

# Quick Facts

## Investment Management

As of September 30, 2018

BNY Mellon Investment Management is one of the world's leading investment management organizations and one of the top U.S. wealth managers. Our business encompasses BNY Mellon's affiliated investment management firms, wealth management organization, and global distribution companies.

Our goal is to build and deliver investment and wealth management strategies and solutions to meet your needs. Drawing on deep expertise, we collaborate with you to tailor our best ideas and resources to meet your specific requirements. Through our global network, we have developed a significant understanding of local requirements. We pride ourselves on providing dedicated service through our teams.

With extensive experience in anticipating and responding to the investment and financial needs of the world's governments, pension plan sponsors, corporations, foundations, endowments, planned giving programs, advisors, intermediaries, individuals, families, and family offices, BNY Mellon Investment Management seeks to help you reach your goals.

# \$1.8 trillion

in assets under management

(as of September 30, 2018)

# 7th largest

asset manager worldwide

(Willis Towers Watson, October 2018)

# 4th largest

U.S. institutional money manager

(Pensions & Investments, May 2018)

## With a global presence in...

Atlanta  
Austin  
Boston  
Chicago  
Dallas  
Denver  
Dubai  
Edinburgh

Frankfurt  
Greenwich  
Hong Kong  
London  
Los Angeles  
Madrid  
Miami  
Milan

New York  
Paris  
Philadelphia  
Pittsburgh  
Pune  
Rio de Janeiro  
San Francisco  
Santiago

São Paulo  
Seoul  
Singapore  
Sydney  
Tokyo  
Toronto  
Zurich

Not FDIC-Insured. Not Bank-Guaranteed. May Lose Value.

 BNY MELLON

# Our Investment Boutiques

Data as of September 30, 2018

Great minds don't think alike: the power of independent thinking.

 **Alcentra**

**\$33.2 billion**

Global sub-investment grade debt asset management.

 **ARX**

**\$2.6 billion**

Brazilian equity; long/short; macro; corporate bonds and fixed income strategies.

 **Dreyfus**  
CASH INVESTMENT STRATEGIES

**\$214.1 billion**

Full array of money market funds and select offshore liquidity funds.

 **THE BOSTON COMPANY**  
ASSET MANAGEMENT

**\$50.7 billion**

A broad range of research-driven global active equity strategies.

 **Mellon Capital**

**\$380.2 billion**

Fundamentals-based systematic investing; index and multi-asset & multi-factor solutions.

 **STANDISH**

**\$137.9 billion**

Fundamental active fixed income and credit capabilities.

 **Insight INVESTMENT**

**\$787.3 billion**

Leader in global fixed income, risk management solutions and absolute return investing.

 **NEWTON**  
Investment Management

**\$67.5 billion**

Active manager of equity, bond, multi-asset, absolute-return, income and sustainable solutions within a global thematic framework.

 **SIGULER GUFF**

**\$13.2 billion**

Multi-strategy private equity investing; direct investment and multi-manager funds.

 **WALTER SCOTT**  
SINCE 1983

**\$69.6 billion**

Global equity investment management.



**BNY MELLON**  
WEALTH MANAGEMENT

Global wealth management leader serving individuals, families, family offices, planned giving programs and other institutions.

# Institutional Strategies

▲ Active | ▼ Index/Enhanced | ■ Fund-of-Funds

## Equity

	Alcentra	ARX	Dreyfus OIS	The Boston Company, Mellon Capital, Standish	Insight Investment	Newton Investment Management	Siguler Guff	Walter Scott
Asia Pacific (Ex. Japan)				▼		▲		
Brazil		▲						
Developed (Ex. U.S.)				▲		▲		▲
Emerging Markets		▲		▲		▲		▲
European				▲	▼	▲		▲
Global				▲		▲		▲
Japan				▼				
Real Estate Securities (REITs)				▼	▲			
Smart Beta Equity Strategies				▼				
U.K.				▼		▲		
U.S.				▲		▲		▲

## Fixed Income

Asia Pacific				▲				
Cash Management (U.S., Euro, Sterling, Other)		▲	▲	▲	▲			
Convertible Bonds				▼				
Core/Core Plus				▲	▲			
Corporate Credit	▲			▲	▲			
Direct Lending	▲			▲	▲			
Emerging Markets		▲		▲	▲			
European	▲			▲	▲			
Global	▲			▲	▲	▲		
Government/Sovereign Fixed Income				▲	▲	▲		
High Yield	▲			▼	▲	▲		
Inflation-Linked				▲	▲			
Long Duration				▲	▲			
Mortgages				▼	▲			
Senior Secured Loans	▲			▲	▲			
Short/Intermediate Duration	▲			▲	▲			
Structured Credit/ABS	▲			▲	▲			
Tax-Sensitive				▲				
U.K.	▲				▲	▲		
U.S.	▲			▲	▲			

## Alternatives

Absolute Return		▲		▲	▲	▲		
Global Macro				▲	▲			
Hedge Funds	▲	▲		▲	▲	■		
Infrastructure				▲	▲			
Market Neutral/Long-Short		▲		▲	▲			
Master Limited Partnerships								
Multi-Strategy	▲	▲		▲	▲	■	▲	
Natural Resources/Commodities				▲	▲		■	
Portable Alpha				▲	▲			
Private Equity					■		■	
Private Real Estate					▲		■	

## Solutions

Balanced/Multi-Asset Class	▲	▲		▲	▲	▲	▲	
Dynamic Hedge Strategies (CPPI)				▲	▲			
FX/Currency Management				▲	▲			
Liability-Driven Investing				▲	▲			
Life Cycle/Target Date				▼	▼			
Overlay/Futures/Swaps				▲	▲			
Responsible Investing				▲	▲	▲	▲	

Standish, Mellon Capital and The Boston Company are brands of BNY Mellon Asset Management North America Corporation. Please note: Not all strategies may be available to all investors in all markets.

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BNY Mellon Investment Management is one of the world's leading investment management organizations and one of the top U.S. wealth managers, encompassing BNY Mellon's affiliated investment management firms, wealth management organizations and global distribution companies. BNY Mellon is the corporate brand of The Bank of New York Mellon Corporation and may also be used as a generic term to reference the corporation as a whole or its various subsidiaries.

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Unless otherwise noted, all references to assets under management (which are approximate) are as of September 30, 2018. Assets under management (AUM)/overlay under management (OUM) for BNY Mellon Asset Management North America Corporation includes assets managed by those individual firms' officers as associated persons, dual officers or employees of The Dreyfus Corporation. In addition, AUM/OUM for the following firms includes assets managed by the individual firms' officers as dual officers or employees of, The Bank of New York Mellon: The Dreyfus Corporation and its Dreyfus Cash Investment Strategies division, Newton Investment Management (North America) Limited and BNY Mellon Asset Management North America Corporation.

The Alcentra Group refers to the affiliated companies Alcentra, Ltd and Alcentra NY, LLC. AUM includes assets managed by both companies. • 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. BNY Mellon Asset Management North America Corporation AUM includes discretionary and non-discretionary assets and assets managed by investment personnel acting as dual officers of affiliated entities. BNY Mellon Asset Management North America Corporation, Dreyfus and Alcentra are registered investment advisers. Dreyfus, Alcentra and The Bank of New York Mellon are subsidiaries of The Bank of New York Mellon Corporation. BNY Mellon owns a majority of BNY Mellon Asset Management North America Corporation and the remainder is owned by employees of the firm. • Investment advisory services in North America are provided through two different investment advisers registered with the Securities and Exchange Commission (SEC), using the brand Insight Investment: 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 subsidiary of The Bank of New York Mellon Corporation. Assets under management include assets managed by all of these companies listed above except NIMNA LLC, which provides marketing services in the U.S. for NIMNA Ltd. Except for NIMNA LLC and NIMNA Ltd, none of the other Newton companies offer services in the U.S. or Canada. In addition, AUM for Newton may include nondiscretionary assets of wrap fee account(s) for which NIMNA Ltd provides sub-advisory services to the primary manager of the wrap program. • BNY Mellon owns a 20% interest in Siguler Guff & Company, LP and certain related entities (including Siguler Guff Advisers, LLC). • BNY Investment Strategy and Solutions Group (ISSG) personnel may offer products and services in their capacity as employees and officers of The Bank of New York Mellon ("Bank"), including investment strategies that are developed by affiliated BNY Mellon investment advisory firms and managed by officers of such firms acting in their capacities as dual officers of the Bank. BNY Mellon ARX (ARX) is the brand used to describe the Brazilian investment capabilities of BNY Mellon ARX Investimentos Ltda.

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**7th Largest U.S. Money Manager Worldwide:** *Willis Towers Watson*, October, 2018. Based on discretionary assets under management at the end of 2017; does not include saving/current accounts or assets unrelated to investment business, money market funds, advisory portfolios, or transactional assets. Analysis based on data supplied to by third parties in U.S. dollars.

**4th Largest Asset Manager Worldwide:** *Pensions & Investments*, May, 2018. Rankings based on a survey of more than 580 investment management firms that provided information in response to an online survey. In order to qualify for inclusion, the firm must manage assets for U.S. institutional tax-exempt clients. Ranked by total worldwide assets and worldwide institutional assets under management as of 12/31/2017, respectively.

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