

# Investments Capabilities for Australia

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

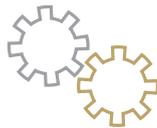
## Helping Australian Institutions and Industries

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.

### Sydney

**The Bank of New York Mellon**  
Sydney Office  
Level 2, 1 Bligh Street  
Sydney NSW 2000, Australia  
+61 2 9260 6000

**BNY Mellon Australia Pty Ltd**  
Corporate Trust  
Level 2, 1 Bligh Street  
Sydney NSW 2000, Australia  
+61 2 9260 6000

**BNY Mellon Investment Management Australia Limited**  
Level 2, 1 Bligh Street  
Sydney NSW 2000, Australia  
+61 2 9260 6000

**Pershing Securities Australia Pty Ltd**  
Level 2, 1 Bligh Street  
Sydney NSW 2000, Australia  
+61 2 8999 4000

**Eagle Investment Systems Australia Pty Ltd**  
Level 2, 1 Bligh Street  
Sydney NSW 2000, Australia  
+61 2 9260 6000

### Rosebery

**BNY Mellon Australia Pty Ltd**  
Document Custody Vault  
Corporate Trust  
Unit 3, 5-15 Epsom Road  
Rosebery NSW 2018, Australia  
+61 2 9260 6000

### Melbourne

**The Bank of New York Mellon**  
Melbourne Office  
Suite 5.01, Level 5  
360 Collins Street  
Melbourne VIC 3000, Australia  
+613 9010 4000

The information contained in this brochure is for use by wholesale clients only and is not to be relied upon by retail clients. "BNY Mellon" is the corporate brand of The Bank of New York Mellon Corporation and may also be used as a generic term to reference the Corporation as a whole or its various subsidiaries generally. Products and services may be provided under various brand names and in various countries by subsidiaries, affiliates, and joint ventures of The Bank of New York Mellon Corporation where authorised and regulated as required within each jurisdiction, and may include The Bank of New York Mellon, a banking corporation organised and existing pursuant to the laws of the State of New York (member FDIC). The Bank of New York Mellon is supervised and regulated by the New York State Department of Financial Services and the Federal Reserve. Products and services may be provided under various brand names, including BNY Mellon. This document and information contained herein is for general information and reference purposes only and does not constitute legal, tax, accounting or other professional advice nor is it an offer or solicitation of securities or services or an endorsement thereof in any jurisdiction or in any circumstance that is otherwise unlawful or not authorised.

If this document is issued or distributed in Australia, it is issued by BNY Mellon with respect to non-investment management products and services (and excludes corporate trust and agency services), and with respect to investment management products and services, by BNY Mellon Investment Management Australia Ltd. (ABN 56 102 482 815, AFS License No. 227865) located at Level 2, 1 Bligh Street, Sydney, NSW 2000. With respect to corporate and agency trust services, this document is issued or distributed in Australia by The Bank of New York Mellon, on behalf of BNY Mellon Australia Pty Ltd (ACN 113 947 309) located at Level 2, 1 Bligh Street, Sydney NSW 2000, and relates to products and services of BNY Mellon Australia Pty Ltd or one of its subsidiaries. BNY Mellon Australia Pty Ltd is ultimately wholly-owned by The Bank of New York Mellon Corporation. The Bank of New York Mellon does not provide this product or service. None of BNY Mellon Australia Pty Ltd or its subsidiaries are authorised deposit-taking institutions and obligations of BNY Mellon Australia Pty Ltd or its subsidiaries do not represent investments, deposits or other liabilities of The Bank of New York Mellon. Neither The Bank of New York Mellon nor any of its related entities stands behind or guarantees obligations of BNY Mellon Australia Pty Ltd.

Pershing services are provided by Pershing Securities Australia Pty Ltd (ABN 60 136 184 962; AFSL No 338264) (a participant on ASX and Chi-X Australia) and Pershing LLC (ARBN 108 110 149, AFSL No 271837), both wholly owned subsidiaries of The Bank of New York Mellon Corporation.

Pareto Investment Management Limited is registered in England and Wales. Registered office 160 Queen Victoria Street, London EC4V 4LA; registered number 00827982.

Insight Investment Management (Global) Limited. Registered in England and Wales. Registered office 160 Queen Victoria Street, London EC4V 4LA; registered number 00827982. Authorised and regulated by the Financial Conduct Authority.

Insight Investment Management (Global) Limited and Pareto Investment Management Limited operate under the brand name 'Insight Pareto' in Australia. Both entities are authorised 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 Pareto services are provided by Pareto Australia Pty Limited, a wholly owned subsidiary of Pareto Investment Management Limited and is regulated by the Australian Securities & Investments Commission (ASIC) with AFSL 230541.

The content contained in this material which may be considered advertising, is for general information and reference purposes only and is not intended to provide legal, tax, accounting, investment, financial or other professional advice on any matter, and is not to be used as such; you should obtain your own independent professional advice (including financial, tax and legal advice). The views expressed within this material are those of the contributors only and not those of The Bank of New York Mellon or any of its affiliates or subsidiaries, and no representation is made as to the accuracy, completeness, timeliness, merchantability or fitness for a specific purpose of the information provided in this material. No statement or expression is an offer or solicitation to buy or sell any products or services mentioned. Past performance is not indicative, nor a guarantee, of future results. The contents may not be comprehensive or up-to-date, and BNY Mellon will not be responsible for updating any information contained within this material. This material and the statements contained herein, are not an offer or solicitation to buy or sell any products (including financial products) or services or to participate in any particular strategy mentioned and should not be construed as such. This material is not intended for distribution to, or use by, any person or entity in any jurisdiction or country in which such distribution or use would be contrary to local law or regulation. Similarly, this material may not be distributed or used for the purpose of offers or solicitations in any jurisdiction or in any circumstances in which such offers or solicitations are unlawful or not authorised, or where there would be, by virtue of such distribution, new or additional registration requirements. Persons into whose possession this material comes are required to inform themselves about, and to observe any restrictions that apply to, the distribution of this document in their jurisdiction.

Some information contained in herein has been obtained from third party sources and has not been independently verified. BNY Mellon recommends that professional consultation should be obtained before using any service offered by BNY Mellon.

BNY Mellon assumes no liability whatsoever for any action taken in reliance on the information contained in this material, or for direct or indirect damages or losses resulting from use of this material, its content, or services. Any unauthorised use of material contained herein is at the user's own risk. Reproduction, distribution, republication and retransmission of material contained herein is prohibited without the prior consent of BNY Mellon.