# BNY Business Update

Prepared for the North Carolina Supplemental Retirement

System Board of Trustees Quarterly Meeting

February 2025



# BNY: A Trusted Partner to Help You Achieve Your Ambitions



## Scale

A global financial services company touching approximately one-fifth of the world's investable assets



### Expertise

A comprehensive platform and deep expertise to help you uncover new opportunities



#### Resilience

Innovating and delivering solutions across the financial lifecycle, while remaining resilient through change

#### **GLOBAL REACH AND SCALE**

\$52.1T

in assets under custody and / or administration<sup>1</sup>

\$**2.1**T

in assets under management<sup>2</sup>

\$**3.8B** 

Annual technology investment in 2024<sup>18</sup>

See important disclosures and disclaimers in Appendix (Footnotes 1, 2, 3).

100+

markets servicing clients

>50K

Employees serving you globally

#### **BREADTH OF OUR CLIENT FRANCHISE<sup>3</sup>**

**91%** 

of the Fortune 100 Companies

94%

92% of the top 100 investment managers worldwide

98%

of Top 100 largest of Top 50 U.S. retirement funds Insurance

of Top 50 Life/Health Insurance Companies **94%** 

of S&P top 100 banks worldwide



# The Power of Real-Time Payments



How an innovative real-time payments solution can drive impact when people need it most.

#### **CLIENT PROFILE**

- A global technology-led process solutions company
- Delivers digital business solutions and services on behalf of their clients to create better outcomes for millions of people
- Works with Fortune 100 companies, and government and transportation agencies

#### **Challenges:**

- Natural disasters and crises often cause residents to lose critical access to finances, ATMs or post offices.
- Conduent needed a trusted and innovative provider to integrate the payment capabilities of digital payment options, such as ACH direct deposit, Zelle<sup>®</sup>,<sup>1</sup> instant payments over the RTP<sup>®</sup> Network<sup>2</sup> and the FedNow<sup>®</sup> Service,<sup>3</sup> as well as chip-enabled, prepaid debit cards.

### **Outcomes:**

- BNY worked in tandem with Conduent to create the Rapid Assistance Solution, which aims to help individuals and families gain swift access to resources during a natural disaster.
- Government agencies and non-profits can leverage Conduent's Rapid Assistance Solution to provide faster relief to those impacted by crises.
- By distributing critical relief funds quickly and securely, agencies can help individuals and families gain faster access to housing, food and emergency expenses when they are needed most.
- 1. Zelle<sup>®</sup> and the Zelle<sup>®</sup> related marks are wholly owned by Early Warning Services, LLC and are used herein under license.
- 2. RTP® is a registered service mark of The Clearing House Payments Company L.L.C.
- 3. FedNow<sup>®</sup> is a registered trademark of the Federal Reserve Banks.



# Securities Finance Services

We provide tools to source or deploy liquidity through our robust agency, principal and sponsored member solutions.

\*Not available in all jurisdictions

### AGENCY SECURITIES LENDING

Our agency lending program enables clients to utilize long assets to generate incremental revenue based on the intrinsic value of the long assets and/or the client's collateral guidelines.

#### PRINCIPAL LENDING\*

Through Borrow+, clients can finance short strategies by using cash and securities held at BNY as collateral to borrow securities.

#### SPONSORED MEMBER PROGRAM\*

Our Sponsored Member Program helps to provide clients with access to Fixed Income Clearing Corporation's cleared repo program. Eligible clients may participate in the product as either a Cash Investor (purchasing U.S. Treasury collateral) or a Collateral Provider (selling U.S. Treasury securities).

#### S S S S S S

#### SECURED LOANS

Expand financing options with our secured loan program to assist clients with their liquidity or leverage strategies.

#### AGENCY INVESTMENT PRODUCT\*

AIP allows clients to leverage BNY's expertise in managing short-term cash investments while following the client's investment guidelines.





## Agency Securities Lending Overview

Strong, Tenured Industry Leader Committed to the Business

#### FOOTPRINT

- Industry's largest program, with **\$5.3 trillion** in lendable assets and **\$558 billion** on loan<sup>1,2</sup>
- With 20.5% of the industry on loan volume and 11.2% of the industry lendable, BNY captures more than its share of the market<sup>1,2</sup>
- 372 global client relationships<sup>2</sup>
- Active lending in **34** local markets<sup>3</sup>
- **6** global trading desks (New York, Pittsburgh, Toronto, London, Hong Kong and Singapore)
- Providing securities lending services since 1977

VALUE PROPOSITION	
DEPTH OF RESOURCES	Unique industry position as the largest agent lender leads to ongoing capital investment in technology and resiliency
SAFETY AND STABILITY	The Federal Reserve's 2024 bank stress tests once again show the resiliency of our business model and strength of our balance sheet
CLIENT RETURNS	We focus on generating strong performance for our clients through the combination of spread, utilization and duration of loans
TRANSPARENCY	Detailed client reporting accessible 24/7



<sup>1 -</sup> Largest program as measured by on-loan assets according to S&P Global Market Intelligence as of 3Q 2024.

<sup>2 -</sup> September 30, 2024.

<sup>3 -</sup> Lendable securities include all DTC eligible securities, American Depositary Receipts (ADR), Global Depositary Receipts (GDR) and fixed income securities held in Euroclear and Clearstream.

## Enterprise Risk Management Structure

A Conservative, Independent Corporate Risk Oversight

#### **CREDIT (BORROWER) RISK**

- Independent approval
- Ongoing periodic review
- Review of regulatory findings
- Review of research by ratings agencies and independent analysts
- Multiple points of contact with borrowers provides greater transparency

#### COUNTERPARTY CREDIT RISK (NON-CASH COLLATERAL)

- Ensures that collateral risks are identified, quantified, risk managed and governed effectively
- Develops and monitors risk reporting for collateralized exposures, which include appropriate risk metrics vis-à-vis established limits
- Identifies, measures and limits wrong-way risk, which exists when there is a positive correlation between the risk of the collateral posted by a counterparty and the credit of the counterparty
- Regular stress testing / scenario analysis



#### **BUSINESS & OPERATIONAL RISK**

- Assess, analyze & monitor operational risk
- Robust business acceptance process and governance structure
- Review key business process changes and new products
- Regular stress testing / scenario analysis
- Monitor regulatory changes
- Continuously update policies & procedures

#### MARKET RISK (CASH COLLATERAL INVESTMENT)

- Monitors complex wide issuer concentrations
- Conducts stress tests to test NAVs under different market and default/downgrade scenarios
- Tracks counterparty, maturity profile and market risk metrics
- Conducts ABCP and ABS issuer credit research and monitoring, new issuer reviews & recommendations to counterparty credit committee

