

3Q17 // LATAM

# AT A GLANCE

## INSIGHTS THAT MATTER

BNY Mellon is improving lives through investing. Here are some recent updates:

### Thought Leadership Event in Peru

On August 28, the BNY Mellon Treasury Services team hosted a thought leadership seminar in Lima, Peru. The topics covered at the event included the role of Blockchain in modernizing payments and SWIFT for cross-border payments.

### BNY Mellon on LinkedIn

At the end of August, BNY Mellon launched a LinkedIn campaign in Portuguese, the company's first social media campaign in a language other than English. The initial posts are directed at Brazil's finance industry, touching on business issues such as social responsibility and gender equality, in addition to topics related to BNY Mellon capabilities.

[READ MORE AT BNYMELLON.COM/ATAGLANCE](http://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
<b>US\$1.8 trillion</b> Assets under management <sup>1</sup>	<b>US\$32.2 trillion</b> Assets under custody and/or administration <sup>2</sup>	Workforce: <b>52,900</b> Markets served: <b>100+</b> Countries: <b>35</b>

Above figures are as of September 30, 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 <sup>4</sup>
<b>US\$9.3 billion</b> Total fee and other revenue	<b>US\$354.4 billion</b> Total assets	<b>11.1%</b> CET 1 ratio
<b>US\$2.5 billion</b> Net interest revenue	<b>US\$40.5 billion</b> Total shareholders' equity	<b>13.2%</b> Tier 1 capital ratio
<b>US\$11.8 billion<sup>3</sup></b> Total revenue	<b>US\$54.3 billion</b> Market capitalization	<b>14.0%</b> Total capital ratio

Above figures are as of September 30, 2017. \*Nine months ended September 30, 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.<sup>5</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 September 30, 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

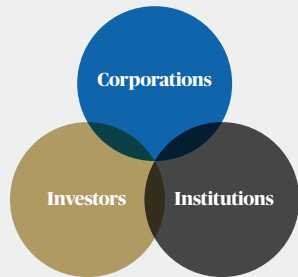
**Investment Services**

**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 Organizations    |
| Family Offices           | Pension Funds              |
| Financial Intermediaries | Sovereign Institutions     |

### OUR GLOBAL ASSETS



**\$1.8T**  
Assets under management<sup>1</sup>



**\$32.2T**  
Assets under custody and/or administration<sup>2</sup>



**\$2.5T**  
Average tri party repo balance



**\$230.6B**  
Private wealth assets

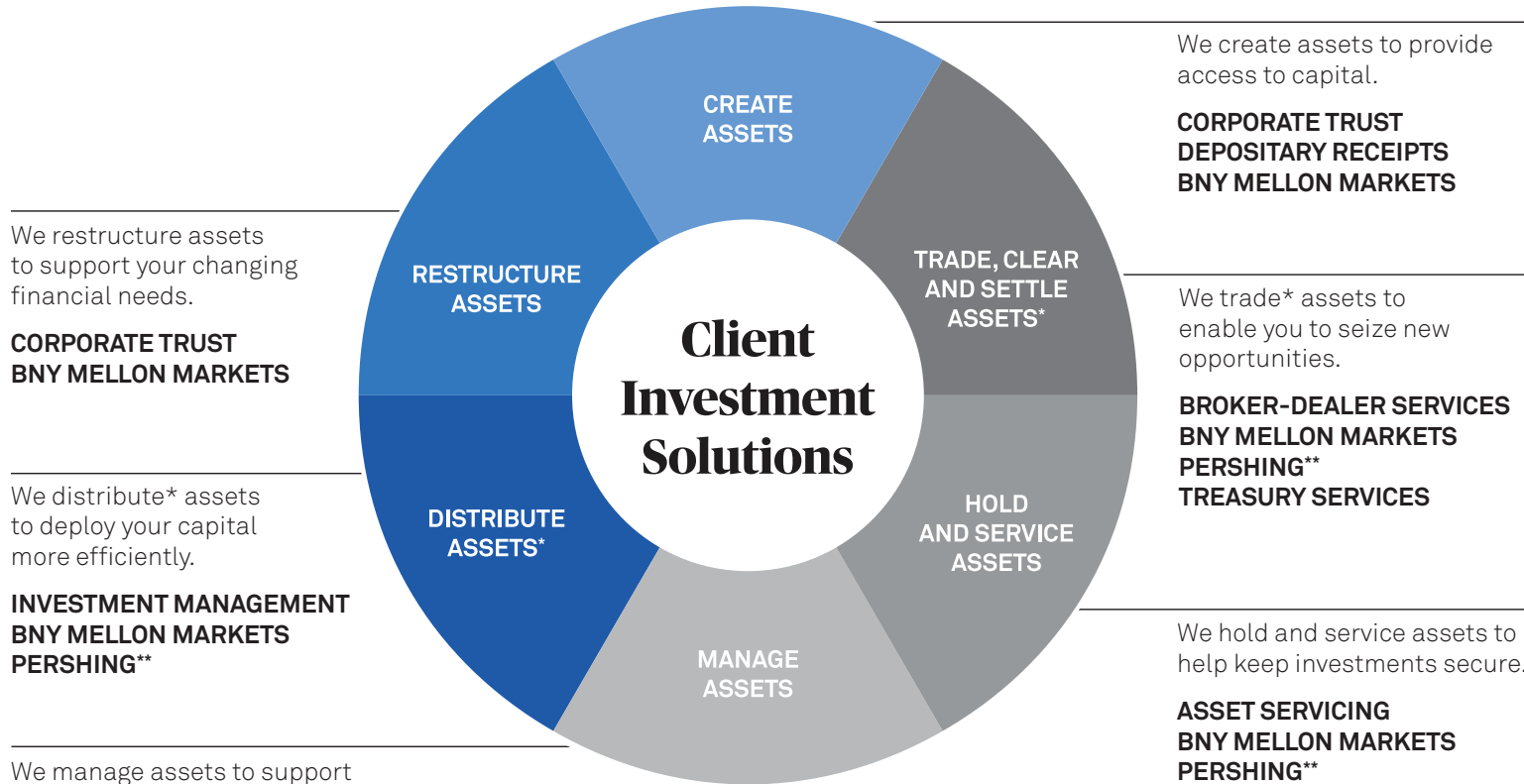
### OUR INVESTMENT MANAGEMENT BOUTIQUES<sup>6</sup>



# 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.



\*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 center 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

PWM/The Banker Global Private  
Banking Awards, 2017

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

- 1 Excludes securities lending cash management assets and assets managed in the Investment Services business.
- 2 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 September 30, 2017.
- 3 Includes \$53MM of income from consolidated investment management funds.
- 4 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 Standardized and Advanced Approaches. Figures shown represent Advanced Approach. See our 10Q for the period ended September 30, 2017 available at [bnymellon.com](http://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 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).
- 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 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. 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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