EX-99.2 3 dex992.htm THIRD QUARTER FINANCIAL TRENDS

Exhibit 99.2

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"), 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

| | | 20 | 006 | | | 2 | 007 | | | | 2008 | | |
|--------------------------------------------------------------------------------|--------------|--------------|--------------|-----------------|--------------|--------------|----------------|---------------|---------------|-------|--------------|--------|------------------|
| (dollar amounts in millions unless otherwise noted; presented on an FTE basis) | 1st Qtr | 2nd Qtr | 3rd Ofr | 4th Qtr | 1et Otr | 2nd Qtr | 3rd Qtr | 4th Qtr | 1st Qtr | 2n | d Qtr (a) | 3rc | l Qtr (a) |
| Revenue: | 1st Qti | <u>Qu</u> | 31u Qu | <u>4111 Q11</u> | 1st Qti | <u>Qu</u> | <u>siu Qii</u> | 4111 Q11 | 1st Qti | 211 | u Qu (u) | 310 | Qti (a) |
| Securities servicing fees | | | | | | | | | | | | | |
| Asset servicing | \$ 554 | \$ 606 | | | | \$ 694 | \$ 720 | \$ 812 | \$ 899 | \$ | 864 | \$ | 803 |
| Issuer services | 202 | 261 | 243 | 385 | 371 | 415 | 436 | 438 | 376 | | 444 | | 477 |
| Clearing & execution services | 337 | 331 | <u>296</u> | <u> 260</u> | 274 | 285 | <u>304</u> | 314 | <u> 267</u> | _ | <u>270</u> | _ | 262 |
| Total securities servicing | 1 002 | 1 100 | 1 112 | 1 2 10 | 1.005 | 1 20 1 | 1.460 | 1.54 | 1.540 | | 1.550 | | 1 7 10 |
| fees Asset and wealth management fees | 1,093 626 | 1,198 661 | 1,113 685 | 1,240 775 | 1,285 801 | 1,394 856 | 1,460 854 | 1,564 887 | 1,542 842 | | 1,578 844 | | 1,542 792 |
| 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 | 73 | 57 | 63 | 89 | 71 | 87 | 31 | 63 | 32 | | 56 | | 28 |
| Other | 95 | 86 | <u> 97</u> | 105 | 97 | 89 | <u> 101</u> | 82 | 97 | | 53 | | 64 |
| Total fee revenue | 2,386 | | 2,419 | 2,848 | 2,748 | 2,938 | 2,949 | 3,249 | 3,062 | | 3,145 | | 3,096 |
| Securities gains (losses) | (4 | 3 | 4 | 2 | 2 | 1 | <u>(9)</u> | <u>(191</u>) | <u>(73)</u> | _ | (152) | | (162) |
| Total fee and other | | | | • 0 • 0 | | • 000 | • • • • | 2050 | • 000 | | • 000 | | • • • • |
| revenue | 2,382 | 2,525 | 2,423 | 2,850 | 2,750 | 2,939 | 2,940 | 3,058 | 2,989 | | 2,993 | | 2,934 |
| Net interest revenue | 470 | 481 | 481 | 565 | 558 | 592 | <u>674</u> | 757 | 773 | _ | 415 | _ | 708 |
| Total revenue Provision for credit losses | 2,852 1 | 3,006 | 2,904 | 3,415 | 3,308 | 3,531 | 3,614 | 3,815 | 3,762 | | 3,408 25 | | 3,642 30 |
| Noninterest expenses (ex. intangible | 1 | (4) |) (5) | (10) | (12) | (18) | _ | 20 | 16 | | 25 | | 30 |
| amortization and merger & integration | | | | | | | | | | | | | |
| expense) | 1,991 | 2,062 | 2,036 | 2,379 | 2,242 | 2,439 | 2,357 | 2,497 | 2,373 | | 2,481 | | 3,101 |
| Income before taxes and extraordinary | , | , | , | , | , | , | , | , | , | | , | | , |
| (loss) (ex. intangible amortization and | | | | | | | | | | | | | |
| merger & integration expense) | 860 | 948 | 873 | 1,046 | 1,078 | 1,110 | 1,257 | 1,298 | 1,373 | | 902 | | 511 |
| Amortization of intangible assets | 20 | 22 | 21 | 57 | 40 | 40 | 131 | 131 | 122 | | 124 | | 120 |
| Merger & integration expense | | | 89 | 28 | 23 | <u>163</u> | 218 | 124 | <u>126</u> | _ | 149 | _ | 111 |
| Income before taxes and extraordinary | 0.40 | 001 | = 62 | 0.61 | 1.015 | 00= | 000 | 1.042 | 1 105 | | (20) | | 200 |
| (loss) | 840 | 926 | 763 | 961 | 1,015 | 907 | 908 | 1,043 | 1,125 | | 629 | | 280 |
| Income taxes | | | | | | | <u> 266</u> | 343 | <u>376</u> | _ | 327 | _ | (25) |
| Income before extraordinary (loss) Extraordinary (loss) on consolidation of | | | | | | | 642 | 700 | 749 | | 302 | | 305 |
| commercial paper conduit, net of tax | | | | | | | _ | (180) | _ | | _ | | _ |
| Net income (loss) | | | | | | | \$ 642 | \$ 520 | \$ 749 | \$ | 302 | \$ | 305 |
| | | | | | | | | | | | | Φ | |
| EPS from continuing operations (b) Market value of assets under | | | | | | | \$ 0.67 | \$ 0.67 | \$ 0.72 | \$ | 0.34 | Þ | 0.32 |
| management at period-end (in billions) | \$ 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 | ψ 013 | ψ 002 | ψ /20 | Ψ1,011 | Ψ1,025 | Ψ1,002 | Ψ1,100 | Ψ1,121 | Ψ1,105 | Ψ | 1,113 | Ψ | 1,007 |
| administration at period-end (in | | | | | | | | | | | | | |
| trillions) | \$ 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) | \$ 525 | \$ 562 | \$ 590 | \$ 607 | \$ 661 | \$ 678 | \$ 663 | \$ 633 | \$ 660 | \$ | 588 | \$ | 470 |
| Pre-tax operating margin | | | | | | | | | | | | | |
| GAAP-before extraordinary (loss) | | | | | | | 25% | | | | 18% | | 8% |
| Non-GAAP adjusted (c) Return on average tangible common | | | | | | | 35% | 34% | 37% | 0 | 34% | 0 | 36% |
| equity (annualized): | | | | | | | | | | | | | |
| GAAP-before extraordinary (loss) | | | | | | | 33.2% | 33.0% | 35.8% | 6 | 18.5% | , D | 19.0% |
| Non-GAAP adjusted (d) | | | | | | | 39.0% | | | | 41.2% | | 45.5% |
| Return on common equity (annualized) | | | | | | | / \ | / • | / | | / | | |
| GAAP-before extraordinary (loss) | | | | | | | 8.9% | 9.5% | 10.2% | o | 4.3% | Ó | 4.3% |
| Non-GAAP adjusted (c) | | | | | | | 11.8% | 11.6% | 12.4% | o | 11.9% | Ó | 12.9% |
| Non-U.S. percent of revenue (FTE) (e) | | | | | | | 30% | 32% | 33% | o | 35% | Ó | 34% |
| (a) The second and third quarters of 2009 | :1 1 - | CH O/LI | I O /tax a | .441 | _1 | 1.:1 | 114 | | uanua (ET | T . L | ¢277 | :11: | and |

⁽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.

 $⁽c) \qquad \textit{Calculated excluding M\&I expenses, intangible amortization expenses, the SILO/LILO/tax settlements and support agreement charges.}$

⁽d) Calculated excluding M&I expenses, SILO/LILO/tax settlements and support agreement charges.

(e) The second and third quarters of 2008 percentages exclude the impact of the SILO/LILO charges; including the SILO/LILO charge the total Non-U.S. revenue percentage were 39% and 35%, respectively.

Note: See pages 3 through 5 for additional details of revenue/expense items impacting continuing operations.

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

| | | 20 | 006 | | | | 200 | 7 | | | | | | 2008 | | |
|-------------------------------------------------|---------------------|--------------------------|---------------|-----------------------------------------|---------|-----------------------------------------|------------|-------------|-----|---------------|------------|----------------|------------|-----------|-----|------------------|
| | | 2nd | | 4.2.0. | 4 . 0 . | 2nd | _ | 10(() | 4.1 | 04 (1) | _ | 04 () | • | 104 (1) | _ | 104 (1) |
| (dollar amounts in millions un | le <u>AsbQter</u> w | ise <u>nQted)</u> | 3rd Qtr | 4th Qtr | 1st Qtr | _Qtr_ | <u>3rc</u> | d Qtr (a) | 4th | Qtr (b) | <u>1st</u> | Qtr (c) | <u>2nc</u> | d Qtr (d) | 3rc | l Qtr (e) |
| Securities servicing fees | | | | | | | | | | | | | | | | |
| Asset | | | | | | | | | | | | | | | | |
| servicing | \$ 554 | \$ 606 | \$ 574 | \$ 595 | \$ 640 | \$ 694 | \$ | 720 | \$ | 812 | \$ | 899 | \$ | 864 | \$ | 803 |
| Issuer services | | 261 | 243 | 385 | 371 | 415 | Ψ | 436 | Ψ | 438 | Ψ | 376 | Ψ | 444 | Ψ | 477 |
| Clearing & | | | | | | | | | | | | | | | | |
| execution | | | | | | | | | | | | | | | | |
| services | 337 | 331 | 296 | 260 | 274 | 285 | | 304 | | 314 | | 267 | | 270 | | 262 |
| Total | | | | | | | | | | | | | | | | |
| securit | ies | | | | | | | | | | | | | | | |
| servici | 0 | | | | | | | | | | | | | | | |
| fees | 1,093 | 1,198 | 1,113 | 1,240 | 1,285 | 1,394 | | 1,460 | | 1,564 | | 1,542 | | 1,578 | | 1,542 |
| Asset and wealth | | | | | | | | | | | | | | | | |
| management fees | | 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 | 127 | 156 | 182 | 176 | | 238 | | 305 | | 259 | | 308 | | 385 |
| Treasury services | 172 121 | 120 | 137 121 | 118 | 116 | 170 | | 238 122 | | 305 121 | | 124 | | 130 | | 385 130 |
| Distribution and | 121 | 120 | 121 | 110 | 110 | 121 | | 122 | | 121 | | 124 | | 130 | | 130 |
| servicing | 63 | 68 | 73 | 80 | 84 | 83 | | 95 | | 113 | | 98 | | 110 | | 107 |
| Financing-related | 0.5 | 00 | 75 | 00 | 04 | 0.5 | |)5 | | 113 | | 70 | | 110 | | 107 |
| 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 | 0.40 | | , ,,, | , ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | , ,,, | , ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | , | 040 | , | 000 | , | =00 | , | 000 | , | 040/ |
| (FTE) (f) | 84% | 6 84% | 6 83% | 6 83% | 6 83% | 6 83% | o | 81% | 0 | 80% | 0 | 79% | o | 88% | 0 | 81% |
| Market value of assets | | | | | | | | | | | | | | | | |
| under management at period-end (in billions) | ¢ 012 | ¢ 000 | \$ 026 | ¢1 011 | ¢1.025 | ¢1.002 | Ф | 1 106 | ф | 1 121 | ф | 1 105 | Φ | 1 112 | ¢ | 1.067 |
| Market value of assets | ф 013 | φ 002 | φ <i>92</i> 0 | φ1,011 | \$1,023 | φ1,002 | Φ | 1,106 | Ф | 1,121 | Ф | 1,103 | φ | 1,113 | φ | 1,067 |
| under custody and | | | | | | | | | | | | | | | | |
| administration at | | | | | | | | | | | | | | | | |
| period-end (in | | | | | | | | | | | | | | | | |
| trillions) | \$ 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) | \$ 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 | 1304 | 1301 | 1300 | 1200 | 1424 | 1 407 | | 1.400 | | 1407 | | 1252 | | 1251 | | 1050 |
| 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

| | | | | | Quarter l | Ended | | | | |
|-------------------------------------------------------|-----------|---------|-----------|----------|-----------|---------|---------------|-------------------|-------------|-----------------|
| | September | | December | 31, 2007 | March 3 | 1, 2008 | June 30, | 2008 | September | 30, 2008 |
| (1.11 | Average | Average | Average | Average | Average | Average | Average | Average | Average | Average |
| (dollar amounts in millions) Assets | balance | rates | balance | _rates_ | balance | rates | balance | <u>rates</u> | balance | _rates_ |
| Interest-earning assets: | | | | | | | | | | |
| Interest-bearing deposits | | | | | | | | | | |
| with banks (primarily | | | | | | | | | | |
| foreign) | \$ 34,461 | 4.83% | \$ 37,107 | 4.75% | \$ 38,658 | 4.28% | \$ 43,361 | 3.82% | \$ 43,999 | 3.90% |
| Other Short Term | + + -, | | +, | | | | | | +, | |
| Investment (FRB) | _ | | | _ | _ | _ | _ | _ | 954 | 2.95 |
| Federal funds sold and | | | | | | | | | | |
| securities under resale | | | | | | | | | | |
| agreements | 5,504 | 5.26 | 7,096 | 4.66 | 8,199 | 3.15 | 6,744 | 2.21 | 7,029 | 1.97 |
| 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 | 404 | 4.50 | 500 | 4.10 | 420 | 2.40 | | 2.05 | (= 0 | 2.02 |
| obligations | 401 | 4.59 | 502 | 4.18 | 430 | 3.48 | 552 | 3.05 | 679 | 3.03 |
| U.S. government | 11 (71 | 5.54 | 11.771 | 5 OF | 11 222 | 4.74 | 11 000 | 4.27 | 11 540 | 4.20 |
| agency obligations Obligations of states | 11,671 | 5.56 | 11,761 | 5.27 | 11,333 | 4.74 | 11,098 | 4.27 | 11,542 | 4.30 |
| 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 |
| | 40,037 | 3.00 | 49,310 | 3.40 | 47,703 | 3.10 | 40,555 | 4.72 | 43,323 | 3.03 |
| Total interest-earni | na | | | | | | | | | |
| assets | 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) | 3.32 | (332) | 5.00 | (311) | | (310) | 3.03 (0) | (355) | 3.71 (c) |
| 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 | |
| | ψ105,020 | | φ1)2,507 | | Ψ200,770 | | φ1/3,/// | | ψ170,027 | |
| <u>Liabilities and shareholders'</u> <u>equity</u> | | | | | | | | | | |
| Interest-bearing liabilities: | | | | | | | | | | |
| Money market rate | | | | | | | | | | |
| accounts | \$ 17,204 | 3.38% | \$ 16,190 | 2 74% | \$ 13,296 | 1 63% | \$ 13,590 | 0.96% | \$ 12,503 | 0.88% |
| Savings | 793 | 3.09 | 802 | 2.72 | 913 | 2.33 | 980 | 1.74 | 986 | 1.13 |
| Certificates of deposit of | 175 | 3.07 | 002 | 2.72 | 713 | 2.55 | 700 | 1.74 | 700 | 1.13 |
| \$100,000 & over | 3,025 | 5.37 | 2,547 | 5.37 | 2,313 | 4.09 | 2,116 | 2.71 | 1,928 | 2.28 |
| 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-beari | ng | | | | | | | | | |
| deposits | 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 | | | | | | | | | | |
| repurchase agreements | 4,655 | 4.29 | 3,956 | 3.89 | 4,750 | 2.18 | 4,338 | 1.05 | 5,334 | 1.18 |
| 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 | <u>16,841</u> | 3.58 | 15,993 | 3.62 |
| Total | | | | | | | | | | |
| interest-beari | 0 | | | | | | | | | |
| liabilities | 108,398 | 4.06 | 114,049 | 3.60 | 123,041 | 2.90 | 124,354 | 2.20 | 118,347 | 2.14 |
| | | | | | | | | | | |

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| 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 | ¢102.097 | \$200,790 | \$ 105 007 | ¢ 109 927 | |
| • • | \$105,020 | <u>\$192,987</u> | \$200,790 | <u>\$195,997</u> | <u>\$198,827</u> | |
| Net interest margin - Taxable equivalent basis Net interest margin -Excluding the | | 2.02% (a) | 2.16% | 2.14% | 1.16% | 1.96% |
| SILO/LILO charge | | | | | 2.21% | |

- (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.

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THE BANK OF NEW YORK MELLON CORPORATION CONTINUING OPERATIONS - 11 Quarter Trend NONINTEREST EXPENSE

| | | | 20 | 006 | | | | | 200 | 7 | | | 2008 | | |
|-----------------------------------------|-----|-----------|---------|-------------|-----------|-------|-----------|-------|------------|---------------|---------------|--------------------|---------------|-----|------------------|
| (dollar amounts in millions) | 1st | t Qtr (a) | 2nd Qtr | 3rd Qtr 4tl | n Qtr (b) | 1st Q | (c) | 2nd Q | tr (d) | 3rd Qtr (e) | 4th Qtr | <u>1st Qtr (f)</u> | 2nd Qtr (g) | 3rc | l Qtr (g) |
| Staff: | | | | | | | | | | | | | | | |
| Compensation | \$ | 652 | \$ 664 | \$ 683 \$ | 742 | \$ | 739 | \$ | 754 | \$ 764 | \$ 758 | \$ 795 | \$ 804 | \$ | 804 |
| Incentives | | 290 | 306 | 301 | 447 | | 327 | | 362 | 347 | 443 | 366 | 386 | | 242 |
| Employee benefits | | 176 | 172 | 172 | 182 | | 191 | | 187 | 169 | 164 | 191 | 201 | | 172 |
| Total staff | | 1,118 | 1,142 | 1,156 | 1,371 | 1 | 1,257 | 1 | 1,303 | 1,280 | 1,365 | 1,352 | 1,391 | | 1,218 |
| Professional, legal and other purchased | | | | | | | | | | | | | | | |
| services | | 185 | 198 | 209 | 248 | | 245 | | 253 | 241 | 272 | 252 | 280 | | 287 |
| Net occupancy | | 127 | 126 | 121 | 141 | | 135 | | 172 | 144 | 145 | 129 | 139 | | 164 |
| Distribution and servicing | | 108 | 119 | 114 | 132 | | 132 | | 141 | 127 | 133 | 130 | 131 | | 133 |
| Furniture and equipment | | 76 | 72 | 72 | 76 | | 78 | | 80 | 80 | 82 | 79 | 79 | | 80 |
| Business development | | 48 | 56 | 52 | 66 | | 58 | | 72 | 56 | 72 | 66 | 75 | | 62 |
| Software | | 75 | 74 | 69 | 79 | | 72 | | 77 | 91 | 78 | 79 | 88 | | 78 |
| Sub-custodian and clearing | | 97 | 109 | 97 | 85 | | 87 | | 104 | 110 | 115 | 70 | 83 | | 80 |
| Other | | 157 | 166 | 146 | 181 | | 178 | | 237 | 228 | 232 | 202 | 224 | | 273 |
| Subtotal | \$ | 1,991 | \$2,062 | \$2,036 \$ | 2,379 | \$ 2 | 2,242 | \$ 2 | 2,439 | \$ 2,357 | \$ 2,494 | \$ 2,359 | \$ 2,490 | \$ | 2,375 |
| Support agreement charges | | _ | _ | _ | _ | | _ | | _ | _ | 3 | 14 | (9) | | 726 |
| Amortization of intangible assets | | 20 | 22 | 21 | 57 | | 40 | | 40 | 131 | 131 | 122 | 124 | | 120 |
| Merger & integration expense: | | | | | | | | | | | | | | | |
| The Bank of New York Mellon | | | | | | | | | | | | | | | |
| Corporation | | _ | _ | 89 | 11 | | 12 | | 151 | 205 | 111 | 121 | 146 | | 107 |
| Acquired Corporate Trust | | | | | | | | | | | | | | | |
| Business | | | | | 17 | | 11 | | 12 | 13 | 13 | 5 | 3 | | 4 |
| Total noninterest expense | \$ | 2,011 | \$2,084 | \$2,146 \$ | 2,464 | \$ 2 | 2,305 | \$ 2 | 2,642 | \$ 2,706 | \$ 2,752 | \$ 2,621 | \$ 2,754 | \$ | 3,332 |
| Employees at period-end (h) | | n/a | n/a | n/a | n/a | , | n/a | | n/a | 40,600 | 42,500 | 42,600 | 43,100 | | 43,200 |

- (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 \$26 million in severance, \$16 million of impairment charges and \$6 million in additional occupancy reserves.
- (c) The first quarter of 2007 includes a \$12 million litigation reserve charge.
- (d) The second quarter of 2007 includes a \$46 million charge for the early redemption of junior subordinated debentures, \$30 million for exit costs associated with excess office space and a \$5 million litigation reserve charge.
- (e) The third quarter of 2007 includes a \$32 million write-off of the remaining interests in a hedge fund manager sold in 2006, \$1 million of incentive expense related to a settlement received by the Clearing Services segment for the early termination of a contract in 2005, and a \$6 million write-off of internally developed software.
- (f) The first quarter of 2008 includes a \$25 million writedown of seed capital investments related to a former affiliated hedge fund manager.
- (g) The second and third quarters of 2008 include \$22 million and \$24 million, respectively, of charges for credit monitoring related to lost tapes.
- (h) Represents full time employees.
- n/a Information not available on a combined basis.

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THE BANK OF NEW YORK MELLON CORPORATION ASSETS UNDER MANAGEMENT/ CUSTODY AND ADMINISTRATION / SECURITIES LENDING - 11 Quarter Trend

| | | | | 200 |)6 | | | | | | | 200 |)7 | | | | | | | 2008 | | |
|---------------------------------------------------------------------------------------|---------------|------------------|-------|------------------|----|------------------|----|------------------|-----------|-------------------|----|-------------------|----|-------------------|----|-------------------|----|------------------|----|------------------|----|------------------|
| (dollar amounts in billio | ns 1 6 | tlQtsrothe | eru2i | nel/Qted) | _3 | rd Qtr | 4 | th Qtr | 1 | st Qtr_ | 21 | nd Qtr | 3 | rd Qtr | 4 | th Qtr | 1 | st Qtr | 21 | nd Qtr | 3 | rd Qtr |
| Market value of assets under management at period-end (in billions) | | | | | | | | | | | | | | | | | | | | | | |
| Institutional Mutual Funds Private Client | \$ | 497 225 91 | \$ | 561 232 89 | \$ | 581 257 88 | \$ | 646 266 99 | \$ | 652 273 100 | \$ | 691 290 101 | \$ | 682 323 101 | \$ | 671 349 101 | \$ | 636 373 96 | \$ | 625 393 95 | \$ | 585 384 98 |
| Total market value of assets under management Composition of assets under | | 813 | | 882 | | 926 | | 1,011 | | 1,025 | | 1,082 | | 1,106 | | 1,121 | | 1,105 | | 1,113 | | 1,067 |
| management at period-end Equity | | 41% | | 40% | | 39% | | 42% | | 42% | | 42% | | 41% | | 41% | | 38% | | 37% | | 35% |
| Money Market | | 23% | | 22% | | 23% | | 22% | | 22% | | 23% | | 25% | | 26% | | 29% | | 31% | | 34% |
| Fixed Income Alternative investments | | 21% | | 22% | | 22% | | 20% | | 21% | | 20% | | 19% | | 20% | | 20% | | 20% | | 21% |
| and overlay | | <u>15</u> % | | <u>16</u> % | | <u>16</u> % | _ | <u>16</u> % | | <u>15</u> % | | <u>15</u> % | _ | <u>15</u> % | | 13% | _ | 13% | _ | 12% | _ | 10% |
| Total Market value of assets under custody and administration | | 100% | • | 100% | | 100% | | 100% | | 100% | | 100% | | 100% | | 100% | | 100% | | 100% | | 100% |
| at period-end (in trillions) Market value of securities on | \$ | 15.8 | \$ | 16.5 | \$ | 16.9 | \$ | 20.0 | \$ | 21.1 | \$ | 22.2 | \$ | 22.7 | \$ | 23.1 | \$ | 23.1 | \$ | 23.0 | \$ | 22.4 |
| loan at period-end Market Indices S&P 500 | \$ | 525 | \$ | 562 | \$ | 590 | \$ | 607 | \$ | 661 | \$ | 678 | \$ | 663 | \$ | 633 | \$ | 660 | \$ | 588 | \$ | 470 |
| Index - period-end (a) | | 1295 | | 1270 | | 1336 | | 1418 | | 1421 | | 1503 | | 1527 | | 1468 | | 1323 | | 1280 | | 1166 |
| S&P 500 Index - daily | | | | | | | | | | | | | | | | | | | | | | |
| average FTSE 100 | | 1284 | | 1281 | | 1288 | | 1389 | | 1424 | | 1496 | | 1490 | | 1496 | | 1353 | | 1371 | | 1252 |
| Index (a) FTSE 100 Index-daily | | 5965 | | 5833 | | 5961 | | 6221 | | 6308 | | 6608 | | 6467 | | 6457 | | 5702 | | 5626 | | 4902 |
| average NASDAQ Composite | | 5823 | | 5843 | | 5869 | | 6146 | | 6265 | | 6534 | | 6366 | | 6455 | | 5891 | | 5979 | | 5359 |
| Index (a) Lehman Brothers Aggregate | | 2340 | | 2172 | | 2258 | | 2415 | | 2422 | | 2603 | | 2702 | | 2652 | | 2279 | | 2293 | | 2092 |
| Bond Index (a) MSCI EAFE | | 205.9 | | 213.2 | | 220.0 | | 226.6 | | 230.8 | | 227.9 | | 246.2 | | 257.5 | | 281.2 | | 270.1 | | 256.0 |
| Index (a) NYSE Volume (in | 1 | 827.7 | | 1822.9 |] | 1885.3 | 2 | 2074.5 | 2 | 2147.5 | 2 | 2262.2 | 2 | 2300.3 | 1 | 2253.4 | 2 | 2038.6 | 1 | 1967.2 | | 1553.2 |
| billions) NASDAQ | | 113.7 | | 121.6 | | 108.8 | | 114.4 | | 123.8 | | 127.7 | | 145.5 | | 135.0 | | 158.5 | | 140.7 | | 179.8 |
| Volume (in billions) | | 130.8 | | 134.2 | | 114.6 | | 121.5 | | 123.5 | | 134.0 | | 137.0 | | 137.4 | | 148.9 | | 134.5 | | 142.0 |
| (a) Period end | | | | | | | | | | | | | | | | | | | | | | |

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

| | | | 200 |)6 | | | | 20 | 07 | | | 2008 | |
|----------------------------------------------------------|---------------|------|-----|-------|---|---------|---------|---------|---------|---------|---------|---------|---------|
| | | | | | | | | 2nd | | | | 2nd | |
| (dollar amounts in billions) | 1st Qtr | 2nd | Qtr | 3rd Q | r | 4th Qtr | 1st Qtr | _Qtr | 3rd Qtr | 4th Qtr | 1st Qtr | _Qtr | 3rd Qtr |
| Market value of assets under management | | | | | | | | | | | | | |
| at beginning of period | \$ 784 | \$ 8 | 813 | \$ 88 | 2 | \$ 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 | 1 | 8 | 1 | 5 | 17 | 27 | 39 | 29 | 21 | 14 |
| Total net inflows (a) | 8 | | 21 | 2 | 4 | 11 | 2 | 23 | 29 | 19 | 23 | 13 | 8 |
| Net Market appreciation/(depreciation) | 21 | | 1 | 2 | 0 | 47 | 12 | 34 | (5) | (4) | (39) | (6) | (54) |
| Acquisitions/other | | | 47 | _ | | 27 | | | | | | 1 | |
| Market value of assets under management at end of period | \$ 813 | \$ 8 | 882 | \$ 92 | 6 | \$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.

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

| (dollar amounts in millions unless otherwise noted; | | 2 | 2006 | | | | 2007 | | | 2008 |
|-----------------------------------------------------|---------------|-------------|---------|-------------|------------|---------|-------------|------------|--------------------|---------|
| presented on an FTE basis) | 1st Qtr | 2nd Qtr | 3rd Qtr | 4th Qtr (a) | 1st Qtr | 2nd Qtr | 3rd Qtr (b) | 4th Qtr | <u>1st Qtr (c)</u> | 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 | | <u>(15)</u> | (4) | 8 | <u>(9)</u> | 4 | (52) | (23) | <u>(61</u>) | (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% | 6 31% | 6 33% | 6 35% | 6 34% | 6 35% | 18% | 31% | 6 19% | 6 2 |
| Pre-tax operating margin (ex. intangible | | | | | | | | | | |
| amortization) - non-GAAP | 33% | 6 32% | 6 34% | 6 37% | 6 35% | 6 37% | 27% | 38% | 6 27% | 6 3 |
| (-) The ferrit 2006 :1 1 \$6 | ·11· C | | | 11 ¢ = | .11 | . , | 1 1, | 1 , ,1 . 1 | CIDII | |

- (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%.

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THE BANK OF NEW YORK MELLON CORPORATION BUSINESS SEGMENTS

WEALTH MANAGEMENT - 11 Quarter Trend

| (dollar amounts in millions unless otherwise noted; | | 20 | 06 | | | 20 | 07 | | | 2008 | |
|-----------------------------------------------------|---------|---------------|---------|---------|---------|---------------|---------------|---------------|---------------|---------------|---------|
| presented on an FTE basis) | 1st Qtr | 2nd Qtr | 3rd Qtr | 4th Qtr | 1st Qtr | 2nd Qtr | 3rd Qtr | 4th Qtr | 1st Qtr | 2nd Qtr | 3rd Qtr |
| Revenue: | | | | | | | | | | | |
| 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 | 7 |
| 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) | 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 | | | | | | | | | | | |
| amortization and support agreement | | | | | | | | | | | |
| charges) | 57 | 59 | 57 | 56 | 59 | 59 | 58 | 67 | 70 | 68 | 72 |
| 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 | \$ 158 |
| Pre-tax operating margin (GAAP) | 30% | 6 31% | 6 30% | 6 29% | 6 30% | 6 30% | 6 22% | 6 25% | 6 27% | 6 26% | 6 20° |
| Pre-tax operating margin (ex. intangible | | | | | | | | | | | |
| amortization) - non-GAAP | 30% | 6 31% | 6 30% | 6 29% | 6 30% | 6 30% | 6 29% | 6 32% | 6 33% | 6 33% | 6 27° |

⁽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.

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.

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⁽b) 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%.

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

| (dollar amounts in millions unless otherwise noted; | | | | 20 | 006 | | | | | | | 20 | 07 | | | | | | 2 |
|-------------------------------------------------------------------------|--------|-----------|------|------|-----|--------|----|-----------|----|---------|------|-------|--------|-----------|-----|-------|-----|-------|-----|
| presented on an FTE basis) | 1st Q | tr | 2nd | Qtr | 31 | rd Qtr | 4t | h Qtr (a) | _1 | lst Qtr | 2ne | d Qtr | 3r | d Qtr | 4t | h Qtr | 1s | t Qtr | 2n |
| Revenue: | | | | | | | | | | | | | | | | | | | |
| Securities servicing fees - Asset servicing | ; 5 | 33 | | 587 | | 554 | | 572 | | 609 | | 665 | | 689 | | 777 | | 859 | |
| Foreign Exchange and other trading | | | | | | | | | | | | | | | | | | | |
| activities | 1 | 10 | | 134 | | 118 | | 109 | | 112 | | 125 | | 161 | | 206 | | 200 | |
| Other fee revenue | | <u>52</u> | | 53 | | 56 | | 44 | | 53 | | 61 | | <u>56</u> | _ | 53 | _ | 44 | |
| Total fee and other revenue | 6 | 95 | | 774 | | 728 | | 725 | | 774 | | 851 | | 906 | | 1,036 | | 1,103 | |
| Net interest revenue (expense) | 1 | .30 | | 139 | | 145 | | 159 | | 155 | | 180 | | 195 | | 225 | | 222 | |
| Total revenue | 8 | 325 | | 913 | | 873 | | 884 | | 929 | | 1,031 | | 1,101 | | 1,261 | | 1,325 | |
| Noninterest expenses (ex. intangible amortization and support agreement | | | | | | | | | | | | | | | | | | | |
| charges) | 6 | 28 | | 660 | | 668 | | 691 | | 681 | | 732 | | 753 | _ | 807 | _ | 733 | |
| Income before taxes (ex. intangible amortization and support agreement | | | | | | | | | | | | | | | | | | | |
| charges) | 1 | 97 | | 253 | | 205 | | 193 | | 248 | | 299 | | 348 | | 454 | | 592 | |
| Support agreement charges | _ | _ | | _ | | _ | | _ | | | | _ | | _ | | 3 | | 14 | |
| Amortization of intangible assets | | 5 | | 5 | | 3 | | 22 | | 3 | | 3 | | 6 | | 6 | | 7 | |
| Income before taxes | 1 | 92 | | 248 | | 202 | | 171 | | 245 | | 296 | | 342 | | 445 | | 571 | |
| Average loans | \$ 4,9 | 19 | \$ 6 | ,192 | \$ | 5,646 | \$ | 6,656 | \$ | 6,881 | \$ ' | 7,645 | \$ | 7,996 | \$ | 8,719 | \$ | 8,967 | \$ |
| Average assets | \$32,0 | 54 | \$35 | ,271 | \$3 | 36,813 | \$ | 37,368 | \$ | 37,922 | \$40 | 0,843 | \$4 | 4,043 | \$4 | 8,462 | \$5 | 2,468 | \$5 |
| Average deposits | \$28,2 | 91 | \$30 | ,942 | \$3 | 32,397 | \$ | 33,023 | \$ | 34,286 | \$3' | 7,339 | \$3 | 8,065 | \$4 | 2,446 | \$4 | 6,092 | \$4 |
| Market value of securities on loan at | | | | | | | | | | | | | | | | | | | |
| period-end (in billions) (b) | \$ 5 | 25 | \$ | 562 | \$ | 590 | \$ | 607 | \$ | 661 | \$ | 678 | \$ | 663 | \$ | 633 | \$ | 660 | \$ |
| Pre-tax operating margin (GAAP) | | 23% | • | 27% | ó | 23% | 6 | 19% | 6 | 26% |) | 29% | Ó | 31% | , | 35% |) | 43% | ó |
| Pre-tax operating margin (ex. intangible | | | | | | | | | | | | | | | | | | | |
| amortization) - non-GAAP | | 24% | • | 28% | ó | 23% | 6 | 22% | 6 | 27% | • | 29% | o O | 32% | , | 36% |) | 44% | ó |
| MEMO: | | | | | | | | | | | | | | | | | | | |
| Securities lending revenue | \$ | 75 | \$ | 88 | \$ | 66 | \$ | 61 | \$ | 65 | \$ | 99 | \$ | 110 | \$ | 164 | \$ | 245 | \$ |

⁽a) The fourth quarter of 2006 includes an \$11 million impairment charge and \$6 million of severance expense.

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⁽b) Represents the total amount of securities on loan (both cash and non-cash) managed by the Asset Servicing segment.

⁽c) Excluding support agreement charges, pre-tax operating (GAAP) would have been 37% and pre-tax operating margin (ex. intangible amortization) - Non-GAAP would have been 38%.

THE BANK OF NEW YORK MELLON CORPORATION BUSINESS SEGMENTS ISSUER SERVICES - 11 Quarter Trend

| | | 20 | 006 | | | | 200 |)7 | | | | 2008 |
|--------------------------------------------------------------------------------|-------------|------------|---------|----|------------|----------|----------|----------|----------|----------|----------|-----------|
| (dollar amounts in millions unless otherwise noted; presented on an FTE basis) | 1st Qtr | 2nd Qtr | 3rd Qtr | 41 | th Qtr (a) | 1st Qtr | 2nd Qtr | 3rd Qtr | 4th Qtr | 1st Qtr | 2n | d 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) | <u> 171</u> | 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% | o | 44% | 42% | 47% | 50% | 45% | 40% | 6 | 44% |
| Pre-tax operating margin (ex. intangible | | | | | | | | | | | | |
| amortization) - non-GAAP | 39% | 46% | 43% | o | 47% | 45% | 50% | 53% | 49% | 43% | o | 47% |

⁽a) The fourth quarter of 2006 includes \$4 million of severance expense.

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⁽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 CLEARING SERVICES - 11 Quarter Trend

| (dollar amounts in millions unless otherwise noted; | | 20 | 06 | | | 2 | 007 | | | 2008 |
|-----------------------------------------------------|----------|----------|----------|----------|----------|----------|-------------|----------|----------|---------|
| presented on an FTE basis) | 1st Qtr | 2nd Qtr | 3rd Qtr | 4th Qtr | 1st Qtr | 2nd Qtr | 3rd Qtr (a) | 4th Qtr | 1st Qtr | 2nd Q |
| Revenue: | | | | | | | | | | |
| Securities servicing fees - | | | | | | | | | | |
| Clearing & execution services | 322 | 316 | 282 | 257 | 272 | 281 | 302 | 310 | 265 | 26 |
| Other fee revenue | 61 | 36 | 46 | 39 | 38 | 40 | 70 | 47 | 54 | (|
| Total fee and other revenue | 383 | 352 | 328 | 296 | 310 | 321 | 372 | 357 | 319 | 33 |
| Net interest revenue (expense) | 64 | 68 | 70 | 76 | 74 | 75 | 77 | 78 | 74 | |
| Total revenue | 447 | 420 | 398 | 372 | 384 | 396 | 449 | 435 | 393 | 4(|
| Provision for credit losses | (2) | (4) | _ | 2 | _ | _ | _ | _ | _ | _ |
| Noninterest expenses (ex. intangible | | | | | | | | | | |
| amortization) | 299 | 319 | 299 | 254 | 277 | 294 | 316 | 305 | 274 | 25 |
| Income before taxes (ex. intangible | | | | | | | | | | |
| amortization) | 150 | 105 | 99 | 116 | 107 | 102 | 133 | 130 | 119 | 11 |
| Amortization of intangible assets | 8 | 8 | 8 | 6 | 6 | 6 | 6 | 6 | 6 | |
| Income before taxes | 142 | 97 | 91 | 110 | 101 | 96 | 127 | 124 | 113 | 1(|
| Average loans | \$ 7,051 | \$ 7,105 | \$ 6,186 | \$ 6,426 | \$ 6,668 | \$ 7,195 | \$ 6,847 | \$ 6,660 | \$ 6,629 | \$ 7,20 |
| Average assets | \$17,381 | \$17,175 | \$16,363 | \$14,825 | \$13,932 | \$13,184 | \$ 14,869 | \$15,526 | \$15,618 | \$15,57 |
| Pre-tax operating margin (GAAP) | 32% | 6 23% | 23% | 30% | 6 26% | 6 24% | 6 28 | % 29% | 6 29% | 6 1 |
| Pre-tax operating margin (ex. intangible | | | | | | | | | | |
| amortization) - non-GAAP | 34% | 6 25% | 25% | 31% | 6 28% | 6 26% | 6 30 | % 30% | 6 30% | 6 2 |

⁽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.

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THE BANK OF NEW YORK MELLON CORPORATION BUSINESS SEGMENTS TREASURY SERVICES - 11 Quarter Trend

| (dollar amounts in millions unless otherwise noted; | | 20 | 06 | | | 200 | | 2008 | | |
|-----------------------------------------------------|----------|----------|----------|-------------|----------|----------|----------|------------|----------|----------|
| presented on an FTE basis) | 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 | 125 |
| 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 | <u>161</u> | 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% | 6 40% | 41% | 40% | 44% | 41% | 44% | 6 49% | 48% | 6 49 |
| Pre-tax operating margin (ex. intangible | | | | | | | | | | |
| amortization) - non-GAAP | 38% | 40% | 41% | 40% | 44% | 41% | 46% | 6 50% | 50% | 6 50 |

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

| (dollar amounts in millions unless otherwise noted; | | 20 | 06 | | | 20 | 007 | 2008 | | | | |
|-------------------------------------------------------------------------------|--------------------|----------|----------|------------------|-----------------------------------------------|----------|----------|------------------|-------------------------------|-----------------------------|-------|--|
| presented on an FTE basis) | <u>1st Qtr (a)</u> | 2nd Qtr | 3rd Qtr | 4th Q tr (b) | $\underline{\mathbf{1st}\ \mathbf{Qtr}\ (c)}$ | 2nd Qtr | 3rd Qtr | 4th Q tr (d) | $\underline{1st \ Qtr \ (e)}$ | 2nd Qtr (<i>f</i>) | 3rd Q | |
| Revenue: | | | | | | | | | | | | |
| Total fee and other revenue | 112 | 110 | 74 | 119 | 107 | 89 | 77 | (90) | 15 | (109) | | |
| Net interest revenue (expense) | 42 | 35 | 32 | 35 | 20 | 10 | 66 | 58 | 81 | (260) | | |
| Total revenue | 154 | 145 | 106 | 154 | 127 | 99 | 143 | (32) | 96 | (369) | | |
| Provision for credit losses | (5) | (7) | (3) | (4) | (12) | (18) | _ | 20 | 16 | 26 | | |
| Noninterest expenses (ex. intangible amortization and merger & integration | 145 | 129 | 108 | 206 | 151 | 227 | 124 | 156 | 126 | 164 | | |
| expense) | 145 | 129 | 100 | | | | 124 | 150 | 120 | 104 | | |
| Income before taxes and extraordinary (loss) (ex. intangible amortization and | | | | | | | | | | | | |
| merger & integration expense) | 14 | 23 | 1 | (48) | (12) | (110) | 19 | (208) | (46) | (559) | | |
| Amortization of intangible assets | 1 | 1 | 1 | 1 | _ | 1 | 8 | 7 | 7 | 5 | | |
| Merger & integration expenses | | | 89 | 28 | 23 | 163 | 218 | 124 | 126 | 149 | | |
| Income before taxes and extraordinary | | | | | | | | | | | | |
| (loss) | 13 | 22 | (89) | (77) | (35) | (274) | (207) | (339) | (179) | (713) | | |
| Average loans | \$ 9,575 | \$ 9,501 | \$10,156 | \$ 10,634 | \$ 12,101 | \$11,710 | \$12,825 | \$ 13,057 | \$ 13,166 | \$ 12,182 | \$ 11 | |
| Average assets | \$ 54,053 | \$55,261 | \$55,575 | \$ 39,287 | \$ 40,684 | \$44,539 | \$49,533 | \$ 51,015 | \$ 52,590 | \$ 45,600 | \$ 45 | |
| Average deposits | \$ 17,103 | \$16,619 | \$19,865 | \$ 14,798 | \$ 14,423 | \$14,719 | \$17,724 | \$ 18,427 | \$ 17,348 | \$ 15,516 | \$ 13 | |

- (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.

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

| Reconciliation of net income and | | | 2007 | , | | | 2008 | | | | | | | | | | |
|----------------------------------------------------------------------------------------------------------------------------------------|-----|-----------|-------------------|-----|-----------|--------------|------|-----------|-------------------|-------|-----------|--------------|-----|-----------|--------------------|--|--|
| EPS - GAAP to Non-GAAP | | 3rd Q | tr | | 4th Q | tr | | 1st Q | tr | | 2nd Q | tr | | 3rd Qtr | | | |
| (in millions, except per share amounts) | Net | income | EPS | Net | income | EPS | Net | income | EPS | Net i | ncome | 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 | | 642 | 0.56 | | 700 | 0.61 | | 749 | 0.65 | | 302 | 0.26 | | 305 | 0.26 | | |
| Non-GAAP adjustments: | | | | | | | | | | | | | | | | | |
| 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. Intangible amortization | | 769 84 | 0.67 0.07 | _ | 769 78 | 0.67 0.07 | | 824 75 | 0.72 0.07 | | 766 77 | 0.67 0.07 | | 834 74 | 0.72 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) | | |

(a) Does not foot due to rounding.

| Reconciliation of total revenue | 20 | 07 | | 2008 | |
|-----------------------------------------------------|---------|----------------|----------------|---------|------------|
| (dollar amounts in millions) | 3rd Qtr | 4th Qtr | 1st Qtr | 2nd Qtr | 3rd Qtr |
| Fee and other revenue | \$2,931 | \$3,047 | \$2,980 | \$2,982 | \$2,923 |
| Net interest revenue | 669 | 752 | 767 | 411 | 703 |
| Total revenue - GAAP | 3,600 | 3,799 | 3,747 | 3,393 | 3,626 |
| FTE Increment | 14 | 16 | 15 | 15 | 16 |
| SILO/LILO charge | | | | 377 | 112 |
| Securities writedowns | 9 | 191 | 73 | 152 | 162 |
| Total revenue (FTE), excluding SILO/LILO charge and | | | | | |
| securities writedowns | \$3,623 | <u>\$4,006</u> | <u>\$3,835</u> | \$3,937 | \$3,916 |

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THE BANK OF NEW YORK MELLON CORPORATION BUSINESS SEGMENTS

| (dollar amounts in millions unless otherwise noted; | Asset Management | | | Wealth Management | | | | | Asset Se | rvicii | ng | | es | | |
|-------------------------------------------------------------------------------------|------------------|--------|--------------------|-------------------|-------------|------------|-------------|-----|--------------|--------|--------------------|--------------|-------|----|-------|
| presented on an FTE basis) | 2007 | | 2006 | _2 | 007_ | _2 | 2006 | 2 | 2007 | 2 | 2006 | 2 | 007 | 2 | 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 | 3,271 | | 2,000 | | | | / UI | | ,522 | | J, 4 /J | | 2,302 | | |
| | | - | | _ | | _ | | _ | | _ | | | | _ | |
| Noninterest expenses (ex. intangible amortization and merger & integration expense) | 2.150 | | 1 001 | | 55 0 | | 522 | | 2.07/ | | 2 (47 | | 1 202 | | 025 |
| Income before taxes and extraordinary (loss) (ex. | 2,150 | | 1,891 | | 558 | | 532 | | 2,976 | | 2,647 | | 1,203 | | 835 |
| intangible amortization and merger & integration | | | | | | | | | | | | | | | |
| expense) | 1,147 | | 989 | | 243 | | 229 | | 1,346 | | 848 | | 1,179 | | 662 |
| Amortization of intangible assets | 1,147 | | 32 | | 29 | | 229 | | 1,540 | | 35 | | 75 | | 18 |
| Merger & integration expense | | | | | | | | | | | | | | | |
| | 001 | - | 957 | _ | 214 | _ | 220 | _ | 1 220 | _ | 012 | _ | 1 104 | | (11 |
| Income before taxes and extraordinary (loss) | 981 \$ — | d | 95 <i>1</i> 5 — | d 4 | 214 | φa | 229 | | 1,328 | φ | 813 | \$ | 1,104 | \$ | 644 |
| Average loans | \$ — \$9,413 | | | | ,089 | | 3,825 | | 7,810 | | 5,853 5,277 | • | | | 1,083 |
| Average assets | \$9,413 \$ — | | 3,571 | | 3,387 | | 5,444 | | 2,818 | | 5,377 | | 6,742 | | , |
| Average deposits Market value of assets under management at | » — | 4 | 5 — | фu | ,950 | 3 0 | 5,040 | ÞЭ | 8,034 | ÞЭ | 1,163 | \$ 4. | 2,361 | Ф | 8,871 |
| period-end (in billions) | \$1,044 | d | 934 | \$ | 77 | \$ | 77 | \$ | | \$ | | \$ | | \$ | |
| Market value of assets under custody and | \$1,044 | 4 | 934 | Ф | // | Ф | // | Ф | _ | Ф | _ | Ф | _ | Ф | _ |
| administration at period-end (in billions) | \$ 4 | | 3 | \$ | 85 | \$ | 71 | \$2 | 2,988 | ¢ 1 | 9,906 | \$ | | Ф | |
| Market value of securities on loan at period-end (in | Ψ - | 4 | , , | Ψ | 0.5 | Ψ | /1 | ΨΔ | 2,700 | ΨΙ | ,,,,,,, | Ψ | | Ψ | |
| billions) | s — | 9 | k | \$ | _ | \$ | _ | \$ | 633 | \$ | 607 | \$ | _ | \$ | _ |
| Pre-tax operating margin (GAAP) | 309 | ۰ ۱ | 33% | Ψ | 27% | Ψ | 30% | Ψ | 31% | Ψ | 23% | Ψ | 46% | Ψ | 43% |
| Pre-tax operating margin (ex. intangible amortization | 20, | | 55 70 | | _,,3 | | 2070 | | C1/0 | | _0 ,0 | | -0 /0 | | .0 /0 |
| and merger & integration expense) - non-GAAP | 359 | % | 34% | | 30% | | 30% | | 31% | | 24% | | 49% | | 44% |
| MEMO: | 30 / | | / • | | 0 | | 0 | | /0 | | / • | | /0 | | /0 |
| Securities lending revenue | | | | | | | | | 438 | | 290 | | | | |
| G | | | | | | | | | | | . • | | | | |

Note: See pages 8-14 for details of revenue/expense items impacting respective sector results.

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THE BANK OF NEW YORK MELLON CORPORATION BUSINESS SEGMENTS

| (dollar amounts in millions unless otherwise noted; | | Clearing Services 2007 2006 | | | | reasury | Other | | | | _ | Consolidate | | | | |
|-----------------------------------------------------------|------|-----------------------------|-------------|-----------------------------------------------|--------------|---------|-------|------|------|-------------|------|-------------|-----|----------------|----|---------|
| presented on an FTE basis) | | <u>07</u> | 200 | <u>)6 </u> | 2 | 007 | | 006 | | 007 | | 06_ | _ | 2007 | _ | 2006 |
| Revenue: | | | | | | | | | | | | | | | | |
| Securities servicing fees | | | | | | | | | | | | | | | | |
| Asset servicing | | _ | | _ | | 13 | | _ | | (2) | | 1 | | 2,866 | | 2,329 |
| Issuer services | | _ | | _ | | _ | | _ | | _ | | _ | | 1,660 | | 1,091 |
| Clearing services | 1 | ,16 <u>5</u> | 1, | <u>177</u> | | | | | | | | 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) Provision for credit losses | 1, | ,664 | 1, | 637 | | 1,465 | 1 | ,348 | | 337 (10) | | 559 (19) | | 14,268 (10) | | 12,177 |
| | | _ | | <u>(4</u>) | | | | 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 | | | | 4=0 | | | | | | (244) | | (4.0) | | | | |
| expense) | | 472 | | 470 | | 667 | | 539 | | (311) | | (10) | | 4,743 | | 3,727 |
| Amortization of intangible assets | | 24 | | 30 | | 14 | | 1 | | 16 | | 4 | | 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 | | 3,457 | | ,186 | | | | | | 44,622 | \$ | 39,523 |
| Average assets | \$14 | ,378 | \$16, | 436 | \$20 | 0,736 | | ,404 | • | , | | , | | 68,916 | | 145,358 |
| Average deposits | \$ | _ | \$. | — | \$1 ′ | 7,144 | \$17 | ,088 | \$16 | 5,323 | \$17 | ,096 | \$1 | 00,812 | \$ | 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 | 1 | | | | | | | | | | | | | | | |
| 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% | D | 27% | , D | 45% | | 40% | • | n/m | | n/m | | 27% | | 29% |
| Pre-tax operating margin (ex. intangible amortization and | | | | | | | | | | | | | | | | |
| merger & integration expense) - non-GAAP | | 28% | , D | 29% | D | 46% | | 40% | • | n/m | | n/m | | 33% | | 31% |
| () C | | . 40 | | | | 12007 | | | | | | | | | | |

⁽a) Consolidated results include FTE impact of \$36 million and \$40 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

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⁽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.

THE BANK OF NEW YORK MELLON CORPORATION CONTINUING OPERATIONS - 11 Quarter Trend NONPERFORMING ASSETS

| | 2006 | | | | | | | | 2007 | | | | | | | | | 2008 | | | | | | |
|--------------------------------------|-----------|------------------------------------------------|--------------|------------|--------|------------|---------|----|---------|------------|---------|-----|--------|-----------|-------|-----------|-----------|------|--------------|-----------|-------|--|--|--|
| (1.11 | | | | | | | | | | | 2nd | | | | | | | | | | | | | |
| (dollar amounts in millions) | 1st Qtı | <u>- </u> | 2nd Qtr | _31 | rd Qtr | _4t | h Qtr | _ | 1st Qtr | _2 | nd Qtr | _3r | d Qtr | <u>4t</u> | h Qtr | <u>1s</u> | t Qtr | _ | Qtr_ | <u>3r</u> | d Qtr | | | |
| Loans: | | | | | | | | | | | | | | | | | | | | | | | | |
| Commercial | - | 13 | \$ 10 | \$ | 29 | \$ | 26 | \$ | | \$ | 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 | 1 | 13 | 10 | | 10 | | 9 | | 9 | | 6 | | 6 | | 87 | | 78 | | 60 | | 1 | | | |
| Lease finance assets | 1 | 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 | \$ | <u>. </u> | \$ 46 | \$ | 42 | \$ | 42 | \$ | 32 | \$ | 30 | \$ | 37 | \$ | 190 | \$ | 215 | \$ | 279 | \$ | 267 | | | |
| 1 0 | Ψ | = | Ψ 10 | Ψ | | Ψ | <u></u> | Ψ | | Ψ | | Ψ | | Ψ | 170 | Ψ | | Ψ | | Ψ | | | | |
| Nonperforming | 0 | 10/ | 0.10 | , | 0.10 | , | 0.10 | , | 0.10 | , | 0.10 | , | 0.10/ | , | 0.40 | , | 0.40 | , | 0.50/ | | 0.407 | | | |
| assets ratio Allowance for loan | U | .1% | 0.1% | ' 0 | 0.1% | ' 0 | 0.1% | 0 | 0.1% | ' 0 | 0.1% | 0 | 0.1% | 0 | 0.4% | 0 | 0.4% | 0 | 0.5% | • | 0.4% | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | |
| losses/nonperforming | 1.036 | 0 | 1.161.8 | | 938.1 | | 879.5 | | 1.140.0 | 1 | .124.1 | | 948.6 | 1 | 175.8 | 1 | 49.5 | 1 | 29.3 | 1 | 40.9 | | | |
| loans Allowance for loan | 1,030 | .0 | 1,101.8 | | 936.1 | | 0/9.5 | | 1,140.0 | | 1,124.1 | | 946.0 | J | 1/5.0 | 1 | 49.5 | | 29.3 | , | 40.9 | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | |
| losses/nonperforming | 961 | • | 858.7 | | 938.1 | | 0167 | | 1 0/0 0 | | 1.007.7 | | 897.3 | | 172.1 | | 46.0 | | 26.5 | | 36.7 | | | |
| assets Total allowance for credit | 901 | .0 | 858./ | | 938.1 | | 816.7 | | 1,068.8 | J | 1,086.7 | | 897.3 | J | 1/2.1 | 1 | 46.0 | J | 20.5 | J | 30.7 | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | |
| losses/nonperforming | 1 (01 | | 1.020.7 | | 4540 | | 450.5 | | 1 002 2 | | 050.3 | | 455.1 | , | \C= (| • | 21.0 | | 5 0.0 | | | | | |
| assets | 1,621 | .1 | 1,820.6 | 1 | ,454.8 | 1, | ,479.5 | | 1,893.3 | | 1,879.3 | 1 | ,457.1 | 4 | 265.6 | 2 | 31.9 | J | 78.0 | J | 90.7 | | | |
| Total allowance for credit | | | | | | | | | | | | | | | | | | | | | | | | |
| losses/nonperforming | 1.500 | | 1 2 4 5 5 | | 4540 | | 252.0 | | 1 === 0 | | 014 | | 250.4 | | | | a | | - 4 0 | | | | | |
| assets | 1,502 | .4 | 1,345.7 | 1 | ,454.8 | 1, | ,373.8 | | 1,775.0 |] | l,816.7 | 1, | ,378.4 | 2 | 260.0 | 2 | 26.5 |] | 74.2 | 1 | 85.0 | | | |

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THE BANK OF NEW YORK MELLON CORPORATION CONTINUING OPERATIONS - 11 Quarter Trend ALLOWANCE FOR CREDIT LOSSES, PROVISION AND NET CHARGE-OFFS

| | | 200 | 06 | | | 20 | 07 | 2008 | | | | |
|-------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|-------------|------------|---------|--|
| (dollar amounts in millions) | 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 | <u>167</u> | <u>173</u> | 133 | |
| Allowance at beginning of | | | | | | | | | | | | |
| period | 611 | 616 | 619 | 611 | 577 | 568 | 545 | 510 | 494 | 487 | 486 | |
| Net (charge-offs)/recoveries | | | | | | | | | | | | |
| Charge-offs | (2) | (2) | _ | (25) | (5) | _ | (37) | (37) | (14) | (13) | (22) | |
| Recoveries | 6 | 9 | | 1 | 8 | 5 | 2 | 1 | 1 | | | |
| Total Net | | | | | | | | | | | | |
| (charge-offs)/recover | ries 4 | 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 | | | | | | | | | <u>(10)</u> | | | |
| | | | | | | | | | | _ | _ | |
| 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 | 7 | + | T | , | , , | , | , | , | , | , | , | |
| 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.

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