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.

<table>
<thead>
<tr>
<th>INVESTMENT MANAGEMENT</th>
<th>INVESTMENT SERVICES</th>
<th>GLOBAL REACH</th>
</tr>
</thead>
<tbody>
<tr>
<td>US$1.8 trillion</td>
<td>US$35.2 trillion</td>
<td>Workforce: 47,900</td>
</tr>
<tr>
<td>Assets under management¹</td>
<td>Assets under custody and/or administration²</td>
<td>Countries: 35</td>
</tr>
</tbody>
</table>

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.

<table>
<thead>
<tr>
<th>REVENUE*</th>
<th>ASSETS</th>
<th>CAPITAL RATIOS³</th>
</tr>
</thead>
<tbody>
<tr>
<td>US$3.3 billion</td>
<td>US$468.2 billion</td>
<td>11.3% CET 1 ratio</td>
</tr>
<tr>
<td>Total fee and other revenue</td>
<td>Total assets</td>
<td></td>
</tr>
<tr>
<td>US$814 million</td>
<td>US$41.2 billion</td>
<td>13.5% Tier 1 capital ratio</td>
</tr>
<tr>
<td>Net interest revenue</td>
<td>Total shareholders’ equity</td>
<td></td>
</tr>
<tr>
<td>US$4.1 billion</td>
<td>US$29.8 billion</td>
<td>14.3% Total capital ratio</td>
</tr>
<tr>
<td>Total revenue</td>
<td>Market capitalization</td>
<td></td>
</tr>
</tbody>
</table>

*Three months ended March 31, 2020.

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.⁴

<table>
<thead>
<tr>
<th>CREDIT CATEGORY</th>
<th>MOODY’S</th>
<th>S&amp;P</th>
<th>FITCH</th>
<th>DBRS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Long-term deposits</td>
<td>Aa1</td>
<td>AA-</td>
<td>AA+</td>
<td>AA (High)</td>
</tr>
<tr>
<td>Long-term senior debt</td>
<td>Aa2</td>
<td>AA-</td>
<td>AA</td>
<td>AA (High)</td>
</tr>
<tr>
<td>Subordinated debt</td>
<td>Not Rated</td>
<td>A</td>
<td>Not Rated</td>
<td>Not Rated</td>
</tr>
<tr>
<td>Short-term deposits</td>
<td>P-1</td>
<td>A-1+</td>
<td>F1+</td>
<td>R-1 (high)</td>
</tr>
<tr>
<td>Commercial paper</td>
<td>P-1</td>
<td>A-1+</td>
<td>F1+</td>
<td>R-1 (high)</td>
</tr>
<tr>
<td>Outlook</td>
<td>Stable</td>
<td>Stable</td>
<td>Stable</td>
<td>Stable</td>
</tr>
</tbody>
</table>

⁴For The Bank of New York Mellon as of March 31, 2020. 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. See appendix for important disclaimers.
## Highlights from 1Q 2020

### CORPORATE NEWS

**Thomas P. (Todd) Gibbons Appointed Chief Executive Officer of BNY Mellon**

BNY Mellon announced that Thomas P. (Todd) Gibbons has been appointed Chief Executive Officer, after serving as interim CEO since September 2019.

### BNY Mellon: A Steadfast Partner Amid Unprecedented Disruption

BNY Mellon has maintained a commitment to supporting clients and the global financial markets during this challenging time, as CEO Todd Gibbons explains.

### INVESTMENT SERVICES

**BNY Mellon Onboards Liontrust to Investment Operations Platform**

Liontrust Asset Management Plc is the first end-to-end client on our new Investment Operations platform. The open architecture platform offers automation and integration capabilities, as well as enhanced data management and control capabilities to institutional asset managers.

### 2020 and Beyond: A New Era of Transformation for Buy-side Leaders

BNY Mellon presents 20 key trends across five themes in Digital, Data, Alternatives, ESG and China that will impact and transform the investment industry. Buy-side leaders need to derive the winning formula to steer their businesses for future success.

### Pershing Launches Zoom In Podcast Series

Client interviews bring unique perspectives on industry trends and hot topics. The first three episodes explore themes of client experience, wealth and advisory and insights.

### New Services Suite Brings Greater NAV Oversight and Contingency

BNY Mellon introduces an innovative suite of oversight and contingent Net Asset Value (NAV) calculation solutions, complementing existing fund accounting capabilities for clients. The new services are designed to drive greater transparency, efficiency and risk management for asset managers and asset owners.

### INVESTMENT MANAGEMENT

**Tracking Market Implications of a Pandemic**

As the COVID-19 pandemic continues to shake markets, major efforts from Central Banks and governments around the world aim to curtail negative economic repercussions.

**Managing the Stock Market Ups and Downs**

BNY Mellon Wealth Management’s Investment Update addresses the unprecedented uncertainty of the COVID-19 crisis through a historical perspective.

### MARKETS

**Tokens of Appreciation?**

Market participants hope to speed up settlement and collateral transfers with digital tokens recorded on the blockchain. More in BNY Mellon’s Aerial View - insights in trading, collateral, funding and liquidity.

To learn more, visit [www.bnymellon.com/ataglance](http://www.bnymellon.com/ataglance).

### 1Q 2020 Awards and Recognition

- **Global Finance Magazine Annual Treasury & Cash Management Awards**
  - Best Bank Financial Institutions (Global)
  - Best White Label Systems Provider, Bank (Global)
  - Best Bank for Cash Management, North America (Regional)

- **Global Finance Magazine World’s Best Trade Finance Providers Awards**
  - World’s Best Trade Document Management Provider

- **DALBAR’s 2019 Trends & Best Practices in Investor Statements**
  - #1 Brokerage Investor Statement - Pershing

- **Bank Insurance & Securities Association (BISA)**
  - Technology Innovation Award - Pershing NetX360

- **Asia Asset Management Best of the Best Awards 2020**
  - Best Client Servicing Award - Third consecutive year
  - Best Specialist Custodian in Asia Pacific
  - ASEAN Award for Fintech Innovation in Asset Management
  - Global Multi Asset Strategy – 10 years’ Award

- **Flmetrix, LLC**
  - Distinguished Provider of Transaction Banking Services for USD, 2020

- **2020 Bloomberg Gender-Equality Index**

- **Fortune Magazine's 2020 World's Most Admired Companies**

- **2020 Human Rights Campaign’s Corporate Equality Index**
  - Perfect Score

- **CDP 2019 Climate Change ‘A List’**

For more Awards and Recognition, visit [bnymellon.com/awards](http://bnymellon.com/awards).
OUR GLOBAL 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. With a dedicated business presence on six continents and 35 countries, BNY Mellon delivers global scale at the local level.

WHO WE SERVE

Corporations / Investors / Institutions

Asset Managers, Banks, Broker-Dealers, Central Banks, Corporations, Family Offices, Financial Intermediaries, Governments, High-Net-Worth Individuals, Insurance Companies, Investment Advisors, Nonprofit Organizations, Pension Funds, Sovereign Institutions

OUR GLOBAL ASSETS

$1.8T Assets under management
$35.2T Assets under custody and/or administration
$3.7T Average tri-party collateral management balance
$236B Total wealth management client assets

See appendix for important disclaimers.

OUR INVESTMENT MANAGEMENT FIRMS

Alcentra, ARX, Dreyfus, Insight Investment, MELLON, Newton, Siguler Guff, Walter Scott

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.

- CORPORATE TRUST
- BNY MELLON MARKETS
- DEPOSITARY RECEIPTS
  We restructure assets to support your changing financial needs.

- INVESTMENT MANAGEMENT
  BNY MELLON MARKETS
  PERSHING
  We distribute* assets to deploy your capital more efficiently.

- INVESTMENT MANAGEMENT
  PERSHING
  WEALTH MANAGEMENT
  We manage assets to support your specific investment goals.

- TRADE, CLEAR AND SETTLE ASSETS*

- CREATE ASSETS

- RESTRUCTURE ASSETS

- DISTRIBUTE ASSETS

- MANAGE ASSETS

- HOLD AND SERVICE ASSETS

- ASSET SERVICING
  BNY MELLON MARKETS
  PERSHING
  WEALTH MANAGEMENT
  We hold and service assets to help keep investments secure.

* 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.