

FEBRUARY 24, 2022

# State of North Carolina Supplemental Retirement Plans Group Trust

## Board of Trustees Meeting

### **BNY Mellon Attendees**

**Declan Denehan**

*Head of Asset Owners Americas  
Government Banking Segment*

**Phaedra Garibaldi**

*Relationship Manager*

**Brian Shea**

*Service Director*

# Agenda

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**Overview of BNY Mellon**

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**Role of BNY Mellon as your Global Custodian**

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**NCSRP / BNY Mellon Relationship**

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**2021 in Review and 2022 Priorities**

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**BNY Mellon Asset Owners Strategy**

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# A Uniquely Positioned Partner for a Complex Financial World

We bring all of our services together for a singular purpose: to power individuals and institutions to succeed across the financial world. We imagine what's possible, create it, then build on it to unlock potential for the entire industry.

We have global reach and scale with more than 49,100 employees across 35 countries, offering settlement in more than 100 markets.

## BNY MELLON 4Q21

**\$46.7 trillion**

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

**\$2.4 trillion**

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

SECURITIES SERVICES	MARKET AND WEALTH SERVICES	INVESTMENT AND WEALTH MANAGEMENT
Leading securities solutions, including data and analytics services	Range of capital market, financing and treasury services	Institutional and retail asset management and wealth management for individuals and families

See important disclosures and disclaimers in Appendix.

# Open and Objective

Our commitment to an open ecosystem is driven by our commitment to our clients' success. Collaborating with the world's best companies lets our clients tap into more capabilities and make objective choices to unlock their potential.

**Open architecture:** We've built our enterprise platform in a way that allows for easy integration

**Data and systems:** Through our modular, flexible systems and uniquely open way of operating, we uncover compelling insights and engineer optimal client experiences

**Client choice and independence:** Our collaborations give our clients flexibility and a competitive edge across the investment lifecycle, helping them to grow at speed with the latest technology

**Innovation:** We break barriers and build strong collaborations with clients, peers, fintech and big tech to advance the industry

## ILLUSTRATIVE COLLABORATIONS ACROSS THE INDUSTRY



# Serving Institutional and Individual Clients for Over 238 Years<sup>4</sup>

Institutions	Asset Managers	Financial Services	Public/Non-Profits	Individuals
<ul style="list-style-type: none"> <li>Corporations</li> <li>Governments</li> <li>Central Banks</li> <li>Family Offices</li> <li>Sovereign Funds</li> </ul>	<ul style="list-style-type: none"> <li>Mutual Funds</li> <li>ETFs</li> <li>Hedge Funds</li> <li>Private Equity</li> <li>Real Estate</li> <li>Credit Funds</li> </ul>	<ul style="list-style-type: none"> <li>Banks</li> <li>Broker-Dealers</li> <li>Financial Intermediaries</li> <li>Insurance Companies</li> <li>Financial Advisors</li> <li>Registered Investment Advisors</li> </ul>	<ul style="list-style-type: none"> <li>Pension Funds</li> <li>Local Governments</li> <li>Endowments</li> <li>Foundations</li> <li>Charitable Gift Program</li> </ul>	<ul style="list-style-type: none"> <li>High-Net-Worth Individuals and Families</li> </ul>

**72%**  
of Fortune 500  
Companies

**77%**  
of the Top 100 U.S.  
Broker-Dealers

**84%**  
of the Top 100 U.S.  
Pension and Employee  
Benefit Funds

**93%**  
of the Top 100  
Investment Managers  
Worldwide

**94%**  
of the Top 50 U.S.  
Life/Health Insurance  
Companies

**97%**  
of the Top 100  
Banks Worldwide

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# Unique Insights and Intelligence

With our holistic view of the financial world, we're in an unmatched position to see what others can't. We find value for clients by developing and deploying technologies that maximize the collective value of data.

- A **global command center** visualizes the flow of trillions of dollars each day, giving us the widest view of the world's biggest financial data set; its virtual capabilities helped us to transition approximately **95% of the workforce** to remote work in 14 days during the COVID-19 pandemic
- Our **market intelligence** powers clients by analyzing insights, enhancing operations, improving agility and innovating new ideas
- We constantly **invest in what's next** to broaden our perspective with top financial, operations and technology talent



**BUILDING FOR  
THE FUTURE**

**\$3B+**

annual investment in technology including AI, machine learning, cybersecurity and business intelligence

**4:1**

ratio of technologists to other employees

As of September 30, 2021

# BNY Mellon – Our Role as a Global Custodian

Custody	Accounting and Administration	Data and Analytics	Liquidity Management	Investment Operations
<p><b>Comprehensive range of custody services and expertise to support investments around the world.</b></p> <ul style="list-style-type: none"><li>✓ Safekeeping</li><li>✓ Cash Processing</li><li>✓ Income Processing</li><li>✓ Corporate Events</li><li>✓ Proxy Voting and Class Actions</li><li>✓ Account Maintenance</li><li>✓ Tax and regulatory services</li><li>✓ Interactive reporting and dashboards</li></ul>	<p><b>Accounting and Administration technology backed by extensive launch and oversight support for multiple fund structures and strategies.</b></p> <ul style="list-style-type: none"><li>✓ Fund Accounting</li><li>✓ Provider agnostic oversight and contingent NAV solutions</li><li>✓ Fund Administration</li><li>✓ GASB, FBAR reporting</li><li>✓ Plan / Portfolio Accounting</li><li>✓ Unitization</li></ul>	<p><b>Cloud-based software and content offering, providing client-centric data, technology and content capabilities.</b></p> <ul style="list-style-type: none"><li>✓ Data Management, Data Governance</li><li>✓ Performance Measurement, Attribution, Risk Analysis, GIPS Composite Management</li><li>✓ Investment Accounting (ABOR and IBOR)</li><li>✓ Distribution Insights</li><li>✓ Business applications (ESG Analytics)</li></ul>	<p><b>Liquidity solutions that help simplify the management of your cash needs.</b></p> <ul style="list-style-type: none"><li>✓ Liquidity Services</li><li>✓ Foreign Exchange</li></ul>	<p><b>Open architecture platform and modular capabilities that provide robust, scalable and flexible middle office solutions.</b></p> <ul style="list-style-type: none"><li>✓ Trade Support</li><li>✓ Derivatives and Collateral</li></ul>

# A Tailored Service Model to Enable NCSRP's Success

*Providing a Comprehensive Suite of Services*

## Domestic and Global Custody

- Account setup and maintenance
- Safekeeping and settlement
- Cash and Trade Processing
- Corporate Events processing
- Comprehensive sub-custodian network
- Tax and Tax Reclaim Services

## Global Institutional Accounting and Cash

- Daily NAV Calculation : 28 NAV's across 11 "White label" accounts; transmitted nightly to Prudential.
  - BNY Mellon receives a trade file back each morning with trade activity to be settled
- Support for the customized quarterly GoalMaker & Multi-manager rebalancing process
- Process fee payments and cash transfers
- Reporting:
  - Daily unaudited and ad-hoc reporting
  - Monthly and Annual audited reporting
  - Regulatory reporting

## Global Risk Solutions

- Monthly and Daily Performance
- Monthly and Daily Analytics
- Custom benchmark construction
- Monthly Manager Comparison
- Compliance monitoring

## Dedicated Custody Client Services Team

- Regular and frequent communication with NC Investment Managers
- Acknowledge and track any daily queries on custody accounts
- Liaison with internal teams as needed to resolve any outstanding issues

## Monthly Joint Team Meeting

- Agenda includes chronological updates for ongoing projects and outstanding issues
- Summary dashboard with current and historical statistics of aforementioned items

## Monthly KPI Scorecard

- BNY Mellon monitors and tracks performance against multiple Key Performance Indicators ("KPIs") servicing standards. Fees at risk for standards not met

## Sweep Vehicle

- Short Term Investment Fund/Overnight Sweep

# 2021 Year in Review and 2022 Priorities

## Year in Review – 2021

- ✓ **Implementation of new fee schedule** (January)
- ✓ **Final option exercised for Custody Contract extension** (March)  
BNY Mellon submitted proposal offering relationship pricing
- ✓ **SMid Restructure/Rebalance** (March)
- ✓ **Successful custody conversion of underlying Stable Value Fund assets from Wells Fargo to BNY Mellon** (April)
- ✓ **Accounting – Implementation of Smart Allocator** (September)  
Daily systematic allocation and rebalancing of participant directed funds to target percentage based on previous days cash flows
- ✓ **International Small Cap Equity Fund Transition** (September)  
Addition of Acadian as IM for Int'l Small Cap Value and WCM as IM for Int'l Small Cap Growth
- ✓ **Account Status** (Ongoing)  
12 new accounts opened, 2 accounts closed/pending close status

## SRP 2022 Priorities and Initiatives

- **Discontinuation of 403 (b) Program**
  - Project timeline expected to span throughout 2022
- **Streamline operations and recognize efficiencies**
  - Implementation of Instruction Capture
  - Work with BNY Mellon to identify other processes and workflows
- **Proposal for Tax Services (supplement to BNY Mellon)**
  - Supplement to BNY Mellon Tax Support – i.e., ECJ

## BNY Mellon 2022 Priorities and Initiatives

- **Additional Service Director added to team (Brian Shea)**
  - Financial services industry professional; previously with BNY Mellon
  - Enhance “client experience” of SRP team, improve responsiveness
- **Market Innovator and Thought Leader**
  - Investments in the servicing and of digital assets and cryptocurrencies
  - Continuation and build out of open architecture and “OMNI” strategy
- **One BNY Mellon**
  - Delivering full suite of products and capabilities to clients to help them achieve their goals and recognize efficiencies

# Asset Owner Strategy

Our goal is to digitize our core offerings, reimagine client journeys and create innovative new products and solutions. Today we are accelerating client information delivery, transforming client oversight and transparency and providing insights based on data and analytics — helping clients to harness the power of data.



## Accelerate Client Information Delivery & Interaction

- System to system data interactions via APIs
- Intraday reporting of positions, cash, transaction and holdings data from core services
- Self-service reporting
- Drive awareness and adoption of digital information delivery tools



## Enhance Client Oversight & Transparency

- Pan-asset class oversight and impact analysis
- Monitoring trade status and reconciliation breaks
- Cash management notifications
- Workflow for private markets capital calls and distribution



## Deliver Data and Analytics Solutions

- A suite of data solutions to aggregate and govern diverse sets of structured and unstructured data
- Rich tool-set to empower content consumers and data scientists
- Applications and content solutions to gain value from data and analytics
- An open platform to enable an ecosystem of 3<sup>rd</sup> party solutions

**Our strategic alliance and collaboration strategy accelerates solution delivery across all pillars**

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3. Preliminary. Excludes securities lending cash management assets and assets managed in the Investment Services business.
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5. Regulatory capital ratios for December 31, 2021 are preliminary. For our CET1, Tier 1 capital and Total capital ratios, our effective capital ratios under the U.S. capital rules are the lower of the ratios as calculated under the Standardized and Advanced Approaches, which for December 31, 2021 was the Standardized Approach.
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*Consider Everything*



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