



Quick Facts

as of Sept 30, 2011

Diversified and focused investment styles. At **BNY Mellon Asset Management**, our goal is to build and deliver distinctive investment performance for our clients. It starts with our multiple, autonomous investment firms — world-class boutiques representing a broad spectrum of investment styles. Drawing on this comprehensive range of investment capabilities, we collaborate with you to deliver our expertise, including unique solutions that are designed to match your requirements. We manage more than \$1.1 trillion in assets, creating performance results for institutional and individual investors. Working together, we can help you reach your goals.

Building world-class investment performance takes the right architect.

- Over \$1.1 trillion in Assets Under Management (*as of 9/30/11*)
 - 8th Largest U.S. Money Manager* (*Institutional Investor, July 2011*)
 - 11th Largest Global Asset Manager* (*Pensions & Investments, October 2011*)
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Who's helping you?

AMSTERDAM • BEIJING • BOSTON • DUBAI • EDINBURGH • HONG KONG • LONDON • LOS ANGELES
MADRID • MILAN • NEW YORK • NORWALK, CT • PARIS • PHILADELPHIA • PITTSBURGH • RIO DE JANEIRO
SAN FRANCISCO • SANTIAGO • SEOUL • SHANGHAI • SINGAPORE • SYDNEY • TOKYO • TORONTO • ZURICH

Alcentra

The Alcentra Group \$16.1 billion
Global sub-investment grade debt asset management

BNY MELLON
ARX

BNY Mellon ARX \$5.8 billion
Brazilian multi-strategy, long/short, long-only and fixed income strategies

BNY MELLON
BETA MANAGEMENT

BNY Mellon Beta Management \$3.4 billion
Overlay strategies; swaps; futures

BNY MELLON
CASH INVESTMENT
STRATEGIES

BNY Mellon Cash Investment Strategies \$338.4 billion
Money market funds; full array of short duration strategies

BNY MELLON
WESTERN FMC

BNY Mellon Western FMC^{1,3} \$161.0 billion
Greater China capital market specialist

THE BOSTON COMPANY
ASSET MANAGEMENT, LLC

The Boston Company Asset Management, LLC \$35.2 billion
Active fundamental equity manager; core, growth and value styles; U.S., global and world ex-domestic market

Dreyfus

The Dreyfus Corporation
Family of retail and institutional mutual funds

EACM
ADVISORS

EACM Advisors LLC \$4.7 billion
Fund of hedge funds; non-proprietary manager of managers

HAMON INVESTMENT GROUP

Insight
INVESTMENT

Insight Investment Management Limited¹ \$236 billion
Leader in liability driven investment, fixed income, multi-asset, absolute return and specialist equity solutions

MELLON CAPITAL
MANAGEMENT

Mellon Capital Management Corporation \$195.1 billion
Absolute return; global asset allocation; active/indexed equity and fixed income; active currency; portable alpha; diversified beta; commodities

NEWTON
The Power of Ideas

The Newton Group \$67.6 billion
Active equity and bond, multi-asset, real-return and income solutions in a global thematic framework

Pareto

Pareto Investment Management Limited \$42.8 billion
Currency risk management; absolute return strategies

SIGULER
& **GUFF**

Siguler Guff & Company, LP² \$10.1 billion
Multi-strategy private equity investing; direct investment and fund-of-funds

STANDISH

Standish Mellon Asset Management Company LLC \$86.4 billion
Fixed Income and credit solutions

URDANG

Urdang Capital Management, Inc./Urdang Securities Management, Inc. \$4.0 billion
U.S. & Global real estate investment management

Walter Scott
Global Investment Management

Walter Scott & Partners Limited \$44.3 billion
Global equity investment management

WestLB Mellon
Asset Management

WestLB Mellon Asset Management^{1,3} \$31.0 billion
European fixed income and equities

1 Services not offered in the U.S.

2 Minority interest

3 Joint venture

Institutional Strategies

Please note: not all strategies may be available to all investors in all markets.

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

EQUITY

- Asia Pacific/Japan/Australia
- Emerging/Frontier Markets
- European (Inc. & Ex. U.K.)
- Global/Non-U.S.
- Small/Mid Cap
- Socially Responsible
- Styles: Core, Growth & Value
- U.K.
- U.S.

	Alcentra	BNY Mellon ARX	BNY Mellon Beta	BNY Mellon CIS	BNY Mellon Western	The Boston Company	EACM	Hamon	Insight	Mellon Capital	Newton	Pareto	Siguler Guff	Standish	Urdang	Walter Scott	WestLB Mellon
Asia Pacific/Japan/Australia					▲			▲		▼	▲						
Emerging/Frontier Markets		▲			▲	▲		▲		▼							
European (Inc. & Ex. U.K.)						▲				▼	▲						▲
Global/Non-U.S.						▲				▲	▲						
Small/Mid Cap		▲				▲	■			▲	▲						▲
Socially Responsible							■			▲	▲						
Styles: Core, Growth & Value						▲	■			▲	▲						
U.K.									▲	▼	▲						
U.S.						▲	■			▲	▲					▲	▲

FIXED INCOME

- Cash (U.S., Euro, Sterling, Other)
- Emerging Markets
- European
- Global/Non-U.S.
- High Yield (U.S., European, Global)
- Structured Notes/ABS
- U.K.
- U.S. Core /Core Plus
- U.S. Long Duration
- U.S. Municipals /TIPS
- U.S. Short Duration/Intermediate
- U.S. Stable Value

Cash (U.S., Euro, Sterling, Other)		▲		▲					▲	▲	▲						
Emerging Markets		▲			▲				▲	▲				▲			
European				▼					▲	▼	▲			▲			▲
Global/Non-U.S.				▼					▲	▲	▲			▲			▲
High Yield (U.S., European, Global)	▲								▲	▲	▲			▲			▲
Structured Notes/ABS	▲								▲	▲				▲			▲
U.K.									▲		▲						
U.S. Core /Core Plus				▼						▲	▼			▲			
U.S. Long Duration				▼						▲	▼			▲			
U.S. Municipals /TIPS				▼						▲	▼			▲			
U.S. Short Duration/Intermediate				▲						▲	▼			▲			
U.S. Stable Value				▲													

OTHER

- Commodities/Agriculture
- Currency
- Hedge Funds
- Liability Driven Investing
- Market Neutral/Long Short/Absolute Return
- Multi-Asset Class/Balanced
- Overlay/Swaps/Futures
- Portable Alpha
- Private Equity
- Real Estate/Real Estate Securities
- Tactical Asset Allocation
- Target Maturity
- Tax Sensitive

Commodities/Agriculture									▲	▼							
Currency									▲	▲		▲					
Hedge Funds	▲	▲					■		▲	▲		▲		▲			
Liability Driven Investing									▲	▼	▲			▲			
Market Neutral/Long Short/Absolute Return		▲				▲		▲	▲	▲	▲						
Multi-Asset Class/Balanced		▲				▲	■		▲	▲	▲						▲
Overlay/Swaps/Futures			▲						▲	▲		▲					
Portable Alpha										▲							
Private Equity													▲	■			
Real Estate/Real Estate Securities										▼			▲	■	▲		
Tactical Asset Allocation			▲							▲							
Target Maturity										▲							
Tax Sensitive						▲				▼				▲			

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Unless otherwise noted, all references to assets and overlay under management (which are approximate) are as of 9/30/11. AUM for The Boston Company Asset Management, LLC, EACM Advisors, Mellon Capital Management Corporation and Standish Mellon Asset Management Company LLC 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 them as non-discretionary investment manager for, or by the individual firms' officers as dual officers or employees of, The Bank of New York Mellon: BNY Mellon Cash Investment Strategies, The Boston Company Asset Management, LLC, The Dreyfus Corporation, Mellon Capital Management Corporation, Newton Capital Management Limited, Standish Mellon Asset Management Company LLC, and Urdang Securities Management, Inc.

References to rankings and standings are as of year end 2010. The rankings include assets managed by BNY Mellon Asset Management and BNY Mellon Wealth Management groups. Each ranking may not include the same mix of firms.

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