

1Q15

AT A GLANCE

INSIGHTS THAT MATTER

Going Big in Real Estate Fund Admin Outsourcing

BNY Mellon is now one of the largest real estate fund administrators in the market* after completing an outsourcing deal with Deutsche Asset & Wealth Management (Deutsche AWM). We'll provide fund administration for approximately \$46.3 billion in real estate assets in a partnership that underscores the rising demand for administration services for real estate and infrastructure assets.

Award-Winning Wealth Management

BNY Mellon Wealth Management was named the top National Private Asset Manager and, for the second consecutive year, the top Private Bank Offering for Family Offices by *Family Wealth Report*, the London-based trade publication. We were selected by a panel of judges from across the wealth management and family office industry who critically evaluated the services, expertise and client satisfaction among the world's largest wealth managers.

BNY Mellon is Tops for Women in Technology

BNY Mellon won the "Top Companies for Women Technologists" award in 2015 by the Anita Borg Institute (ABI), a non-profit organization focused on the advancement of women in technology. We ranked highest on the ABI Index among 35 companies. The Index is the definitive standard for companies that advance women in technical roles and create a culture where they can thrive.

*Based on publicly available information about real estate assets under administration as of January 15, 2015.

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
\$1.7 trillion Assets under management ¹	\$28.5 trillion Assets under custody and/or administration	Workforce: 50,500 Markets served: 100+ Countries: 35

Above figures are as of March 31, 2015.

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 balance sheet shows consistent strength, with assets, revenues and a capital position that point to success.

ASSETS At March 31, 2015	REVENUE Three months ended March 31, 2015	CAPITAL RATIOS At March 31, 2015
\$399.1 billion Total assets	\$3,002 million Total fee and other revenue	10.8% Tier 1 capital ratio ^{4,5,6}
\$37.3 billion Total shareholders' equity ²	\$728 million Net interest revenue	11.1% Total capital ratio ^{4,5,6}
\$45.1 billion Market capitalization	\$3,851 million Total revenue ³	9.1% Est. CET1 ratio fully phased-in advanced approach ^{4,5,7}

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.⁸

CREDIT CATEGORY	MOODY'S	S&P	FITCH	DBRS
Long-term deposits	Aa2	AA-	AA	AA
Long-term senior debt	Aa2	AA-	AA-	AA
Short-term deposits	P1	A-1+	F1+	R-1 (high)
Outlook	Stable	Stable	Stable	Stable (long-term/short-term)

**For The Bank of New York Mellon



BNY MELLON | Invested

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, hold, manage, distribute, or restructure investments, we can help.



*Securities transactions are effected, where required, only through registered broker-dealers.

GLOBAL REACH

With a dedicated business presence on six continents, 35 countries and over 100 markets, BNY Mellon delivers global scale at the local level. As a Global Systemically Important Financial Institution (G-SIFI), we are one of only 29 financial institutions designated as essential to a functioning global economy.¹⁰

CLIENT FOCUS

In developing and delivering innovative investment solutions, we put clients at the center of everything we do. Through a collaborative effort, we work closely with you to understand your particular challenges and respond with customized solutions at every phase of the investment lifecycle.

TECHNOLOGY

Innovation at BNY Mellon begins with our proprietary technology, which provides you with comprehensive control over your investments. Our state-of-the-art data centers are designed to provide critical business continuity all around the world.

THE INVESTMENTS COMPANY FOR THE WORLD

INVESTMENT MANAGEMENT + INVESTMENT SERVICES

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.



INVESTMENT MANAGEMENT^{11,12}

We combine the scale of a full service investment manager with the focused expertise of autonomous investment boutiques, each with their own style, strategy and management team. All together, we have the skill to deliver uncorrelated alpha, and the scale to deliver diversified beta.

INVESTMENT STRATEGIES

- Global Equities
- Specialized Fixed Income & Credit
- Alternatives (liquid/illiquid)
- Cash & Currency Management
- Global/Tactical Asset Allocation
- Outcome-Oriented Solutions

INVESTMENT VEHICLES

- Institutional and Retail Mutual Funds
- Collective Funds
- Separate Accounts
- Sub-Advisory

WEALTH MANAGEMENT

- Investment Management¹¹
- Wealth and Estate Planning
- Private Banking^{13,14}
- Asset Servicing and Information Management

INVESTMENT SERVICES

BNY Mellon provides a comprehensive range of investment services that are unrivaled in scale, precision and quality. Our services have the power to enhance transparency, maximize liquidity and mitigate risks. We help you make the most of your investments.

CAPITAL AND LIQUIDITY

- Access global markets
- Optimize funding and operating capital
- Maximize liquidity and cash flow

EXECUTION AND PROCESSING

- Conduct, clear and settle trades
- Enhance trading transparency
- Mitigate operational risk
- Execute interest rate, equity and currency transactions

SERVICING INVESTMENTS

- Safekeep and secure assets
- Improve operational efficiency
- Outsource middle office functions
- Facilitate collateral movement and optimization

OUR GLOBAL MEASURE

\$28.5 trillion

Assets under custody and/or administration

\$1.7 trillion

Assets under management¹

\$2.2 trillion

Average tri-party repo balances

\$194 billion

Private client assets

OUR CLIENTS

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

*Insight Investment does not offer services in the US.

AWARDS AND RECOGNITION

– Top National Private Asset Manager

– Top Private Bank for Family Offices

Family Wealth Awards

Family Wealth Report, 2015

– Best Service Provider - The Americas

Global ETF Awards

extrangetradedfunds.com, 2014

– Best in Collateral Management

– Best in Securities Lending

Triple A Asset Servicing Awards

The Asset, 2014

– #1 Overall

– #1 Collateral Management

Tri-Party Survey

Global Investor/ISF, 2014

– Best FX Research

– Best Technical Analysis

– Best Forecasts

World's Best Foreign Exchange

Providers *Global Finance, 2014*

– #1 Overall Corporate Trust Service Provider, Globally

Thomson Reuters, Dealogic,

Clearstream, 1Q2014

– #1 Global Custodian

Global Custody Survey

R&M Global Custody.net, 2014

– Most Innovative Project of the Year

Wholesale Margin SegregationSM

Americas Awards

Custody Risk, 2014

– Best Prime Broker for Innovation

Pershing Prime Services

US Hedge Fund Service Awards

HFM Week, 2014

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- 1 Assets under management include assets from all of BNY Mellon's investment boutiques in addition to the company's Wealth Management assets.
- 2 Excludes equity related to noncontrolling interests of consolidated investment management funds.
- 3 Total revenue for the three months ended March 31, 2015 includes \$121 million of income from consolidated investment management funds.
- 4 March 31, 2015 regulatory capital ratios are preliminary. See our earnings release filed with the SEC on Form 8-K on April 22, 2015 and available at www.bnymellon.com for more detail.
- 5 Risk-based capital ratios include the net impact of the total consolidated assets of certain consolidated investment management funds in risk-weighted assets.
- 6 At March 31, 2015, the Tier 1 and Total risk-based consolidated regulatory capital ratios determined under the transitional Basel III Standardized Approach were 11.6% and 12.0%.
- 7 Represents a non-GAAP measure. The estimated common equity Tier 1 (CET1) ratio, fully phased-in, using Standardized Approach is 9.5%. Additional disclosure regarding these measures and other non-GAAP measures is available in the Company's reports filed with the SEC, including our earnings release filed with the SEC as an exhibit to the current report on form 8-K on April 22, 2015.
- 8 Credit ratings shown are for The Bank of New York Mellon as of March 31, 2015. A credit 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.
- 9 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.
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- 13 Consumer credit services, which are subject to application and credit approval, and banking services are provided by BNY Mellon, N.A., member FDIC. Commercial credit services, which are subject to application and credit approval, may be provided by The Bank of New York Mellon or BNY Mellon, N.A. Mortgage services are subject to credit approval and are provided by BNY Mellon, N.A. Brokerage services are provided by BNY Mellon Wealth Advisors, a division of MBSC Securities Corporation ("MBSC"). MBSC is a dually registered investment advisor/broker-dealer and member FINRA and SIPC and is a wholly-owned subsidiary of BNY Mellon. BNY Mellon is an equal housing lender.
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