

4Q17 // EMEA

AT A GLANCE

INSIGHTS THAT MATTER

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

Hitting The Economic Sweet Spot In 2018

<https://www.bnymellon.com/sweet-spot>

BNY Mellon European Leaders Named in The 100 Most Influential Women in Finance

<https://www.bnymellon.com/influential-women>

BNY Mellon and Eagle Investment Systems Win Three AGF Africa Service Providers Awards

<https://www.bnymellon.com/agf-awards>

Alternative Investments Surge Ahead

<https://www.bnymellon.com/alternative-investments-surge-ahead>

[READ MORE AT BNYMELLON.COM/ATAGLANCE](https://www.bnymellon.com/ataglance)



BNY MELLON | Invested

OUR BUSINESS

THE INVESTMENTS COMPANY FOR THE WORLD

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	INVESTMENT SERVICES	GLOBAL REACH
US\$1.9 trillion Assets under management ¹	US\$33.3 trillion Assets under custody and/or administration ²	Workforce: 52,500 Markets served: 100+ Countries: 35

Above figures are as of December 31, 2017.

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*	ASSETS	CAPITAL RATIOS ⁴
US\$12.2 billion Total fee and other revenue	US\$371.8 billion Total assets	10.7% CET 1 ratio
US\$3.3 billion Net interest revenue	US\$41.3 billion Total shareholders' equity	12.7% Tier 1 capital ratio
US\$15.5 billion³ Total revenue	US\$54.6 billion Market capitalisation	13.4% Total capital ratio

Above figures are as of December 31 2017. *Twelve months ended December 31, 2017.

OUR CREDIT RATINGS*

STRONG ACROSS AGENCIES AND CATEGORIES

Supporting all that we do in investment management and investment services are credit ratings that are among the highest in the financial services industry. BNY Mellon has consistently received high ratings from all four major credit rating agencies and for key credit categories.⁵

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

*For The Bank of New York Mellon as of December 31, 2017. 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.

OUR REACH

THE INVESTMENTS COMPANY FOR THE WORLD

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.

WHO WE ARE

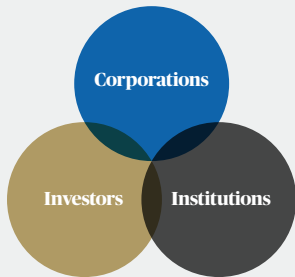
Investment Services

Investment Management

We deliver expertise at each stage of the investment lifecycle:

- | | |
|------------------------------|--------------------|
| Create assets | Manage assets |
| Trade, clear & settle assets | Distribute assets |
| Hold & service assets | Restructure assets |

WHO WE SERVE



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

OUR GLOBAL ASSETS



\$1.9T
Assets under management¹



\$33.3T
Assets under custody and/or administration²



\$2.6T
Average tri party repo balance



\$238B
Private wealth assets

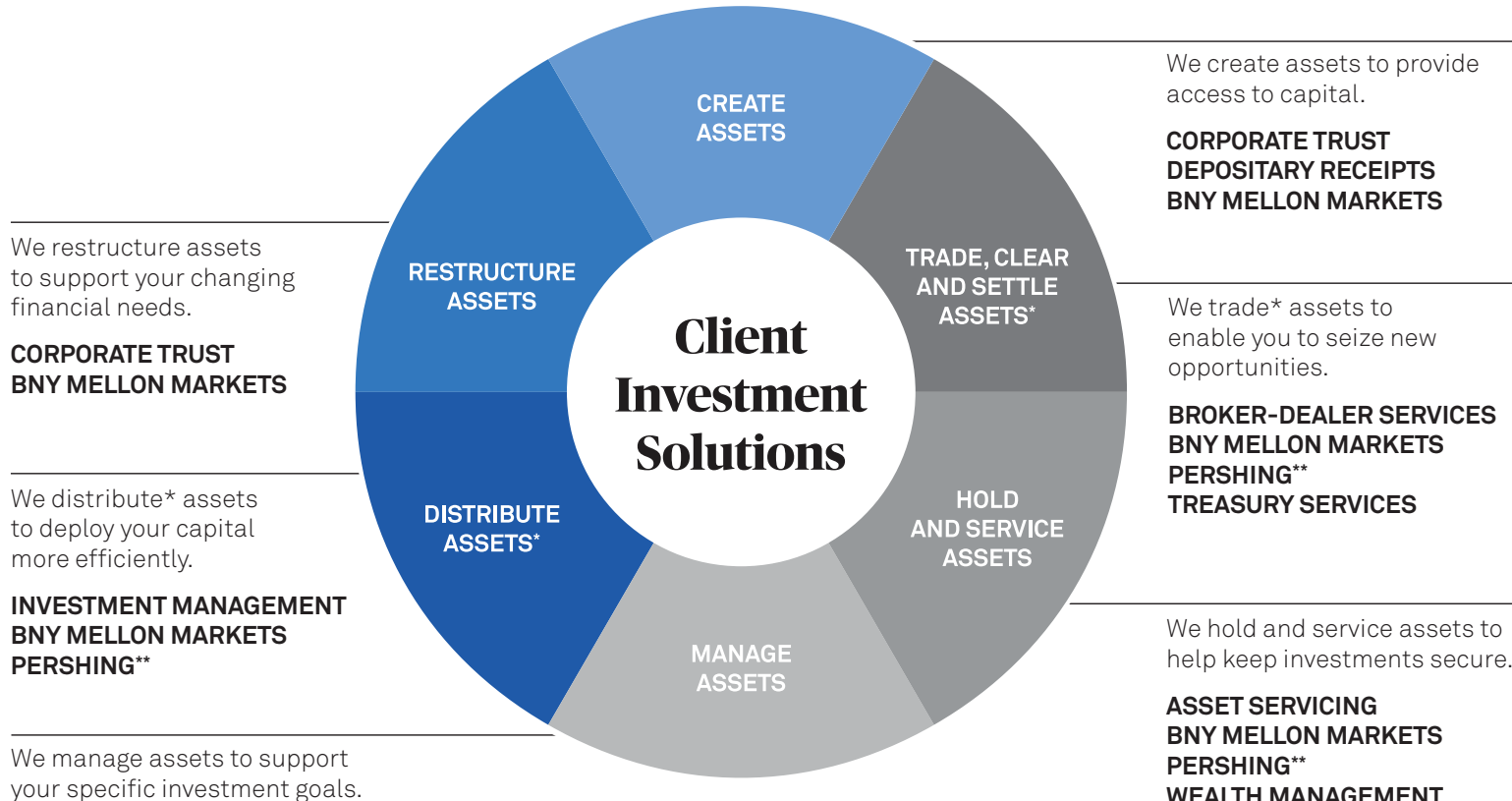
OUR INVESTMENT MANAGEMENT BOUTIQUES⁶



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.



*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.

OUR STRENGTHS



GLOBAL IMPACT

With a dedicated business presence on six continents, 35 countries and over 100 markets, BNY Mellon delivers global scale at the local level.



CLIENT FOCUS

In developing and delivering innovative investment solutions, we put clients at the centre of everything we do.



INNOVATION

Innovation at BNY Mellon begins with our proprietary technology, which provides you with comprehensive control over your investments.

AWARDS AND RECOGNITION

Top Company for Women Technologists Leadership Index

Anita Borg Institute, 2017

Best Global Trust Services Provider

Global Finance, 2017 & 2016

Best U.S. Treasury and Cash Management Provider (U.S.); Best White Label Systems Provider; Best Bank for Financial Institutions

Annual Treasury & Cash Management Awards, Global Finance, 2017

Best FX Research; Best Technical Analysis; Best FX Provider (U.S. Honorable Mention)

World's Best Foreign Exchange Providers, Global Finance, 2017

Best in Collateral Management

Triple A Asset Servicing Awards, The Asset, 2017

#1 Versus Peers – The Experts, Rest of World, Banks

R&M, globalcustody.net, Investor Services Survey, 2017

1st Overall Globally and Americas (weighted and unweighted) – Fixed Income

Global Investor ISF Securities Finance Equity and Fixed Income survey Global Investor/ISF, 2017

#1 in Total Alternative Fund AUA; #1 Hedge Fund AUA

Hedge Fund Administration, Mutual Funds Service Guide, 2017

Best Managed Accounts Platform (HedgeMark, 3rd consecutive year)

Hedgework Global Awards, 2017

Collateral Manager of the Year

Asia Risk Awards, Asia Risk, 2017

Best Private Bank in the U.S. for Customer Service

Financial Times Publications PWM/The Banker, 2017

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- 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 \$1.3 trillion at December 31, 2017.
- 3 Includes \$70MM of income from consolidated investment management funds.
- 4 Regulatory capital ratios for December 31, 2017 are preliminary. For our CET1, Tier 1 capital and Total capital ratios, our effective capital ratios under U.S. capital rules are the lower of the ratios calculated under the Standardised and Advanced Approaches. Figures shown represent Advanced Approach. See our Earnings Release for the period ended December 31, 2017 available at bnymellon.com for more information on our capital ratios.
- 5 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 organisation. Each rating should be evaluated independently of the other ratings. For additional information, see credit rating table available at bnymellon.com.
- 6 The Alcentra Group refers to the affiliated companies Alcentra, Ltd and Alcentra NY, LLC. • BNY Mellon Cash Investment Strategies (CIS) is a division of The Dreyfus Corporation. • BNY Mellon owns a majority of The Boston Company and the remainder is owned by employees of the firm. • 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 Pareto Investment Management Limited (PIML). 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 authorised to offer services in the U.S. In the UK, NIMNA Ltd is authorised 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. Except for NIMNA LLC and NIMNA Ltd, none of the other Newton companies offer services in the U.S. or Canada. • BNY Mellon owns a 20% interest in Siguler Guff & Company, LP and certain related entities (including Siguler Guff Advisers, LLC). • BNY Mellon owns a 51% interest in Amherst Capital Management LLC (Amherst Capital), an indirect majority owned subsidiary. The remainder is owned by Amherst Holdings, LLC which is independent of BNY Mellon and whose CEO also serves as CEO of Amherst Capital.

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