## THE BANK OF NEW YORK MELLON CORPORATION

## Financial Trends

## Notes:

On July 1, 2007, The Bank of New York Company, Inc. ("The Bank of New York") and Mellon Financial Corporation ("Mellon") merged into The Bank of New York Mellon Corporation ("The Bank of New York Mellon" or " BNY Mellon"), with BNY Mellon being the surviving entity.
The results prior to the consummation of the merger, reflect the sum of The Bank of New York and Mellon's historical results, but do not include the pro forma impact of purchase accounting adjustments. Combined results for the periods prior to the merger (1Q06-2Q07) are presented on a pre-tax basis only. Average common equity and average goodwill/intangibles are not disclosed for the periods prior to the merger due to the impact of the merger on these line items. The business segment results are presented on a pre-tax basis for all periods and reflect actions taken to report consistent transfer pricing and cost allocation methodologies as well as intercompany eliminations between The Bank of New York and Mellon.

Summations may not equal due to rounding. As a result of this rounding convention, immaterial differences may exist between the segment trends data versus the segment trends data filed on Form 10-Q.

The following acquisitions/divestitures have impacted the reporting of our results:
On June 3, 2008, we completed the sale of Mellon 1st Business Bank, National Association (N.A.). The financial results have been moved from the Wealth Management segment to the Other segment. In addition, the financial results of Mellon United National Bank (MUNB) have been moved from the Wealth Management segment to the Other segment. Historical segment results have been restated to reflect these changes.
During the first quarter of 2008, we sold the B-Trade and G-Trade execution businesses to BNY ConvergEx Group LLC. We maintain a $35 \%$ equity interest in BNY ConvergEx Group LLC. The historical results of the B-Trade and G-Trade businesses are included in the Clearing Services segment.
On December 20, 2007, we acquired the remaining $50 \%$ interest in the ABN AMRO Mellon joint venture. The financial results are included in the Asset Servicing segment.
On October 2, 2006, Mellon Financial Corporation completed the acquisition of Walter Scott \& Partners. The financial results are included in the Asset Management segment.
On October 1, 2006, The Bank of New York acquired JPMorgan Chase’s Corporate Trust business in exchange for our retail and regional middle market banking businesses. Results of the Corporate Trust business are included in the Issuer Services segment.

The following transactions have impacted the reporting of our results:
SILO/LILO/Tax settlement charges - Incurred charges in the second and third quarters of 2008.
Securities losses - Impacted total revenue levels in the fourth quarter of 2007 and first, second and third quarters of 2008.
Merger \& integration/Intangible amortization expenses - Both expense categories increased beginning in the second/third quarters of 2007 as a result of The Bank of New York/Mellon merger.
Support agreement charges - Recorded a $\$ 726$ million pre-tax charge in the third quarter of 2008 (minor amounts recorded in the fourth quarter of 2007 and the first and second quarters of 2008).
All of these items are detailed in the trends that follow. In addition, page 15 provides additional details on the impact of the applicable items on total revenue as well the impact on Continuing operations fully diluted earnings per share. Please note that there is no adjustment to Continuing operations fully diluted earnings per share related to securities losses.

## Discontinued Operations Accounting:

The income/(loss) and average assets from discontinued operations accounting have not been allocated to any segment.

## Average Assets:

Where average deposits in a business segment are greater than average loans, average assets include an allocation of investment securities equal to the difference. Consolidated average assets include average assets of discontinued operations.

## Return on Common and Tangible Common Equity/Pretax Operating Margin:

Ratios are presented for continuing operations basis only. Quarterly return on common and tangible common equity ratios are annualized.
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THE BANK OF NEW YORK MELLON CORPORATION
CONTINUING OPERATIONS - 11 Quarter Trend

(a) The second and third quarters of 2008 include SILO/LILO/tax settlement charges which reduced net interest revenue (FTE) by $\$ 377$ million and $\$ 112$ million, respectively. See pages 4 and 15 for additional details.
(b) Excludes the impact of merger \& integration expenses. See page 15 for additional EPS details.
(c) Calculated excluding M\&I expenses, intangible amortization expenses, the SILO/LILO/tax settlements and support agreement charges.
(d) Calculated excluding M\&I expenses, SILO/LILO/tax settlements and support agreement charges.

THE BANK OF NEW YORK MELLON CORPORATION
CONTINUING OPERATIONS - 11 Quarter Trend
FEE AND OTHER REVENUE

| (dollar amounts in millions unle Securities servicing fees | 2006 |  |  |  | 2007 |  |  |  |  |  | 2008 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | essocterwis | $\begin{gathered} \text { 2nd } \\ \text { se n@ted) } \end{gathered}$ | 3rd Qtr | 4th Qtr | 1st Qtr | $\begin{aligned} & \text { 2nd } \\ & \text { Qtr } \end{aligned}$ | 3rd Qtr (a) |  | 4th Qtr (b) |  | 1st Qtr (c) |  | 2nd Qtr (d) |  | 3rd Qtr (e) |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Asset servicing | $\text { \$ } 554$ | \$ 606 | \$ 574 | \$ 595 | \$ 640 | \$ 694 | \$ | 720 | \$ | 812 | \$ | 899 | \$ | 864 | \$ | 803 |
| Issuer services | 202 | 261 | 243 | 385 | 371 | 415 |  | 436 |  | 438 |  | 376 |  | 444 |  | 477 |
| Clearing \& execution services | 337 | 331 | 296 | 260 | 274 | 285 |  | 304 |  | 314 |  | 267 |  | 270 |  | 262 |
| Total <br> securities <br> servicing |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Asset and wealth management fees | 626 | 661 | 685 | 775 | 801 | 856 |  | 854 |  | 887 |  | 842 |  | 844 |  | 792 |
| Performance fees | 65 | 55 | 59 | 214 | 49 | 63 |  | (3) |  | 62 |  | 20 |  | 16 |  | 3 |
| Foreign exchange \& other trading | 172 | 202 | 137 | 156 | 182 | 176 |  | 238 |  | 305 |  | 259 |  | 308 |  | 385 |
| Treasury services | 121 | 120 | 121 | 118 | 116 | 121 |  | 122 |  | 121 |  | 124 |  | 130 |  | 130 |
| Distribution and servicing | 63 | 68 | 73 | 80 | 84 | 83 |  | 95 |  | 113 |  | 98 |  | 110 |  | 107 |
| Financing-related fees | 78 | 75 | 71 | 71 | 63 | 69 |  | 51 |  | 52 |  | 48 |  | 50 |  | 45 |
| Investment Income | 64 | 48 | 54 | 80 | 61 | 77 |  | 22 |  | 52 |  | 23 |  | 45 |  | 17 |
| Other | 95 | 86 | 97 | 105 | 97 | 89 |  | 101 |  | 82 |  | 97 |  | 53 |  | 64 |
| Total fee revenue (non-FTE) | 2,377 | 2,513 | 2,410 | 2,839 | 2,738 | 2,928 |  | 2,940 |  | 3,238 |  | 3,053 |  | 3,134 |  | 3,085 |
| Securities gains (losses) | (4) | 3 | 4 | 2 | 2 | 1 |  | (9) |  | (191) |  | (73) |  | (152) |  | (162) |
| Total fee and other revenue (non-FTE) | 2,373 | 2,516 | 2,414 | 2,841 | 2,740 | 2,929 |  | 2,931 |  | 3,047 |  | 2,980 |  | 2,982 |  | 2,923 |
| FTE impact | 9 | 9 | 9 | 9 | 10 | 10 |  | 9 |  | 11 |  | 9 |  | 11 |  | 11 |
| Total fee and other revenue (FTE) | \$2,382 | \$2,525 | \$2,423 | \$2,850 | \$2,750 | \$2,939 | \$ | 2,940 | \$ | 3,058 | \$ | 2,989 | \$ | 2,993 | \$ | 2,934 |
| Fee and other revenue as a percentage of total revenue (FTE) (f) | 84\% | 84\% | 83\% | 83\% | 83\% | 83\% |  | 81\% |  | 80\% |  | 79\% |  | 88\% |  | 81\% |
| Market value of assets under management at period-end (in billions) | $\text { \$ } 813$ | \$ 882 | \$ 926 | \$1,011 | \$1,025 | \$1,082 | \$ | 1,106 | \$ | 1,121 | \$ | 1,105 | \$ | 1,113 | \$ | 1,067 |
| Market value of assets under custody and administration at period-end (in trillions) | $\text { \$ } 15.8$ | \$ 16.5 | \$ 16.9 | \$ 20.0 | \$ 21.1 | \$ 22.2 | \$ | 22.7 | \$ | 23.1 | \$ | 23.1 | \$ | 23.0 | \$ | 22.4 |
| Market value of securities on loan at period-end (in billions) | $\text { \$ } 525$ | \$ 562 | \$ 590 | \$ 607 | \$ 661 | \$ 678 | \$ | 663 | \$ | 633 | \$ | 660 | \$ | 588 | \$ | 470 |
| S\&P 500 Index -period-end | 1295 | 1270 | 1336 | 1418 | 1421 | 1503 |  | 1527 |  | 1468 |  | 1323 |  | 1280 |  | 1166 |
| S\&P 500 Index - daily average | 1284 | 1281 | 1288 | 1389 | 1424 | 1496 |  | 1490 |  | 1496 |  | 1353 |  | 1371 |  | 1252 |

(a) Clearing and execution service fees for the third quarter of 2007 includes a $\$ 28$ million settlement received for the early termination of a contract that occurred in 2005.
(b) Securities gains (losses) for the fourth quarter of 2007 includes a $\$ 200$ million CDO writedown.
(c) Securities gains (losses) for the first quarter of 2008 includes losses of $\$ 24$ million related to ABS CDOs, $\$ 22$ million related to SIVs and $\$ 28$ million related to securities backed by home equity lines of credit in the Three Rivers Funding Corporate (TRFC) portfolio.
(d) Securities gains (losses) for the second quarter of 2008 includes losses of $\$ 72$ million related to Alt-A securities, $\$ 50$ million related to CDOs and $\$ 30$ million related to the HELOC portfolio.
(e) Securities gains (losses) for the third quarter of 2008 includes losses of $\$ 42$ million related to CDOs, $\$ 29$ million related to Alt- A securities, $\$ 12$
million related to Prime mortgage securities, $\$ 12$ million related to Subprime mortgage securities, $\$ 10$ million related to HELOC securities, $\$ 5$ million related to SIV securities, and \$52 million related to Other (including FHLMC) securities.
(f) Excluding the SILO/LILO charge, fee and other revenue as a percentage of total revenue was $79 \%$ and $78 \%$ in the second and third quarters of 2008.

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THE BANK OF NEW YORK MELLON CORPORATION
CONTINUING OPERATIONS
Average Balances and Interest Rates

| (dollar amounts in millions) | Quarter Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30, 2007 |  | December 31, 2007 |  | March 31, 2008 |  | June 30, 2008 |  | September 30, 2008 |  |
|  | Average balance | Average rates | Average balance | Average rates | Average balance | Average rates | Average balance | $\begin{gathered} \text { Average } \\ \text { rates } \end{gathered}$ | Average balance | Average rates |
| Assets |  |  |  |  |  |  |  |  |  |  |
| Interest-earning assets: |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing deposits with banks (primarily |  |  |  |  |  |  |  |  |  |  |
| Other Short Term Investment (FRB) | - | - | - | - | - | - | - | - | 954 | 2.95 |
| Federal funds sold and |  |  |  |  |  |  |  |  |  |  |
| Margin loans | 5,293 | 6.29 | 5,313 | 5.74 | 5,258 | 4.47 | 5,802 | 3.36 | 5,764 | 3.27 |
| Non-margin loans: |  |  |  |  |  |  |  |  |  |  |
| Domestic offices | 27,044 | 5.17 | 28,527 | 4.95 | 29,357 | 4.49 | 28,068 | (1.56) (b) | 27,480 | 1.81 (c) |
| Foreign offices | 13,180 | 5.50 | 13,269 | 5.02 | 13,881 | 4.55 | 13,281 | 3.97 | 13,739 | 3.71 |
| Total non-margin loans | 40,224 | 5.28 | 41,796 | 4.97 | 43,238 | 4.51 | 41,349 | 0.22 (b) | 41,219 | 2.44 (c) |
| Securities |  |  |  |  |  |  |  |  |  |  |
| U.S. government |  |  |  |  |  |  |  |  |  |  |
| obligations <br> U.S. government 401 4.59 502 4.18 430 3.48 552 3.05 679 3.03 |  |  |  |  |  |  |  |  |  |  |
| and political |  |  |  |  |  |  |  |  |  |  |
| subdivisions | 734 | 6.55 | 724 | 6.58 | 703 | 7.58 | 676 | 5.74 | 722 | 7.39 |
| Other securities | 33,361 | 5.69 | 33,972 | 5.44 | 35,840 | 5.26 | 32,755 | 5.22 | 30,591 | 5.42 |
| Trading securities | 1,872 | 3.95 | 2,351 | 5.35 | 1,459 | 5.36 | 1,918 | 3.74 | 1,791 | 2.76 |
| Total securities | 48,039 | 5.60 | 49,310 | 5.40 | 49,765 | 5.16 | 46,999 | 4.92 | 45,325 | 5.03 |
| Total interest-earnin assets | ng 133,521 | 5.32 | 140,622 | 5.08 | 145,118 | 4.59 | 144,255 | 3.05 (b) | 144,290 | 3.71 (c) |
| Allowance for credit losses | (303) |  | (332) |  | (311) |  | (310) |  | (355) |  |
| Cash and due from banks | 5,013 |  | 5,663 |  | 5,831 |  | 5,399 |  | 7,835 |  |
| Other assets | 45,597 |  | 47,034 |  | 50,152 |  | 46,653 |  | 47,057 |  |
| Total Assets | \$183,828 |  | \$192,987 |  | \$200,790 |  | \$195,997 |  | \$198,827 |  |
| Liabilities and shareholders' $\underline{\text { equity }}$ |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing liabilities: |  |  |  |  |  |  |  |  |  |  |
| Money market rate |  |  |  |  |  |  |  |  |  |  |
| Savings | 793 | 3.09 | 802 | 2.72 | 913 | 2.33 | 980 | 1.74 | 986 | 1.13 |
| Certificates of deposit of |  |  |  |  |  |  |  |  |  |  |
| Other time deposits | 1,392 | 6.32 | 1,374 | 6.13 | 8,445 | 2.42 | 6,458 | 1.86 | 5,505 | 1.96 |
| Foreign offices | 58,456 | 3.78 | 65,365 | 3.38 | 67,914 | 2.85 | 71,641 | 2.22 | 65,931 | 2.19 |
| Total interest-bearin deposits | ng 80,870 | 3.79 | 86,278 | 3.36 | 92,881 | 2.66 | 94,785 | 2.02 | 86,853 | 1.98 |
| Federal funds purchased and securities under |  |  |  |  |  |  |  |  |  |  |
| Other borrowed funds | 2,790 | 4.90 | 3,079 | 2.41 | 3,343 | 3.50 | 2,840 | 3.21 | 3,303 | 2.31 |
| Borrowings from FRB Related to ABCP | - | - | - | - | - | - | - | - | 954 | 2.25 |
| Payables to customers and broker-dealers | 5,316 | 3.54 | 5,226 | 3.12 | 4,942 | 1.94 | 5,550 | 1.32 | 5,910 | 1.19 |
| Long-term debt | 14,767 | 5.47 | 15,510 | 5.29 | 17,125 | 4.51 | 16,841 | 3.58 | 15,993 | 3.62 |
| Total interest-bearing |  |  |  |  |  |  |  |  |  |  |
| liabilities | 108,398 | 4.06 | 114,049 | 3.60 | 123,041 | 2.90 | 124,354 | 2.20 | 118,347 | 2.14 |


| Total noninterest-bearing deposits | 26,466 |  | 28,449 |  | 26,240 |  | 24,822 |  | 33,462 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Other liabilities | 20,295 |  | 21,353 |  | 21,958 |  | 18,314 |  | 19,022 |  |
| Total liabilities | 155,159 |  | 163,851 |  | 171,239 |  | 167,490 |  | 170,831 |  |
| Shareholders' equity | 28,669 |  | 29,136 |  | 29,551 |  | 28,507 |  | 27,996 |  |
| Total liabilities and shareholders' equity | \$183,828 |  | \$192,987 |  | \$200,790 |  | \$195,997 |  | \$198,827 |  |
| Net interest margin - Taxable equivalent basis |  | 2.02\% (a) |  | 2.16\% |  | 2.14\% |  | 1.16\% |  | 1.96\% |
| Net interest margin -Excluding the SILO/LILO charge |  |  |  |  |  |  |  | 2.21\% |  | 2.27\% |

(a) Includes the reduction in net interest revenue of \$22 million related to a required recalculation of the yield on leverage leases under SFAS 13 that resulted from the merger.
(b) Excluding the SILO/LILO charge, the rates on Domestic office loans, Non-margin loans and Interest-earning assets were $3.82 \%, 3.87 \%$ and $4.10 \%$, respectively.
(c) Excluding the SILO/LILO charge, the rates on Domestic office loans, Non-margin loans and Interest-earning assets were 3.44\%, 3.53\% and 4.02\%, respectively.
Note: Interest and average rates were calculated on a taxable equivalent basis, at tax rates of approximately 35\%, using dollar amounts in thousands and the actual number of days in the year.

## THE BANK OF NEW YORK MELLON CORPORATION <br> CONTINUING OPERATIONS - 11 Quarter Trend <br> NONINTEREST EXPENSE




Third Quarter Financial Trends

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## THE BANK OF NEW YORK MELLON CORPORATION <br> ASSETS UNDER MANAGEMENT NET FLOWS - 11 Quarter Trend

|  | 2006 |  |  |  |  | 2007 |  |  |  | 2008 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollar amounts in billions) | 1st Qtr | 2nd Qtr |  | Qtr | 4th Qtr | 1st Qtr | $\begin{aligned} & \text { 2nd } \\ & \text { Qtr } \end{aligned}$ | 3rd Qtr | 4th Qtr | 1st Qtr | $\begin{aligned} & \text { 2nd } \\ & \text { Qtr } \end{aligned}$ | 3rd Qtr |
| Market value of assets under management at beginning of period | \$ 784 | \$ 813 | \$ | 882 | \$ 926 | \$1,011 | \$1,025 | \$1,082 | \$1,106 | \$1,121 | \$1,105 | \$1,113 |
| Net Flows |  |  |  |  |  |  |  |  |  |  |  |  |
| Long-term | 11 | 11 |  | 6 | 10 | (3) | 6 | 2 | (20) | (6) | (8) | (6) |
| Money market | (3) | 10 |  | 18 | 1 | 5 | 17 | 27 | 39 | 29 | 21 | 14 |
| Total net inflows (a) | 8 | 21 |  | 24 | 11 | 2 | 23 | 29 | 19 | 23 | 13 | 8 |
| Net Market appreciation/(depreciation) | 21 | 1 |  | 20 | 47 | 12 | 34 | (5) | (4) | (39) | (6) | (54) |
| Acquisitions/other | - | 47 |  | - | 27 | - | - | - | - | - | ) | - |
| Market value of assets under management at end of period | \$ 813 | \$ 882 | \$ | 926 | \$1,011 | \$1,025 | \$1,082 | \$1,106 | \$1,121 | \$1,105 | \$1,113 | \$1,067 |

(a) Net flows from the first quarter of 2006 through the second quarter of 2007 represent Legacy Mellon flows only.

THE BANK OF NEW YORK MELLON CORPORATION
BUSINESS SEGMENTS
ASSET MANAGEMENT - 11 Quarter Trend

| (dollar amounts in millions unless otherwise noted; presented on an FTE basis) | 2006 |  |  |  |  | 2007 |  |  |  |  | 2008 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st Qtr | 2nd Qtr | 3rd Qtr |  | Qtr (a) | 1st Qtr | 2nd Qtr |  | Qtr (b) | 4th Qtr | 1st Qtr (c) | 2nd Qt |
| Revenue: |  |  |  |  |  |  |  |  |  |  |  |  |
| Asset and wealth management |  |  |  |  |  |  |  |  |  |  |  |  |
| Mutual funds | 232 | 245 | 242 |  | 255 | 276 | 291 |  | 307 | 323 | 323 | 34 |
| Institutional clients | 211 | 228 | 258 |  | 316 | 320 | 351 |  | 331 | 342 | 304 | 29 |
| Private clients | 35 | 38 | 37 |  | 41 | 43 | 46 |  | 47 | 47 | 45 | 4 |
| Total asset and wealth management | 478 | 511 | 537 |  | 612 | 639 | 688 |  | 685 | 712 | 672 | 67 |
| Performance fees | 65 | 55 | 59 |  | 214 | 49 | 63 |  | (3) | 62 | 20 | 1 |
| Distribution and servicing | 62 | 67 | 71 |  | 78 | 82 | 82 |  | 89 | 104 | 86 | 9 |
| Securities servicing fees | 20 | 20 | 19 |  | 22 | 25 | 27 |  | 26 | 33 | 35 | 4 |
| Other fee revenue | - | (15) | (4) |  | 8 | (9) | 4 |  | (52) | (23) | (61) | (3) |
| Total fee and other revenue | 625 | 638 | 682 |  | 934 | 786 | 864 |  | 745 | 888 | 752 | 79 |
| Net interest revenue (expense) | 4 | (1) | - |  | (2) | 6 | (6) |  | (4) | 18 | 15 | 1 |
| Total revenue | 629 | 637 | 682 |  | 932 | 792 | 858 |  | 741 | 906 | 767 | 80 |
| Noninterest expenses (ex. intangible amortization and support agreement charges) | 422 | 430 | 449 |  | 590 | 511 | 542 |  | 538 | 559 | 561 | 53 |
| Income before taxes (ex. intangible amortization and support agreement charges) | 207 | 207 | 233 |  | 342 | 281 | 316 |  | 203 | 347 | 206 | 27 |
| Support agreement charges | - | - | - |  | - | - | - |  | - | - | - |  |
| Amortization of intangible assets | 6 | 7 | 7 |  | 12 | 13 | 13 |  | 70 | 70 | 62 | 6 |
| Income before taxes | 201 | 200 | 226 |  | 330 | 268 | 303 |  | 133 | 277 | 144 | 20 |
| Average assets | \$2,921 | \$3,420 | \$3,609 | \$ | 4,334 | \$5,358 | \$5,318 | \$ | 13,482 | \$13,495 | \$ 13,238 | \$ 13,41 |
| Market value of assets under management at period-end (in billions) (d) | \$ 739 | \$ 808 | \$ 853 | \$ | 934 | \$ 950 | \$ 1,006 | \$ | 1,028 | \$ 1,044 | \$ 1,029 | \$ 1,04 |
| Pre-tax operating margin (GAAP) | 32\% | 31\% | 33\% |  | 35\% | 34\% | 35\% |  | 18\% | 31\% | 19\% | 2 |
| Pre-tax operating margin (ex. intangible amortization) - non-GAAP | 33\% | 32\% | 34\% |  | 37\% | 35\% | 37\% |  | 27\% | 38\% | 27\% | 3 |

(a) The fourth quarter of 2006 includes $\$ 6$ million of severance expense as well as a $\$ 5$ million impairment charge related to the sale of HBV Alternative Investment Strategies.
(b) The third quarter of 2007 includes a $\$ 32$ million charge related to the write-off of the value of the remaining interest in a legacy Mellon hedge fund manager that was disposed of in 2006.
(c) The first quarter of 2008 includes $\$ 24$ million of write-downs related to securities previously purchased from investment boutiques; a $\$ 25$ million writedown of seed capital investments related to a formerly affiliated hedge fund manager.
(d) Includes amounts subadvised for/by other sectors.
(e) Excluding support agreement charges, pre-tax operating margin (GAAP) would have been $20 \%$ and pre-tax operating margin (ex. intangible amortization) - Non-GAAP would have been $30 \%$.

## THE BANK OF NEW YORK MELLON CORPORATION <br> BUSINESS SEGMENTS <br> WEALTH MANAGEMENT - 11 Quarter Trend

| (dollar amounts in millions unless otherwise noted; presented on an FTE basis) | 2006 |  |  |  | 2007 |  |  |  | 2008 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st Qtr | 2nd Qtr | 3rd Qtr | 4th Qtr | 1st Qtr | 2nd Qtr | 3rd Qtr | 4th Qtr | 1st Qtr | 2nd Qtr | 3rd Qtr |
| evenue: |  |  |  |  |  |  |  |  |  |  |  |
| Asset and wealth management | 139 | 142 | 139 | 147 | 148 | 153 | 151 | 157 | 153 | 150 | 141 |
| Securities servicing fees - Asset servicing | 3 | 2 | 3 | 2 | 4 | 4 | 3 | 5 | 6 | 6 |  |
| Other fee revenue | 3 | 3 | 1 | 3 | - | (1) | 2 | 5 | 7 | 5 | 15 |
| Total fee and other revenue | 145 | 147 | 143 | 152 | 152 | 156 | 156 | 167 | 166 | 161 | 163 |
| Net interest revenue (expense) | 42 | 44 | 45 | 43 | 43 | 44 | 41 | 42 | 46 | 48 | 50 |
| Total revenue | 187 | 191 | 188 | 195 | 195 | 200 | 197 | 209 | 212 | 209 | 213 |
| Provision for credit losses |  |  |  |  |  |  |  |  |  | (1) |  |
| Noninterest expenses (ex. intangible amortization and support agreement charges) | 130 | 132 | 131 | 139 | 136 | 141 | 139 | 142 | 142 | 142 | 140 |
| Income before taxes (ex. intangible <br> amortization and support agreement <br> charges) |  |  |  |  |  |  |  |  |  |  |  |
| Support agreement charges | - | - | - | - | - | - | - | - | - | - | 15 |
| Amortization of intangible assets | - | - | - | - | 1 | - | 14 | 14 | 13 | 13 | 14 |
| Income before taxes | 57 | 59 | 57 | 56 | 58 | 59 | 44 | 53 | 57 | 55 | 43 |
| Average loans | \$3,888 | \$3,834 | \$3,804 | \$3,774 | \$3,799 | \$4,083 | \$4,133 | \$4,342 | \$ 4,390 | \$ 4,816 | \$5,231 |
| Average assets | \$6,391 | \$6,398 | \$6,457 | \$6,530 | \$6,884 | \$6,841 | \$9,964 | \$9,858 | \$10,496 | \$10,254 | \$9,801 |
| Average deposits | \$5,980 | \$6,009 | \$6,061 | \$6,110 | \$6,388 | \$6,352 | \$7,589 | \$7,469 | \$ 7,993 | \$ 7,782 | \$7,318 |
| Market value of total client assets at period-end (in billions) (a) | \$ 151 | \$ 148 | \$ 149 | \$ 155 | \$ 158 | \$ 162 | \$ 170 | \$ 170 | \$ 164 | \$ 162 |  |
| Pre-tax operating margin (GAAP) | 30\% | 31\% | 30\% | 29\% | 30\% | 30\% | 22\% | 25\% | 27\% | 26 |  |
| Pre-tax operating margin (ex. intangible amortization) - non-GAAP | 30\% | \% 31\% | 30\% | 29\% | 30\% | 30\% | 29\% | 32\% | 33\% | 33\% |  |
| (a) Includes assets under management, before amounts subadvised by/for other sectors, of $\$ 81$ billion, $\$ 79$ billion, $\$ 78$ billion and $\$ 83$ billion in the first, second, third and fourth quarters of 2006; $\$ 84$ billion, $\$ 85$ billion, $\$ 86$ billion and $\$ 86$ billion in the first, second, third and fourth quarters of 2007; $\$ 84$ billion, $\$ 81$ billion and $\$ 77$ billion in the first, second, and third quarters of 2008. |  |  |  |  |  |  |  |  |  |  |  |
| Excluding support agreement charges, pre-tax operating (GAAP) would have been $27 \%$ and pre-tax operating margin (ex. intangible amortization) -Non-GAAP would have been $34 \%$. |  |  |  |  |  |  |  |  |  |  |  |
| Note: On June 3, 2008, we completed the sale of Mellon 1st Business Bank, National Association (N.A.); the financial results have been moved from the Wealth Management segment to the Other segment. In addition, the financial results of Mellon United National Bank (MUNB) have been moved from the Wealth Management segment to the Other segment. Historical segment results have been restated to reflect these changes. |  |  |  |  |  |  |  |  |  |  |  |

## THE BANK OF NEW YORK MELLON CORPORATION BUSINESS SEGMENTS <br> ASSET SERVICING - 11 Quarter Trend



## THE BANK OF NEW YORK MELLON CORPORATION <br> BUSINESS SEGMENTS <br> ISSUER SERVICES - 11 Quarter Trend

| (dollar amounts in millions unless otherwise noted; presented on an FTE basis) | 2006 |  |  |  | 2007 |  |  |  | 2008 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st Qtr | $\begin{aligned} & \text { 2nd } \\ & \text { Qtr } \end{aligned}$ | 3rd Qtr | 4th Qtr (a) | 1st Qtr | 2nd Qtr | 3rd Qtr | 4th Qtr | 1st Qtr | 2nd Qtr (b) |
| Revenue: |  |  |  |  |  |  |  |  |  |  |
| Securities servicing fees - Issuer services | 202 | 261 | 243 | 385 | 371 | 415 | 436 | 438 | 374 | 443 |
| Other fee revenue | 12 | 15 | 12 | 33 | 37 | 25 | 24 | 19 | 33 | 36 |
| Total fee and other revenue | 214 | 276 | 255 | 418 | 408 | 440 | 460 | 457 | 407 | 479 |
| Net interest revenue (expense) | 66 | 73 | 67 | 128 | 125 | 158 | 159 | 175 | 153 | 176 |
| Total revenue | 280 | 349 | 322 | 546 | 533 | 598 | 619 | 632 | 560 | 655 |
| Provision for credit losses |  |  | 1 | (1) |  |  |  | - |  |  |
| Noninterest expenses (ex. intangible amortization) | 171 | 189 | 182 | 293 | 291 | 297 | 291 | 324 | 318 | 347 |
| Income before taxes (ex. intangible amortization) | 109 | 160 | 139 | 254 | 242 | 301 | 328 | 308 | 242 | 308 |
| Amortization of intangible assets | - | 1 | 1 | 16 | 17 | 17 | 20 | 21 | 20 | 20 |
| Income before taxes | 109 | 159 | 138 | 238 | 225 | 284 | 308 | 287 | 222 | 288 |
| Average assets | \$9,062 | \$9,567 | \$8,924 | \$ 16,779 | \$17,848 | \$25,619 | \$30,771 | \$32,729 | \$32,227 | \$ 35,167 |
| Average deposits | \$7,474 | \$8,015 | \$7,334 | \$ 12,661 | \$13,574 | \$21,392 | \$26,186 | \$28,293 | \$27,632 | \$ 30,557 |
| Pre-tax operating margin (GAAP) | 39\% | 46\% | 43\% | 44\% | 42\% | 47\% | 50\% | 45\% | 40\% | $44{ }^{\circ}$ |
| Pre-tax operating margin (ex. intangible amortization) - non-GAAP | 39\% | 46\% | 43\% | 47\% | 45\% | 50\% | 53\% | 49\% | 43\% | 479 |

(a) The fourth quarter of 2006 includes $\$ 4$ million of severance expense.
(b) The second and third quarters of 2008 include $\$ 22$ million and $\$ 24$ million, respectively, of charges for credit monitoring related to lost tapes.

Note: The comparability of the Issuer Services trend is impacted by the acquisition of the JPMorgan Chase's Corporate Trust business (October 2006).

## THE BANK OF NEW YORK MELLON CORPORATION BUSINESS SEGMENTS <br> CLEARING SERVICES - 11 Quarter Trend

(dollar amounts in millions unless otherwise noted; presented on an FTE basis) $\qquad$ 1st Qtr 2nd Qtr 3rd Qtr $\quad$ 4th Qtr


Securities servicing fees -
Clearing \& execution services
Other fee revenue
Total fee and other revenue
Net interest revenue (expense)
Total revenue

## Provision for credit losses

Noninterest expenses (ex. intangible amortization)
Income before taxes (ex. intangible amortization)
Amortization of intangible assets
Income before taxes
Average loans
Average assets
Pre-tax operating margin (GAAP)
Pre-tax operating margin (ex. intangible amortization) - non-GAAP
(a) The third quarter of 2007 includes a $\$ 27$ million ( $\$ 28$ million of fee revenue net of $\$ 1$ million of related incentive expense) settlement received for the early termination of a contract in 2005.

Note: During the first quarter of 2008, we sold the B-Trade and G-Trade execution businesses to BNY ConvergEx Group LLC. The historical results of these businesses are included in the Clearing Services segment and have historically contributed approximately $\$ 50-60$ million of revenue and \$10-15 million of pretax income on a quarterly basis. These businesses were sold at book value with the potential for an earnout to be realized in the first quarter of 2009.

## THE BANK OF NEW YORK MELLON CORPORATION <br> BUSINESS SEGMENTS <br> TREASURY SERVICES - 11 Quarter Trend

| (dollar amounts in millions unless otherwise noted; presented on an FTE basis) | 2006 |  |  |  | 2007 |  |  |  | 2008 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st Qtr | 2nd Qtr | 3rd Qtr | 4th Qtr | 1st Qtr | 2nd Qtr | 3rd Qtr | 4th Qtr | 1st Qtr | 2nd Qtr |
| Revenue: |  |  |  |  |  |  |  |  |  |  |
| Treasury services | 113 | 112 | 114 | 111 | 110 | 114 | 114 | 118 | 121 | 12 |
| Other fee revenue | 95 | 116 | 99 | 95 | 103 | 104 | 110 | 125 | 106 | 130 |
| Total fee and other revenue | 208 | 228 | 213 | 206 | 213 | 218 | 224 | 243 | 227 | 255 |
| Net interest revenue (expense) | 122 | 123 | 122 | 126 | 135 | 131 | 140 | 161 | 182 | 153 |
| Total revenue | 330 | 351 | 335 | 332 | 348 | 349 | 364 | 404 | 409 | 408 |
| Provision for credit losses | 8 | 7 | (3) | (7) | - | - | - | - | - | - |
| Noninterest expenses (ex. intangible amortization) | 196 | 203 | 199 | 206 | 195 | 206 | 196 | 201 | 205 | 203 |
| Income before taxes (ex. intangible amortization) | 126 | 141 | 139 | 133 | 153 | 143 | 168 | 203 | 204 | 205 |
| Amortization of intangible assets | - | - | 1 | - | - | - | 7 | 7 | 7 | 7 |
| Income before taxes | 126 | 141 | 138 | 133 | 153 | 143 | 161 | 196 | 197 | 198 |
| Average loans | \$12,336 | \$12,849 | \$13,613 | \$13,946 | \$12,588 | \$ 13,191 | \$13,716 | \$14,331 | \$ 15,344 | \$ 15,606 |
| Average assets | \$20,377 | \$21,018 | \$21,162 | \$23,057 | \$19,731 | \$20,146 | \$21,166 | \$21,902 | \$24,153 | \$21,227 |
| Average deposits | \$16,104 | \$16,383 | \$16,839 | \$19,024 | \$16,061 | \$16,650 | \$17,772 | \$18,092 | \$20,056 | \$17,316 |
| Pre-tax operating margin GAAP | 38\% | 40\% | 41\% | 40\% | 44\% | 41\% | 44\% | 49\% | 48\% | 49 |
| Pre-tax operating margin (ex. intangible amortization) - non-GAAP | 38\% | 40\% | 41\% | 40\% | 44\% | 41\% | 46\% | 50\% | 50\% | 50 |

## THE BANK OF NEW YORK MELLON CORPORATION BUSINESS SEGMENTS <br> OTHER - 11 Quarter Trend

(dollar amounts in millions unless otherwise noted; presented on an FTE basis)
Revenue:
$\quad$ Total fee and other revenue
Net interest revenue (expense)
$\quad$ Total revenue
Provision for credit losses
Noninterest expenses (ex. intangible
amortization and merger \& integration
expense)
Income before taxes and extraordinary
(loss) (ex. intangible amortization and
merger \& integration expense)
Amortization of intangible assets
Merger \& integration expenses
Income before taxes and extraordinary
(loss)
Average loans
Average assets
Average deposits

| 2006 |  |  |  | 2007 |  |  |  | 2008 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1st Qtr (a) | 2nd Qtr | 3rd Qtr | 4th Qtr (b) | 1st Qtr (c) | 2nd Qtr | 3rd Qtr | 4th Qtr (d) | $\underline{1 s t ~ Q t r ~(e) ~}$ | 2nd Qtr (f) 3rdQ |
| 112 | 110 | 74 | 119 | 107 | 89 | 77 | (90) | 15 | (109) |
| 42 | 35 | 32 | 35 | 20 | 10 | 66 | 58 | 81 | (260) |
| 154 | 145 | 106 | 154 | 127 | 99 | 143 | (32) | 96 | (369) |
| (5) | (7) | (3) | (4) | (12) | (18) | - | 20 | 16 | 26 |
| 145 | 129 | 108 | 206 | 151 | 227 | 124 | 156 | 126 | 164 |


| 145 | 129 | 108 | 206 | 151 | 227 | 124 | 156 | 126 | 164 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 14 | 23 | 1 | (48) | (12) | (110) | 19 | (208) | (46) | (559) |
| 1 | 1 | 1 | 1 | - | 1 | 8 | 7 | 7 | 5 |
| - | - | 89 | 28 | 23 | 163 | 218 | 124 | 126 | 149 |


(a) The first quarter of 2006 includes a $\$ 19$ million pre-tax charge in connection with payments, awards and benefits payable to Mellon's former chairman and chief executive officer, pursuant to his employment agreement.
(b) The fourth quarter of 2006 includes $\$ 7$ million in severance and $\$ 6$ million in occupancy expenses.
(c) The first quarter of 2007 includes a $\$ 12$ million litigation reserve charge.
(d) The fourth quarter of 2007 includes a $\$ 200$ million CDO writedown.
(e) The first quarter of 2008 includes a $\$ 24$ million loss related to ABS CDO's, $\$ 22$ million related to SIVs and $\$ 28$ million related to securities backed by home equity lines of credit in the TRFC portfolio.
(f) The second quarter of 2008 includes $\$ 152$ million of securities losses related to ALT-A securities (\$72 million), CDOs (\$50 million), and the HELOC portfolio (\$30 million).

The second quarter of 2008 includes a charge ( $\$ 380$ million after tax) related to SILO transactions which reduced net interest revenue by $\$ 377$ million.
(g) The third quarter of 2008 includes $\$ 162$ million of securities losses and a $\$ 112$ million SILO/LILO charge.

Note: The Other segment primarily includes the results of leasing operations, corporate treasury activities, business exits and corporate overhead. On June 3, 2008, we completed the sale of Mellon 1st Business Bank, National Association (N.A.); the financial results have been moved from the Wealth Management segment to the Other segment. In addition, the financial results of Mellon United National Bank (MUNB) have been moved from the Wealth Management segment to the Other segment. Historical segment results have been restated to reflect these changes.

THE BANK OF NEW YORK MELLON CORPORATION
SUPPLEMENTAL INFORMATION - GAAP TO NON-GAAP RECONCILIATIONS

| Reconciliation of net income and EPS - GAAP to Non-GAAP <br> (in millions, except per share amounts) | 2007 |  |  |  |  |  | 2008 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3rd Qtr |  |  | 4th Qtr |  |  | 1st Qtr |  |  | 2nd Qtr |  |  | 3rd Qtr |  |  |  |
|  | Net income |  | EPS | Net income |  | EPS | Net income |  | EPS | Net income |  | EPS | Net income |  | EPS |  |
| Net income - GAAP | \$ | 640 | \$ 0.56 | \$ | 520 | \$0.45 | \$ | 746 | \$ 0.65 | \$ | 309 | \$0.27 | \$ | 303 | \$ | 0.26 |
| Discontinued operations income (loss) |  | (2) | - |  | - | - |  | (3) | - |  | 7 | 0.01 |  | (2) |  | - |
| Extraordinary (loss) - TRFC |  | - | - |  | 180 | 0.16 |  | - | - |  | - | - |  | - |  | - |
| Continuing operations Non-GAAP adjustments: |  | 642 | 0.56 |  | 700 | 0.61 |  | 749 | 0.65 |  | 302 | 0.26 |  | 305 |  | 0.26 |
| M\&I expenses |  | 127 | 0.11 |  | 69 | 0.06 |  | - | - |  | 89 | 0.08 |  | 66 |  | 0.06 |
| SILO/LILO charge/tax settlements |  | - | - |  | - | - |  | - | - |  | 380 | 0.33 |  | 30 |  | 0.03 |
| Support agreement charges |  | - | - |  | - | - |  | 75 | 0.07 |  | (5) | - |  | 433 |  | 0.37 |
| Continuing operations excluding M\&I expenses, SILO/LILO charge/tax settlement and support agreement charges. |  | 769 | 0.67 |  | 769 | 0.67 |  | 824 | 0.72 |  | 766 | 0.67 |  | 834 |  | 0.72 |
| Intangible amortization |  | 84 | 0.07 |  | 78 | 0.07 |  | 75 | 0.07 |  | 77 | 0.07 |  | 74 |  | 0.06 |
| Continuing operations excluding M\&I expenses, SILO/LILO charge/tax settlement, support agreement charges, and intangible amortization. | \$ | 853 | \$ 0.75 (a) | \$ | 847 | \$0.74 | \$ | 899 | \$0.78 (a) | \$ | 843 | \$0.74 | \$ | 908 | \$ | 0.79 (a) |

Reconciliation of total revenue
(dollar amounts in millions)
Fee and other revenue
Net interest revenue
Total revenue - GAAP
FTE Increment
SILO/LILO charge
Securities writedowns
Total revenue (FTE), excluding SILO/LILO charge and securities writedowns

| 2007 |  | 2008 |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 3rd Qtr | 4th Qtr | 1st Qtr | 2nd Qtr | 3rd Qtr |
| \$2,931 | \$3,047 | \$2,980 | \$ 2,982 | \$2,923 |
| 669 | 752 | 767 | 411 | 703 |
| 3,600 | 3,799 | 3,747 | 3,393 | 3,626 |
| 14 | 16 | 15 | 15 | 16 |
| - | - | - | 377 | 112 |
| 9 | 191 | 73 | 152 | 162 |
| \$3,623 | \$4,006 | \$3,835 | \$3,937 | \$3,916 |

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## THE BANK OF NEW YORK MELLON CORPORATION BUSINESS SEGMENTS

| (dollar amounts in millions unless otherwise noted; presented on an FTE basis) | Asset Management |  | Wealth Management |  | Asset Servicing |  | Issuer Services |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 | 2006 | 2007 | 2006 | 2007 | 2006 | 2007 | 2006 |
| Revenue: |  |  |  |  |  |  |  |  |
| Securities servicing fees |  |  |  |  |  |  |  |  |
| Asset servicing | 99 | 72 | 16 | 10 | 2,740 | 2,246 | - | - |
| Issuer services | - | - | - | - | - | - | 1,660 | 1,091 |
| Clearing services | 12 | 9 | - | - | - | 29 | - | 7 |
| Total securities servicing fees | 111 | 81 | 16 | 10 | 2,740 | 2,275 | 1,660 | 1,098 |
| Asset and wealth management | 2,724 | 2,138 | 609 | 567 | - | - | - | - |
| Performance fees | 171 | 393 | - | - | - | - | - |  |
| Foreign exchange \& other trading | 14 | 9 | 3 | - | 604 | 471 | 37 | 28 |
| Treasury services | - | - | 3 | - | 11 | 8 | - | - |
| Distribution and service fees | 357 | 278 | 1 | 4 | 2 | - | 1 |  |
| Financing-related fees | 8 | - | 8 | 8 | 40 | 54 | - | - |
| Investment Income | (10) | 19 | - | - | - | - | - | - |
| Other | (83) | (39) | (9) | (2) | 170 | 114 | 66 | 37 |
| Total fee revenue | 3,292 | 2,879 | 631 | 587 | 3,567 | 2,922 | 1,764 | 1,163 |
| Securities gains (losses) | (9) | - | - | - | - | - | 1 | - |
| Total fee and other revenue | 3,283 | 2,879 | 631 | 587 | 3,567 | 2,922 | 1,765 | 1,163 |
| Net interest revenue (expense) | 14 | 1 | 170 | 174 | 755 | 573 | 617 | 334 |
| Total revenue | 3,297 | 2,880 | 801 | 761 | 4,322 | 3,495 | 2,382 | 1,497 |
| Provision for credit losses | - | - | - | - | - | - | - | - |
| Noninterest expenses (ex. intangible amortization and merger \& integration expense) | 2,150 | 1,891 | 558 | 532 | 2,976 | 2,647 | 1,203 | 835 |
| Income before taxes and extraordinary (loss) (ex. intangible amortization and merger \& integration expense) | 1,147 | 989 | 243 | 229 | 1,346 | 848 | 1,179 | 662 |
| Amortization of intangible assets | 166 | 32 | 29 | - | 18 | 35 | 75 | 18 |
| Merger \& integration expense | - | - | - | - | - | - | - | - |
| Income before taxes and extraordinary (loss) | 981 | 957 | 214 | 229 | 1,328 | 813 | 1,104 | 644 |
| Average loans | \$ - | \$ - | \$4,089 | \$3,825 | \$ 7,810 | \$ 5,853 | \$ | \$ |
| Average assets | \$9,413 | \$3,571 | \$8,387 | \$6,444 | \$42,818 | \$35,377 | \$26,742 | \$ 11,083 |
| Average deposits | \$ | \$ - | \$6,950 | \$6,040 | \$38,034 | \$31,163 | \$22,361 | \$ 8,871 |
| Market value of assets under management at period-end (in billions) | \$1,044 | \$ 934 | \$ 77 | \$ 77 | \$ | \$ | \$ | \$ |
| Market value of assets under custody and administration at period-end (in billions) | \$ 4 | \$ 3 | \$ 85 | \$ 71 | \$22,988 | \$19,906 | \$ | \$ |
| Market value of securities on loan at period-end (in billions) | \$ - | \$ - | \$ - | \$ - | \$ 633 | \$ 607 | \$ | \$ |
| Pre-tax operating margin (GAAP) | 30\% | 33\% | 27\% | 30\% | 31\% | 23\% | 46\% | 43\% |
| Pre-tax operating margin (ex. intangible amortization and merger \& integration expense) - non-GAAP | 35\% | 34\% | 30\% | 30\% | 31\% | 24\% | 49\% | 44\% |
| MEMO: |  |  |  |  |  |  |  |  |
| Securities lending revenue |  |  |  |  | 438 | 290 |  |  |

Note: See pages 8-14 for details of revenue/expense items impacting respective sector results.
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| (dollar amounts in millions unless otherwise noted; presented on an FTE basis) | Clearing Services |  | Treasury Services |  | Other |  | Consolidated Results |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 | 2006 | 2007 | 2006 | 2007 | 2006 | 2007 | 2006 |
| Revenue: |  |  |  |  |  |  |  |  |
| Securities servicing fees |  |  |  |  |  |  |  |  |
| Asset servicing | - | - | 13 | - | (2) | 1 | 2,866 | 2,329 |
| Issuer services |  |  | - |  |  |  | 1,660 | 1,091 |
| Clearing services | 1,165 | 1,177 | - | - | - | 2 | 1,177 | 1,224 |
| Total securities servicing fees | 1,165 | 1,177 | 13 | - | (2) | 3 | 5,703 | 4,644 |
| Asset and wealth management | 46 | 37 | - | - | 19 | 5 | 3,398 | 2,747 |
| Performance fees | - | - | - | - | - | - | 171 | 393 |
| Foreign exchange \& other trading | 51 | 42 | 167 | 105 | 25 | 12 | 901 | 667 |
| Treasury services | - | - | 456 | 450 | 10 | 22 | 480 | 480 |
| Distribution and service fees | - | - | 14 | 4 | - | (2) | 375 | 284 |
| Financing-related fees | 2 | - | 176 | 211 | 1 | 22 | 235 | 295 |
| Investment Income | - | - | 12 | 10 | 250 | 253 | 252 | 282 |
| Other | 96 | 103 | 60 | 75 | 69 | 95 | 369 | 383 |
| Total fee revenue | 1,360 | 1,359 | 898 | 855 | 372 | 410 | 11,884 | 10,175 |
| Securities gains (losses) | - | - | - | - | (189) | - 5 | (197) | 5 |
| Total fee and other revenue (a) | 1,360 | 1,359 | 898 | 855 | 183 | 415 | 11,687 | 10,180 |
| Net interest revenue (expense) (b) | 304 | 278 | 567 | 493 | 154 | 144 | 2,581 | 1,997 |
| Total revenue (c) | 1,664 | 1,637 | 1,465 | 1,348 | 337 | 559 | 14,268 | 12,177 |
| Provision for credit losses | - | (4) | - | 5 | (10) | (19) | (10) | (18) |
| Noninterest expenses (ex. intangible amortization and merger \& integration expense) | 1,192 | 1,171 | 798 | 804 | 658 | 588 | 9,535 | 8,468 |
| Income before taxes and extraordinary (loss) (ex. intangible amortization and merger \& integration expense) | 472 | 470 | 667 | 539 | (311) | (10) | 4,743 | 3,727 |
| Amortization of intangible assets | 24 | 30 | 14 | 1 | 16 |  | 342 | 120 |
| Merger \& integration expense | - | - | - | - | 528 | 117 | 528 | 117 |
| Income before taxes and extraordinary (loss) | 448 | 440 | 653 | 538 | (855) | (131) | 3,873 | 3,490 |
| Average loans | \$ 6,843 | \$ 6,692 | \$13,457 | \$13,186 | \$12,423 | \$ 9,967 | \$ 44,622 | \$ 39,523 |
| Average assets | \$ 14,378 | \$16,436 | \$20,736 | \$21,404 | \$46,443 | \$51,044 | \$168,916 | \$145,358 |
| Average deposits | \$ | \$ | \$17,144 | \$17,088 | \$16,323 | \$17,096 | \$100,812 | \$ 80,258 |
| Market value of assets under management at period-end (in billions) | \$ | \$ | \$ | \$ | \$ - | \$ | \$ 1,121 | \$ 1,011 |
| Market value of assets under custody and administration at period-end (in billions) | \$ | \$ | \$ | \$ | \$ | \$ | \$ 23,077 | \$ 19,980 |
| Market value of securities on loan at period-end (in billions) | \$ | \$ | \$ | \$ | \$ | \$ | \$ 633 | \$ 607 |
| Pre-tax operating margin (GAAP) | 27\% | 27\% | 45\% | 40\% | n/m | n/m | 27\% | 29\% |
| Pre-tax operating margin (ex. intangible amortization and merger \& integration expense) - non-GAAP | 28\% | 29\% | 46\% | 40\% | n/m | n/m | 33\% | 31\% |

(a) Consolidated results include FTE impact of $\$ 36$ million and $\$ 40$ million for 2006 and 2007, respectively.
(b) Consolidated results include FTE impact of $\$ 38$ million and $\$ 22$ million for 2006 and 2007, respectively.
(c) Consolidated results include FTE impact of $\$ 74$ million and $\$ 62$ million for 2006 and 2007, respectively.

Note:See pages 8-14 for details of revenue/expense items impacting respective sector results.
$n / m$ - not meaningful

## THE BANK OF NEW YORK MELLON CORPORATION <br> CONTINUING OPERATIONS - 11 Quarter Trend <br> NONPERFORMING ASSETS

| (dollar amounts in millions) | 2006 |  |  |  | 2007 |  |  |  | 2008 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st Qtr | 2nd Qtr | 3rd Qtr | 4th Qtr | 1st Qtr | 2nd Qtr | 3rd Qtr | 4th Qtr | 1st Qtr | $\begin{aligned} & \text { 2nd } \\ & \text { Qtr } \end{aligned}$ | 3rd Qtr |
| Loans: |  |  |  |  |  |  |  |  |  |  |  |
| Commercial | \$ 13 | \$ 10 | \$ 29 | \$ 26 | \$ 15 | \$ 16 | \$ 18 | \$ 39 | \$ 50 | \$ 52 | \$ 65 |
| Commercial real estate | - | - | - | - | 1 | 1 | - | 40 | 49 | 106 | 118 |
| Residential real estate | 2 | 2 | 2 | 3 | 4 | 5 | 11 | 20 | 33 | 55 | 75 |
| Foreign | 13 | 10 | 10 | 9 | 9 | 6 | 6 | 87 | 78 | 60 | 1 |
| Lease finance assets | 10 | 12 | 1 | 1 | 1 | 1 | - | - | - | - | - |
| Total nonperforming loans | 38 | 34 | 42 | 39 | 30 | 29 | 35 | 186 | 210 | 273 | 259 |
| Other assets owned | - | 12 | - | 1 | 2 | 1 | 2 | 4 | 5 | 6 | 8 |
| Total acquired property | 3 | - | - | 2 | - | - | - | - | - | - | - |
| Total nonperforming assets | \$ 41 | \$ 46 | \$ 42 | \$ 42 | \$ 32 | \$ 30 | \$ 37 | \$ 190 | \$ 215 | \$ 279 | \$ 267 |
| Nonperforming assets ratio | 0.1\% | 0.1\% | 0.1\% | 0.1\% | 0.1\% | 0.1\% | 0.1\% | 0.4\% | 0.4\% | 0.5\% | 0.4\% |
| Allowance for loan losses/nonperforming loans | 1,036.8 | 1,161.8 | 938.1 | 879.5 | 1,140.0 | 1,124.1 | 948.6 | 175.8 | 149.5 | 129.3 | 140.9 |
| Allowance for loan losses/nonperforming assets | 961.0 | 858.7 | 938.1 | 816.7 | 1,068.8 | 1,086.7 | 897.3 | 172.1 | 146.0 | 126.5 | 136.7 |
| Total allowance for credit losses/nonperforming assets | 1,621.1 | 1,820.6 | 1,454.8 | 1,479.5 | 1,893.3 | 1,879.3 | 1,457.1 | 265.6 | 231.9 | 178.0 | 190.7 |
| Total allowance for credit losses/nonperforming |  |  |  |  |  |  |  |  |  |  |  |
| assets | 1,502.4 | 1,345.7 | 1,454.8 | 1,373.8 | 1,775.0 | 1,816.7 | 1,378.4 | 260.0 | 226.5 | 174.2 | 185.0 |

## THE BANK OF NEW YORK MELLON CORPORATION

## CONTINUING OPERATIONS - 11 Quarter Trend

## ALLOWANCE FOR CREDIT LOSSES, PROVISION AND NET CHARGE-OFFS

| (dollar amounts in millions) | 2006 |  |  |  | 2007 |  |  |  | 2008 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st Qtr | 2nd Qtr | 3rd Qtr | 4th Qtr | 1st Qtr | 2nd Qtr | 3rd Qtr | 4th Qtr | 1st Qtr | 2nd Qtr | 3rd Qtr |
| Allowance for credit losses: |  |  |  |  |  |  |  |  |  |  |  |
| Allowance for loan losses | \$ 389 | \$ 394 | \$ 395 | \$ 394 | \$ 343 | \$ 342 | \$ 326 | \$ 332 | \$ 327 | \$ 314 | \$ 353 |
| Allowance for lending-related commitments | 222 | 222 | 224 | 217 | 234 | 226 | 219 | 178 | 167 | 173 | 133 |
| Allowance at beginning of period | 611 | 616 | 619 | 611 | 577 | 568 | 545 | 510 | 494 | 487 | 486 |
| Net (charge-offs)/recoveries |  |  |  |  |  |  |  |  |  |  |  |
| Recoveries | 6 | 9 | - | 1 | 8 | 5 | 2 | ) | 1 | - | - |
| Total Net (charge-offs)/recoveri | S | 7 | - | (24) | 3 | 5 | (35) | (36) | (13) | (13) | (22) |
| Provision for credit losses | 1 | (4) | (5) | (10) | (12) | (18) | - | 20 | 16 | 25 | 30 |
| Impact of Merger | - | - | - | - | - | (10) | - | - | - | - | - |
| Transfer to Discontinued Operations | - | - | (3) | - | - | - | - | - | - | - | - |
| Sale of Mellon 1st Business Bank | - | - | - | - | - | - | - | - | - | (13) | - |
| SFAS 159 Adoption | - | - | - | - | - | - | - | - | (10) | - | - |
|  |  |  |  |  |  |  |  |  |  | - | - |
| Allowance at end of period | 616 | 619 | 611 | 577 | 568 | 545 | 510 | 494 | 487 | 486 | 494 |
| Allowance for loan losses | \$ 394 | \$ 395 | \$ 394 | \$ 343 | \$ 342 | \$ 326 | \$ 332 | \$ 327 | \$ 314 | \$ 353 | \$ 365 |
| Allowance for lending |  |  |  |  |  |  |  |  |  |  |  |
| related-commitments | 222 | 224 | 217 | 234 | 226 | 219 | 178 | 167 | 173 | 133 | 129 |
| Allowance at end of period | 616 | 619 | 611 | 577 | 568 | 545 | 510 | 494 | 487 | 486 | 494 |
| Allowance for loan losses as a percentage of total loans (a) | 1.02\% | 0.93\% | 0.99\% | 0.79\% | 0.77\% | 0.72\% | 0.65\% | 0.64\% | 0.60\% | 0.70\% | 0.62\% |

(a) Excluding purchase accounting adjustments.

