Welcome – Managing Through Global Volatility

Ryland Pruett, Retail National Sales Manager, BNY Mellon | Dreyfus
Ryland Pruett, CIMA
National Sales Manager, BNY Mellon Investment Management

Ryland Pruett is the National Sales Manager for BNY Mellon Investment Management and its mutual fund complex. In this role, he is charged with leading the wirehouse and independent channels. Ryland’s focus is on building out an expanded sales force while diversifying revenue, creating efficiencies in distribution as well as enhancing field intelligence through data.

Ryland joined BNY Mellon from Neuberger Berman, where he was Sales Manager for the wirehouse channel. In that role, he played a key role in building the sales force through two major expansions as well as raising and diversifying revenues within broker-dealer distribution. Prior to joining Neuberger Berman, Ryland held field sales and leadership roles at Invesco. He has over 22 years of field sales and leadership experience.

Ryland earned a Bachelor of Sciences degree in finance from Georgia State University’s J. Mack Robinson College of Business. He is a member of Investment Management Consultants Association and attended Wharton Business School, where he received his Certified Investment Management Analyst designation.
We Manage and Service Financial Assets for Institutions, Corporations and Individual Investors Around the World

Investment Management

- Institutional and retail asset management
  - 6th largest
  - $1.7 trillion assets under management\(^1\)
  - 4th largest
  - U.S. institutional money manager\(^2\)

- Wealth management for individuals and families
  - 8th largest
  - $80 billion in private client assets\(^1\)
  - U.S. wealth manager\(^3\)

Investment Services

- Full range of financial operations, cash management and global payments services
  - #1 largest
  - $30.6 trillion assets under custody and administration\(^1\)
  - #1 global custodian in the world\(^4\)

  - $2.4 trillion average tri-party repo balances\(^1,5\)

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2. Pensions & Investments, May, 2017. Rankings based on a survey of more than 580 investment management firms that providing information in response to an online survey. In order to qualify for inclusion the firm must manage assets for US institutional tax-exempt clients. Ranked by total worldwide assets and worldwide institutional assets under management as of 12/31/2016 respectively.
5. Includes tri-party repo collateral worldwide.
6. Please see disclosures in the appendix.
The Power of Independent Thinking

We have the scale to deliver diversified beta – and the skill to deliver uncorrelated alpha.

1. AUM as of March 31, 2017. BNY Mellon owns a 51% interest in Amherst Capital Management LLC (Amherst Capital), an indirect majority owned subsidiary. The remainder is owned by Amherst Holdings LLC which is independent of BNY Mellon and whose CEO also serves as CEO of Amherst Capital.
2. Minority interest.
3. AUM in USD as of June 30, 2017. Please see the appendix.
## Expertise Across the Entire Asset Class Spectrum

Through our investment boutiques, we offer solutions in virtually every style, strategy and asset class designed to meet your requirements.

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BNY Mellon Investment Management

• More than 275 institutional asset management product offerings, covering virtually all investment styles
• More than 800,000 mutual fund investor accounts
• Over 2,600 institutional clients

• Investment strategies offered through various investment vehicles to fit changing marketplace needs:
  – Separate accounts
  – Collective or commingled funds
  – Mutual funds – institutional & retail share classes
  – Variable insurance trusts

BNY Mellon Investment Management
AUM $1.8 trillion

Client

71%
24%
5%

Institutional Clients
Mutual Funds
Private Clients

Strategy

35%
11%
11%
16%
9%

Active Equity
Active Fixed Income
Multi-Asset & Alternative
Cash
Index
LDI and Overlay

1Certain investment vehicles may only be offered through regulated entities or licensed individuals, such as a bank, a broker-dealer or an insurance company.
Data as of June 30, 2017. Please see the disclosures in the appendix.
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