

# At A Glance

## 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

**US\$1.8 trillion**

Assets under management<sup>1</sup>

#### INVESTMENT SERVICES

**US\$35.5 trillion**

Assets under custody and/or administration<sup>2</sup>

#### GLOBAL REACH

Workforce: **49,100**

Countries: **35**

## 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\*

**US\$6.1 billion**

Total fee and other revenue

#### ASSETS

**US\$381.2 billion**

Total assets

#### CAPITAL RATIOS<sup>3</sup>

**11.1%**

CET 1 ratio

**US\$1.6 billion**

Net interest revenue

**US\$41.5 billion**

Total shareholders' equity

**13.2%**

Tier 1 capital ratio

**US\$7.8 billion**

Total revenue

**US\$41.6 billion**

Market capitalization

**14.0%**

Total capital ratio

\*Six months ended June 30, 2019.

## 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>4</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>Not Rated</b>	<b>A</b>	<b>Not Rated</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>Positive</b>

\*For The Bank of New York Mellon as of June 30, 2019. 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.

# Insights That Matter

## Highlights from 2Q 2019

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

### INVESTMENT SERVICES

#### **BNY Mellon & BlackRock Announce Strategic Alliance**

BNY Mellon and BlackRock, through its BlackRock Solutions business, announced a strategic alliance to deliver integrated data, technology, and asset management servicing capabilities to common clients. These new capabilities integrate BNY Mellon's data insights, accounting, and servicing tools into Aladdin®, BlackRock's investment and operating platform for investment managers.

#### **Digital Currencies and the Changing Market Landscape**

In this three-part series, we explore the evolution of the cryptocurrency and digital asset market, investigate the regulatory framework and

consider the impact on institutional investors.

#### **CHINA RISING: The Whys and Hows of Trading in the World's Second Largest Economy**

The Chinese financial markets have always been a fascinating amalgam of the country's rich, complex history and its people's vibrant entrepreneurship and dynamism. This paper focuses on the 'North-bound' flow of offshore funds being deployed into the Shanghai and Shenzhen exchanges.

### INVESTMENT MANAGEMENT

#### **Investing in Space 50 Years Since Moon Landing**

This year marks the 50<sup>th</sup> anniversary of the first moon landing and today, a generation of

dedicated entrepreneurs and other investors are driving a new space race and helping develop this field.

### CORPORATE SOCIAL RESPONSIBILITY

#### **BNY Mellon Launches Its 2018 Corporate Social Responsibility (CSR) Report**

Societal and environmental shifts continually reshape the future and present exciting new opportunities for BNY Mellon's businesses and stakeholders. Corporate Social Responsibility (CSR) empowers BNY Mellon to invest in these possibilities and use their reach, market influence and resources to address pressing world challenges by allocating resources to have the greatest impact around the world.

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

### AWARDS AND RECOGNITION

## 2019 Highlights

#### **Innovation in Pensions (BNY Mellon)**

*European Pensions Awards*

#### **Best Buy-Side Operations Solution (Eagle)**

*FTF News Technology Innovation Awards*

#### **Best Islamic Custodian (BNY Mellon)**

*Global Finance Islamic Financial Institutions Awards*

#### **Best Administrator: Over \$300bn Single Manager (BNY Mellon)**

*HFM European Hedge Fund Services Awards*

#### **Best in Collateral Management**

*(6th Year in a Row)*

*The Asset 'Triple A' Awards*

#### **Best Global Custodian – International**

*Clients (2nd Year in a Row);*

#### **Best Global Custody Mandate - NPS**

*The Asset 'Triple A' Awards*

#### **Best Depository Receipts Bank**

*(Chosen by all three publications  
awarding DR awards)*

*The Asset 'Triple A' Awards; Global  
Finance; EMEA Finance*

#### **Best Depository Receipts Mandate (APAC) – Tencent Music Entertainment**

*The Asset 'Triple A' Awards*

#### **Best Depository Receipts Bank for Un-sponsored DRs**

*Global Finance*

#### **Best EMEA Depository Receipts**

#### **Program: Nova Ljubljanska Banka**

*(By two publications)*

*Global Finance;*

*EMEA Finance*

#### **Best Treasury and Cash Management Bank in the United States**

*Global Finance Magazine  
(Annual Treasury and Cash  
Management Awards)*

#### **Distinguished Provider of Transaction Banking Services**

*for US (7th Year in a Row)*

*Flmetrix, LLC*

OUR GLOBAL REACH

**Solutions for Highly Complex Financial Issues**

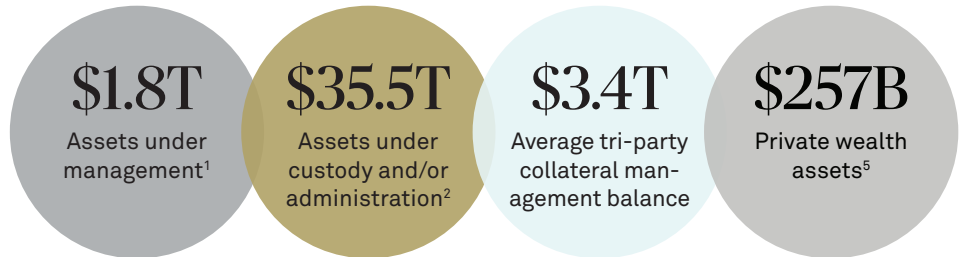
BNY Mellon is a provider of investment management and investment services and we are a world-renowned leader in each. When combined, the power of our extensive capabilities can help drive your success in markets around the world. With a dedicated business presence on six continents and 35 countries, 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



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

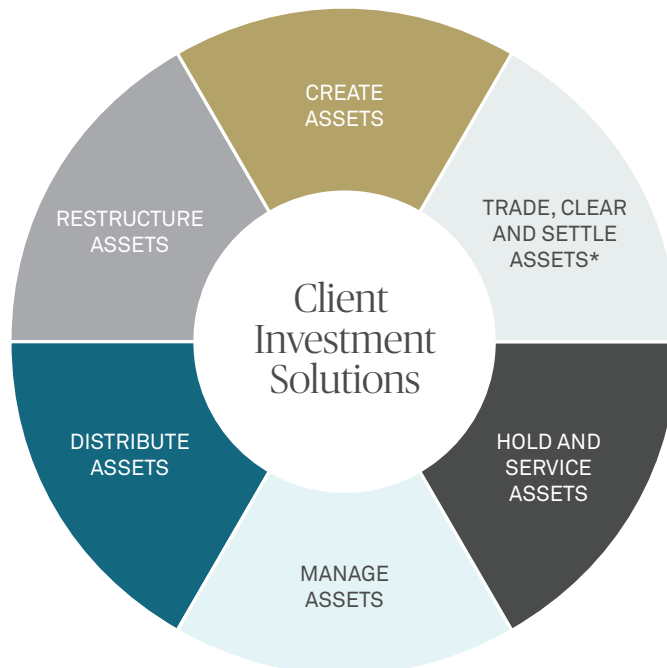


OUR CAPABILITIES

**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.

- 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.



- CORPORATE TRUST
- DEPOSITARY RECEIPTS
- BNY MELLON MARKETS  
We create assets to provide access to capital.
- CLEARANCE & COLLATERAL MANAGEMENT
- BNY MELLON MARKETS
- PERSHING\*\*
- TREASURY SERVICES  
We trade\* assets to enable you to seize new opportunities.
- 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.



All figures are as of June 30, 2019 unless otherwise noted.

- 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, 2019.
- 3 For our CET1, Tier 1 capital and Total capital ratios, our effective capital ratios under the U.S. capital rules are the lower of the ratios as calculated under the Standardized and Advanced Approaches, which for the periods noted above was the Advanced Approaches.
- 4 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).
- 5 Includes AUM and AUC/A in the Wealth Management business.
- 6 The Alcentra Group refers to the affiliated companies Alcentra, Ltd and Alcentra NY, LLC. • Dreyfus Cash Investment Strategies (CIS) is a division of BNY Mellon Securities 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).

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