



Pensions 360°

Welcome to the first edition of Pensions 360°, BNY Mellon's digital newsletter for the European pension community. Here, we discuss key developments in the pension market, as well as round-up the latest news, updates and insights from BNY Mellon.

In This Issue

- **Pensions Market Round-Up with Lawrence Langenhan, Regional Executive**
- **In The Spotlight**
- **60 Second Interview with Marvin Vervaart, Regional Product Manager**
- **In the Press**
- **Events**
- **At BNY Mellon**
- **The Last Word**

Pensions Market Round-Up



Lawrence Langenhan, Regional Executive, looks at forces that will drive the evolution of the pension market in 2019.

Regulation will drive the evolution of the European pension market in 2019. The deadline for IORP II is around the corner. The Directive is firmly in line with goals that have defined the efforts of local regulators and governments in recent years: the need to protect member benefits and improve transparency and member communication.

Regulation is also a key driver of the shift towards sustainable investing. As we head into 2019, I've no doubt pension schemes will be on the lookout for new tools and resources that help them evaluate, measure and monitor the long-term impact of their investments on ESG factors.

Finally, I will be interested to see how discussions around the consolidation of private DB schemes take shape. The benefits of consolidation are clear: lower running costs, access to new investment strategies and improved governance. The question that remains: how best to go about it?

In the Spotlight



ESG Investing: Setting a Course for a Sustainable Future

With ESG increasingly on our pension clients' radars, our new report takes stock of global and regional frameworks being put in place to help investors incorporate ESG principles into their strategies and measure the non-financial performance of their investments.



Real Momentum: Global Public Investors and the Real Assets Market

Up to 70% of global public sector investors plan to increase their infrastructure investments in the next 12-24 months. Find out what's driving the shift to real assets, where the most attractive investment opportunities lie and how growing allocations will impact investors and fund managers.



Real Assets: Opportunities and Challenges for Sovereign Wealth and Public Pension Funds

We take a closer look at how two influential groups of investors – sovereign wealth and public pension funds – compare in their approach to real asset investment. We also touch on new frontiers of investment that are being carved out in response to shifts in global real estate markets.



Private Debt: The Rise of an Asset Class

Private debt fundraising reached record-breaking levels in 2017, with the total raised globally surpassing US\$100bn for the first time. In the latest issue of 'The Race for Assets', we provide an introduction to the private debt market, explore its phenomenal growth and look at where capital is being directed.



Custody – It's Time for an Upgrade

As one of the world's largest global custodians, custody is at the heart of our offering. Tom Casteleyn, Head of Custody Product Management, discusses how he sees custody services evolving in the future.



Crypto Custody

There is increasing demand in the market for a traditional, established custodian to provide custody of cryptocurrencies. Kara Kennedy, Custody Product Manager, explores the legal, regulatory and operational hurdles that must be overcome if traditional custody banks are to engage with this emerging asset class.

60 Second Interview



Get to know our team through quick-fire Q&As. We speak with Marvin Vervaart.

What is your role?

I'm a Regional Product Manager at BNY Mellon Asset Servicing in EMEA. I oversee interaction with front office teams and clients regarding our products and solutions. I have an extended role in that I manage the product development strategy for the pension segment.

How long have you been with BNY Mellon?

Since BNY and Mellon merged in 2007. I started my career at one of the oldest Dutch banks, AMRO and stayed with them through various mergers involving ABN, Mellon and later BNY. I live to tell the tale!

What excites you most about your role?

I'm really excited about finding ways to translate client demands and industry trends into solutions. I'm constantly thinking about ways to bring in bundled solutions that create value for clients and the bank. I am the program manager for the Pensions Client Advisory Board, a responsibility I very much enjoy. It gives me the opportunity to access more rigorous feedback on our products and solutions, as well as hear from clients on broader market trends and challenges.

Which trends are you watching?

I'm following the rise of socially responsible investing. It's interesting to see the trend mature as everyone seems to have an opinion on it! I'm also following a structural shift that I define as 'the individualisation of pensions'. When I started my career, pension beneficiaries were very much removed from their pension pots. The shift to DC is prompting them to take a more proactive approach to saving and retirement. Governments across Europe are pushing for this. DC growth is transforming asset management. This really is a monumental shift.

How are you spending Christmas?

With my young family. Christmas Eve is spent relaxing with my wife and our two girls. Christmas Day is spent with our wider family. It's really splendid!

In the Press



BNY Mellon Provides Custody and Associated Services to £28 Billion Pension Scheme

BNY Mellon is pleased to continue a 22-year relationship with one of the UK's largest pension schemes: RPMI Railpen. [Learn more.](#)



National Pension Service of Korea Appoints BNY Mellon as Global Custodian for Fixed Income

BNY Mellon is proud to have been selected by the National Pension Service of Korea, one of the world's largest pension funds, as global custodian for their fixed income mandate. [Learn about the appointment.](#)



BNY Mellon Supports CPPIB in the World's First Green Bond Issuance by a Pension Fund

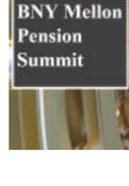
BNY Mellon earlier this year announced its fiscal agency appointment on a ten-year C\$1.5bn green bond issued by CPPIB. [Read more.](#)

Events



European Pensions on The Move, Amsterdam

Join BNY Mellon and industry experts on Wednesday 12 December as we discuss IORP II implementation approaches and challenges. We will also address the position of ESG in the Directive and how to build a cohesive ESG policy. [Contact us](#) to confirm your place.



BNY Mellon Pension Summit, London

Thank you to those of you that attended our recent Pension Summit in London. The theme of the event was 'Pensions: Towards a Sustainable Future' and agenda topics included: The shift to DC, ESG Investing, Real Assets and Cybersecurity. Highlights to follow in the next issue of **Pensions 360°**.

At BNY Mellon



Q3 2018 Financial Results

BNY Mellon recently announced third quarter 2018 financial results. [See how we did.](#)



2017 CSR Report

Corporate Social Responsibility plays a big part in turning our vision – of improving lives through investing – into reality. In our 2017 CSR report, we pin down five key trends shaping our world. [Learn more.](#)

The Last Word

Thank you for reading the first edition of Pensions 360°! We wish you all a great festive season. Please share your feedback on this issue by [writing to us](#). We would be delighted to hear your thoughts so we can make the next issue even better.