

3Q23 *Pershing At a Glance*



By the Numbers

SEPTEMBER 30, 2023

BNY MELLON

\$45.7T

*Assets under custody
and/or administration*

PERSHING

\$1.8T

*Assets under
management*

\$2.0T

Global client assets¹

\$2.0B

Net capital²

Many of the world's most sophisticated and successful financial services firms have chosen Pershing for almost 85 years, and continue to choose us today.

Additional information is available at pershing.com.

At BNY Mellon's Pershing we consider everything as we help our clients transform their businesses, drive growth, maximize efficiency, and manage risk and regulation. Our clients—in both the wealth and institutional segments—gain the unique benefit of scale from working with one strategic partner as we deliver solutions from the whole firm.

Our clients rely on us for clearing and custody, trading and settlement services, a broad suite of investment solutions, middle and back office support, data insights, and business consulting. We bring together high-touch service, an open digital platform and the BNY Mellon enterprise to deliver a differentiated experience for every client, all from one strategic partner.

In an ever-changing marketplace, we have been trusted, tested and proven to protect our clients' interests while providing them with innovative solutions. Our clients are leaders in their fields and they choose Pershing because we are a leader in ours.

¹ Pershing LLC and its global affiliates

² Pershing LLC

Fast Facts

OVER

100,000

Professionals use our technology platform for advisors and broker-dealers

WE SERVE APPROXIMATELY

1,300

Clients in 30 countries

WE SERVE OVER

7.5M

Global investor accounts

We provide clearing and custody in **64 markets**, execution in over **60 markets globally** and facilitate the trading and conversion of **45 currencies**.

BNY MELLON WAS FOUNDED BY

ALEXANDER HAMILTON

The members of our highly knowledgeable and skilled management team provide stable leadership averaging **more than a decade** with Pershing.

PERSHING WAS FOUNDED BY THE SON OF WWI GENERAL

JOHN J. PERSHING

In 1939

Industry Awards and Recognition

LAROCHE

Pershing was again named the #1 U.S. clearing firm, based on the number of broker-dealer clients, by LaRoche Research Partners LLC (2023).

HFM

Pershing was named “Best Prime Broker” at the HFM US Services Awards (2023).

DALBAR

For the fifth consecutive year, Pershing achieved the #1 ranking for brokerage statements in DALBAR’s annual Trends & Best Practices in Investor Statements, achieving an all-time high time score. This is the sixteenth consecutive year that our brokerage account statement has received the “Excellent” rating from DALBAR, an independent firm that identifies best-in-class communications that assist clients in understanding and managing investments (2023).

PRIVATE ASSET MANAGEMENT

Pershing won DE&I Initiative of the Year from Private Asset Management (PAM) for its Minority Business Enterprise Advisory Client Council program. PAM recognizes industry leaders and innovators (2023).

WEALTHMANAGEMENT.COM

Pershing was recognized in the Diversity, Equity and Inclusion Category for its Minority Business Enterprise Client Council (2022).

SCHRODERS UK

Pershing Limited was named Best Strategic Platform Partner for the third consecutive year (2022).

CUSTOMER SERVICE INSTITUTE OF AMERICA

Pershing was named Customer Service Institute of America (CSIA) Platinum Provider. The CSIA measures and certifies organizations against the International Customer Service Standard. Pershing first achieved Platinum Provider status in 2015, again in 2018, and is now re-certified as a CSIA Platinum Provider for the next three years (2021).

ALT CREDIT INTELLIGENCE

For the fifth consecutive time, Pershing has been recognized by *Alt Credit Intelligence* as Best Prime Brokerage/Custodian Services (2021).

GLOBAL CUSTODIAN

Global Custodian awarded Pershing the Prime Brokerage-Client Service award for the third year in a row (2021).

THINKADVISOR

Pershing was recognized with ThinkAdvisor’s Luminaries Award for both Diversity and Inclusion thought leadership and advanced technology for biometric technology and AI operations. These awards shine a spotlight on the firms changing the investment advisory interest most, through creative, bold steps that move the industry and clients’ best interests forward (2021).

FINANCIAL TECHNOLOGIES FORUM

FTF awarded Pershing top honors at its Technology Innovation Awards. These awards celebrate and recognize the professionals, financial technology vendors, service providers, industry bodies and regulators that have made significant strides and noteworthy achievements in operational excellence. Pershing won for Best Clearing and Settlement Solution for our Artificial Intelligence for Operations Project (2021).

INVESTMENTNEWS

Pershing was named #1 U.S. clearing firm, ranked by number of broker-dealer customers (*InvestmentNews*, 2008-2020).

DALBAR

Pershing ranked #1 in the DALBAR State of the Industry eDelivery Onboarding Brokerage Experiences Study and was recognized for the case study Strategies for Success with Electronic Delivery as a best practice guide for advisors to access to a suite of resources (2020).

BANK INSURANCE AND SECURITIES ASSOCIATION

Our Subscribe annuities platform and NetXInvestor® enhancements earned Pershing the Bank Insurance & Securities Association (BISA) Technology Innovation Award (2020).

HEDGEWEEK

Hedgeweek U.S. Award named Pershing Best Managed Accounts Technology Provider Winner (2020).

WEALTHMANAGEMENT.COM

Wealthmanagement.com named Pershing category winner for Technology Providers Innovation Platform Award for Corporate Social Responsibility/Diversity (2019).

Strengthen Your Success With Our Solutions

Let us help you plan for the impact of changing markets and regulations.

Maximize new wealth management and investment strategies to improve profitability and drive business growth.

Leverage emerging technology and big data to create efficient processes and capability, and drive decisions.

Leverage the strength and scale of BNY Mellon for financing, collateral management and global trade execution.

Perspectives

Our practice management solutions include thought leadership, advisor programs, consulting, events and more.

For our latest commentary and actionable insights on industry trends and topics of interest, visit the Perspectives section on [pershing.com](https://www.pershing.com). Recent highlights include:

WHY ALTS? WHY NOW?

Demand for alternative investments is on the rise as investors look for greater diversification and downside protection while pursuing alpha and meaningful returns. Earlier this summer at INSITE, we gathered a group of investment experts to explore why alternatives are back in the spotlight and what role they could play for investors in both turbulent times and calmer conditions.

CAP INTROGRAPHICS: WOMEN-LED FUNDS

The alternative investments industry is at a turning point as a growing number of women launch their own funds and more investors call for greater diversity in their roster of managers. Pershing's Capital Introductions team recently surveyed hedge fund allocators across the country to understand their perspectives on this trend.

NOW, NEXT AND BEYOND: THE FUTURE OF WEALTH MANAGEMENT

Ben Harrison, Head of Wealth Solutions, hosted a roundtable of industry luminaries at INSITE, our company's national conference, to explore four critical drivers of wealth management firms' success now and going forward.

A NEW ERA OF WEALTH MANAGEMENT

Our mission at Pershing X is to help advisors to help more people. With Wove, we are introducing advisors to a new way to work so they can have more time to focus on their clients. Wove is an open architecture, multi-custodial wealth management platform that connects disconnected technology and data. Ainslie Simmonds, Head of Pershing X, discusses our new platform with interconnected data and applications for advisors.

ALLOCATOR APPETITE

Faced with global inflation, quantitative tightening, the risk of recession, and recent market volatility, we continue to see strong appetite for hedge funds from a diverse mix of institutional and private wealth investors.

Driven in part by the rising rate environment and resulting wider dispersion of securities pricing creating potential opportunities for generating alpha, the clear message we have received from most of our investor contacts is their intent to maintain or grow their hedge fund portfolio — especially around strategies offering low equity market correlations.

ABOUT PERSHING

BNY Mellon's Pershing is a leading provider of clearing and custody services. We are uniquely positioned to help complex financial services firms transform their businesses, drive growth, maximize efficiency, and manage risk and regulation. Wealth management and institutional firms outsource to us, or one of our affiliates, trading and settlement services, investment solutions, bank and brokerage custody, middle- and back-office support, data insights and business consulting. Pershing brings together high-touch service, an open digital platform and the BNY Mellon enterprise to deliver a differentiated experience for every client. Pershing LLC (member FINRA, NYSE, SIPC) is a BNY Mellon company. With offices around the world, Pershing has over \$2 trillion in assets and millions of investor accounts. Pershing affiliates include Pershing X, Inc. and BNY Mellon Advisors, Inc., an investment adviser registered in the United States under the Investment Advisers Act of 1940. Additional information is available on perishing.com, or follow us on LinkedIn or Twitter @Pershing.

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