

# Our Commitment to Institutional Clients: Stronger than Ever

**Consolidations, narrowing margins, increasing regulatory pressures, and the need for operational efficiencies and technology investment are changing the way firms serve their institutional clients.**

At Pershing, we're helping more than 200 institutional firms grow and transform. It's no wonder that our institutional segment is the fastest growing broker-dealer segment. We are a leader in this space because we've carefully expanded our institutional presence utilizing the scope and resources of BNY Mellon. We continue to offer exceptional service and stand as a partner to the best companies in the institutional marketplace. Here are some highlights since Pershing joined BNY Mellon in 2003:

## A Timeline Marked by Success and Achievement

<b>2003</b>	The Bank of New York converts its entire clearing activities onto Pershing's platform, one year after acquisition	<b>2004</b>	Pershing creates the industry's first Bloomberg bidirectional link
<b>2005</b>	First series of advanced client onboarding enhancements begin Institutional Forum created to respond to the needs of our growing institutional client base	<b>2006</b>	Memberships in Securities Trading Association, Broker Dealers Association, Government Securities Clearing Association and other trade groups solidify firm's industry leadership
<b>2007</b>	Lake Mary, Florida office opened for new business continuity goals	<b>2008</b>	Global Economic Crisis forces reforms across industry Mortgage-backed securities allocation platform implemented Tradeweb structured products are introduced
<b>2009</b>	Pershing dedicates team to building institutional business	<b>2010</b>	Pershing Prime Services' debut expands alternative asset services & offerings Updated security lending facility
<b>2011</b>	Moody's/Fitch rate firm Aa1/AA+ rating, which continues to this day	<b>2012</b>	Tri-Party Repo reform ends Integration with DTCC's Global ALERT offering
<b>2013</b>	BondCentral platform revolutionizes fixed income investing	<b>2014</b>	Pershing completes the conversion of a top-10 U.S. Investment bank's wealth and prime services group onto the Pershing Platform.
<b>2015</b>	Enhanced institutional-focused operational tools to provide exception and risk monitoring	<b>2016</b>	Collateral funding services continue to grow adding tri-party, bilateral and 30-, 60-, 90-day instruments
<b>2017</b>	US, Mexican and Canadian stock and bond trades migrate to T+2 settlement cycle aligning with Europe, Australia and Hong Kong. Pershing's previous investments in real-time trade processing and settlement solutions allowed for a seamless move for our clients.  Pershing implemented a complete, scalable outsourced solution for a leading full-service investment bank and asset management firm	<b>2018</b>	Pershing's ongoing commitment to investments in technology results in vast majority of firm's operations being fully automated Institutional clients get support team devoted exclusively to their needs
<b>2019</b>	Capital deployment back-up facilities are strengthened  S&P Global Ratings assigned long-term and short-term issuer credit ratings of A+/A-1 to Pershing LLC. Pershing's ratings reflect the rating agency's view that it is a "highly strategic subsidiary" of BNY Mellon.	<b>2020</b>	Pershing experiences record trade volumes during market volatility with no disruption to service Institutional Client Advisory Board (iCAB) created to provide clients an opportunity to engage with and learn from their peers and Pershing senior management
<b>2021</b>	Pershing prepared to migrate to CTM, one year ahead of mandatory retirement of OASYS system.		

## Putting Insights Into Action

To learn more about how Pershing can help transform your business, please contact your Relationship Manager or Product Consultant.