)

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
- Trust Management & RBA Reporting

## DEPOSITARY RECEIPTS

BNY Mellon connects more issuers with more investors than any other depositary bank. We drive global investing by providing value added Depositary Receipts solutions.

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

We provide a full range of custody services to transact and safe keep assets. Our comprehensive capabilities enable us to provide quality, timely and easy-to-access information to help you meet your complex custody needs.

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

- Data Management
- Investment Accounting Solutions
- Performance Measurement

## Find Out More

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

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### Rosebery

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