

2Q18

# AT A GLANCE

## INSIGHTS THAT MATTER

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

### INVESTMENT MANAGEMENT

#### Emergent Emerging Markets

As more emerging economies develop, global investors are starting to explore the potential of less established markets. Read as our experts consider the potential risk and reward these emergent emerging markets present.

### INVESTMENT SERVICES

#### The Alternative Advantage: Is Now the Time to Take a New Look at Alternative Investments?

This whitepaper explores advisor interest in alternative investments that goes beyond the rising correlation between equities and fixed income investments.

### MARKETS

#### BNY Mellon Launches FX Options

BNY Mellon is live with foreign exchange options, enabling clients to better hedge currency exposure and share views on the future of FX markets.\*

### CORPORATE SOCIAL RESPONSIBILITY

#### Expanding Access to Social Investing Opportunities

Innovative thinking is helping BNY Mellon harness investments to create positive, lasting change. Learn how we're leveraging our size and expertise to bring social investing products to scale.

*\*FX options are currently only available to clients in the Americas.*

[READ MORE AT BNYMELLON.COM/ATAGLANCE](http://BNYMELLON.COM/ATAGLANCE)



BNY MELLON

## 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	INVESTMENT SERVICES	GLOBAL REACH
<b>US\$1.8 trillion</b> Assets under management <sup>1</sup>	<b>US\$33.6 trillion</b> Assets under custody and/or administration <sup>2</sup>	Workforce: <b>52,000</b> Countries: <b>35</b>

Above figures are as of June 30, 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*	ASSETS	CAPITAL RATIOS <sup>4</sup>
<b>US\$6.5 billion</b> Total fee and other revenue	<b>US\$352.9 billion</b> Total assets	<b>11.0%</b> CET 1 ratio
<b>US\$1.8 billion</b> Net interest revenue	<b>US\$41.5 billion</b> Total shareholders' equity	<b>13.1%</b> Tier 1 capital ratio
<b>US\$8.3 billion<sup>3</sup></b> Total revenue	<b>US\$53.9 billion</b> Market capitalization	<b>13.8%</b> Total capital ratio

Above figures are as of June 30, 2018. \*Six months ended June 30, 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>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 June 30, 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.

# OUR 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.

### WHO WE ARE

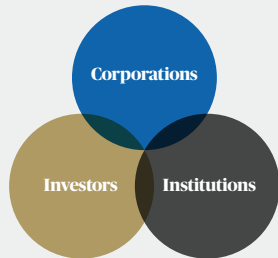
#### Investment Services

We deliver expertise at each stage of the investment lifecycle:

#### Investment Management

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>



**\$33.6T**  
Assets under custody and/or administration<sup>2</sup>



**\$2.8T**  
Average tri-party collateral management balances



**\$254B**  
Private wealth assets<sup>6</sup>

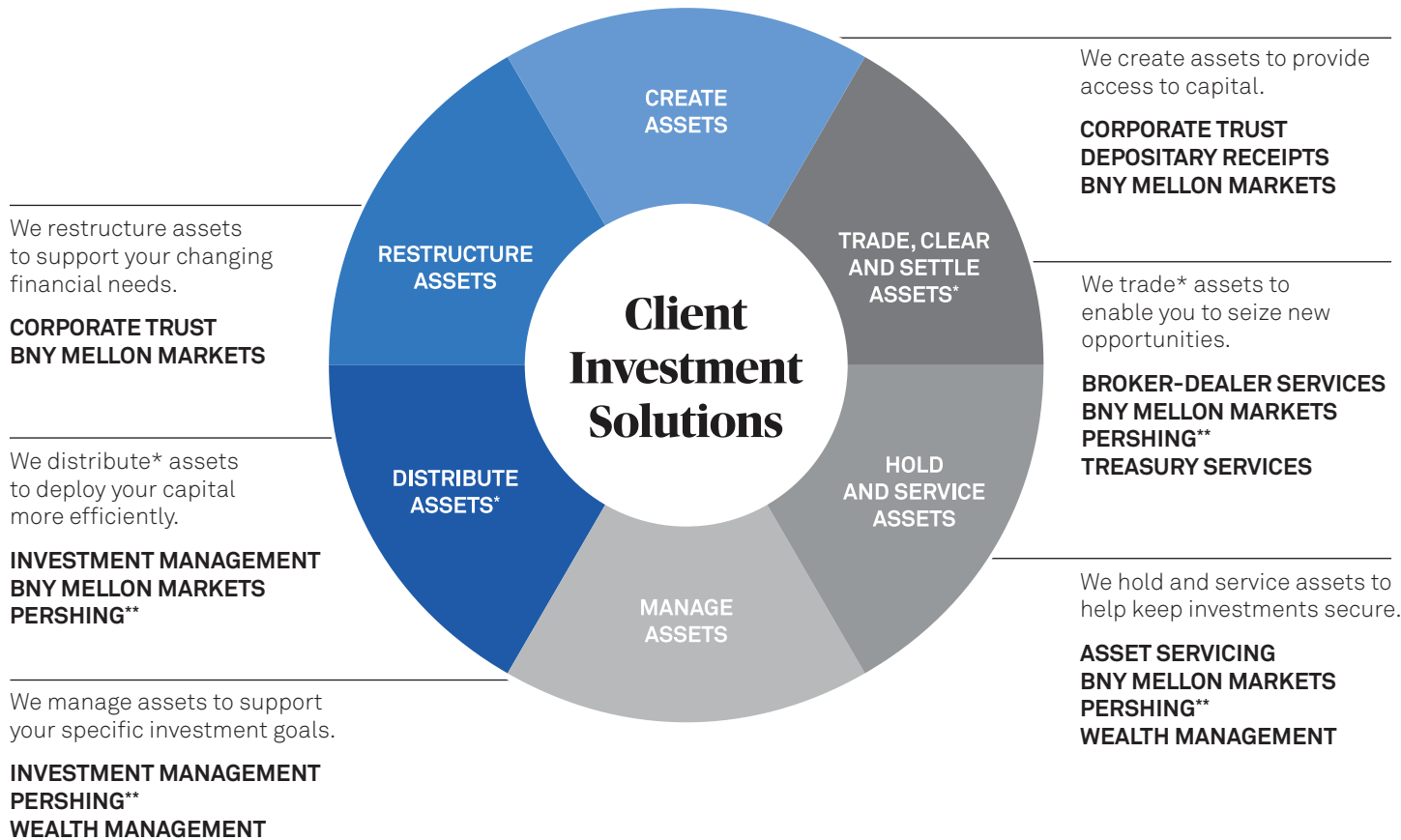
### OUR INVESTMENT MANAGEMENT BOUTIQUES<sup>7</sup>



# 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 and 35 countries, 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

## Four BNY Mellon Mutual Funds Named "Best Fund"

Thomson Reuter Lipper Fund Award  
Winner, 2018

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

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

## Fund Administrator of the Year and 1<sup>st</sup> Overall Americas (weighted)

Global Investor/ISF, 2018

## Global Custodian of the Year

Central Banking Awards, 2018

## Best Fund Accounting and Reporting Software Provider, Eagle Investment Systems

MENA Fund Manager Service  
Awards, 2018

## Best in Collateral Management (5<sup>th</sup> Year in a Row)

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

## Best Managed Account Platform, HedgeMark

Hedgeweek Global Awards, 2018

## Best Bank for Financial Institutions (2<sup>nd</sup> Year in a Row);

## Global Best Trade Document Management Provider

Global Finance, 2018

## Best Global Cash Management System

Capital Finance International, 2018

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

Financial Times Publications  
PWW/The Banker, 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 \$1.4 trillion at June 30, 2018.
- 3 Includes \$1MM 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 as calculated under the Standardized and Advanced Approaches. Figures shown represent Advanced Approach. The risk-based regulatory capital ratios and Tier 1 leverage ratio are fully phased-in. See our 10Q for the period ended June 30, 2018 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 Includes AUM and AUC/A in the Wealth Management business.
- 7 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. • Effective on January 31, 2018, The Boston Company Asset Management, LLC and Standish Mellon Asset Management Company LLC merged into Mellon Capital Management Corporation, which immediately changed its name to BNY Mellon Asset Management North America 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). • Standish, Mellon Capital and The Boston Company are brands of BNY Mellon Asset Management North America Corporation.

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