

WEALTH MANAGEMENT UNIVERSE SUMMARY

PROGRAM MANAGERS ENJOYED STRONG RETURNS IN 2012



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The median Wealth Management plan was up 1.1% for the fourth quarter of 2012. In comparison, the benchmark of 60% equity (S&P 500) and 40% bonds (Barclays U.S. Aggregate) returned -0.1% during the quarter. After finishing up 6.4% in the third quarter, equity markets retracted as the S&P finished down 0.4% this quarter. The fixed income market also slowed as the BC U.S. Aggregate returned 0.2% versus 1.6% last quarter. As of December 31, 2012, the one-year median Wealth Management plan finished behind the blended benchmark, returning 10.2% versus 11.3% for the index.

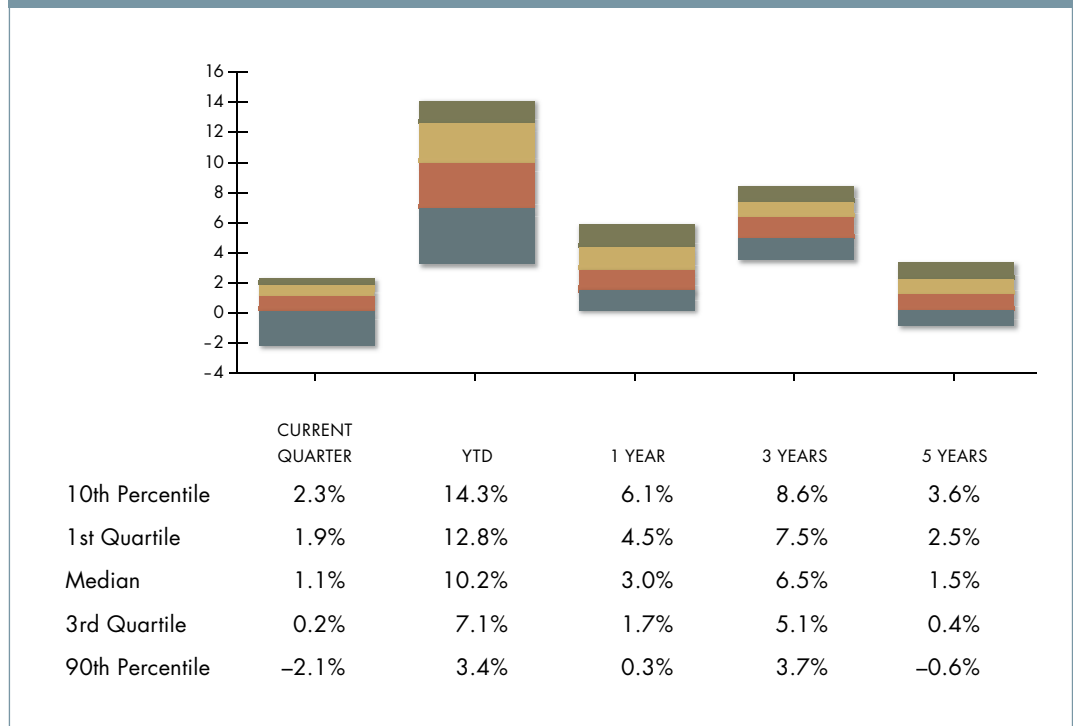
Over longer periods, the median Wealth plan has also lagged the benchmark – underperforming during the

two-, three- and five-year periods. The plan posted annualized returns of 4.5%, 6.5% and 1.5% respectively vs. the 60% equity/40% bonds index returns of 8.0%, 9.3% and 3.8%.

The breakpoint return for the top quartile of Wealth portfolios for the fourth quarter was 1.9%; the top decile breakpoint return was 2.3%. These portfolios favored less aggressive allocations toward equities. The bottom quartile breakpoint was 0.2% where portfolios assumed more risk and had lower allocations toward cash and fixed income.

Within the Wealth Management Composite as of December 31, 2012, domestic equity accounted for 34.3% of assets. Broad-based domestic equity indexes such as the S&P

WEALTH MANAGEMENT PLANS – TOTAL RETURNS DECEMBER 31, 2012



500 and the Russell 3000 were roughly flat returning -0.4% and 0.3% respectively. The small cap value segment was the best performing sub-asset class within the U.S. equity spectrum, as evidenced by the Russell 2000 Value Index return of 3.2%. The large cap growth segment had the lowest return of the equity classes as noted by the Russell 1000 Growth Index return of -1.3%. The

median U.S. equity program fell in between, returning 0.8% for the quarter.

Domestic fixed income comprised 12.7% of the Wealth Management Composite. The Barclays U.S. Aggregate Index was up 0.2% for the fourth quarter and has posted a one-year return of 4.2%. The median U.S. fixed income program returned 0.8% and 8.3% respectively.

COMPOSITE ASSET ALLOCATION – WEALTH MANAGEMENT				
	Current	1 Year Ago	3 Years Ago	5 Years Ago
U.S. Equity	34%	37%	24%	34%
Global/Non-U.S. Equity	15%	12%	12%	13%
U.S. Fixed Income	13%	17%	27%	21%
Global/Non-U.S. Bonds	2%	3%	2%	1%
Private Equity/Hedge Funds	8%	9%	8%	10%
Cash & Other	28%	22%	27%	21%

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If you would like to participate in our universe analysis and receive more in-depth information, please contact your relationship manager.

Returns are shown gross of fees. Index returns assume reinvestment of dividends and earnings and do not reflect the deduction of any trading costs or other expenses. It is not possible to invest directly in an index. Periods greater than one year are annualized. Past performance does not indicate future results.

