



DYNAMIC INVESTMENT MANAGEMENT LEADER

As a leading global asset management firm, **our investment expertise, strength and innovation** have earned the trust and confidence of the world’s most sophisticated institutional and individual investors.

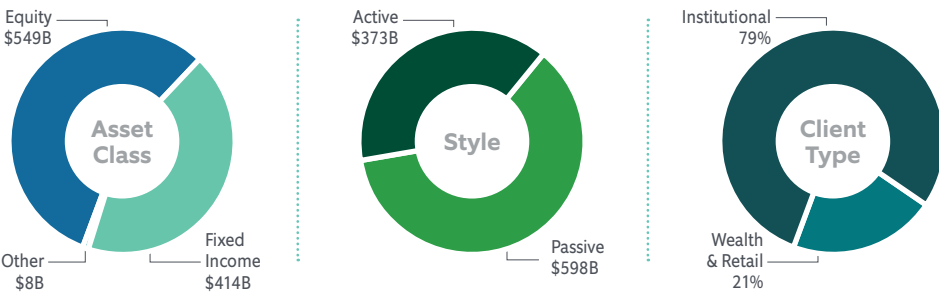
With \$972 billion in total assets under management,* and a longstanding fiduciary history of solving complex investment challenges, we believe our strength and stability drive opportunities for our clients.

A Recognized Leader

Worldwide Assets ¹	16th largest
Worldwide Institutional Assets ²	13th largest
Factor-Based Strategies ¹	9th largest
Sovereign Wealth Funds ¹	7th largest
Endowment/Foundation Assets ³	5th largest
Institutional Cash Tax-Exempt Manager ³	2nd largest in the U.S.
Indexed (U.S.) Equity ³	5th largest
ETF Sponsor ¹	15th largest

TOTAL ASSETS UNDER MANAGEMENT

As of September 30, 2018



EXTENSIVE CAPITAL MARKETS EXPERTISE

Northern Trust’s forward-looking, historically aware investment approach and deep capital markets expertise power a comprehensive set of solutions. Our asset class capabilities range from passive and factor-based, to fundamental active and multi-manager.

EQUITY Factor-Based Active Passive Tax-Advantaged Multi-Manager	FIXED INCOME Active Passive Cash Management Multi-Manager	ALTERNATIVES Hedge Funds Private Equity Private Credit Real Assets Infrastructure Real Estate	SOLUTIONS ESG Retirement Target Date Multi-Manager Investment Advisory Focus Research	ASSET ALLOCATION Strategic Tactical
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GLOBAL PRODUCT VEHICLES

Collective Funds | Common Contractual Funds | Common Funds | ETFs | FGR Funds | Investment Company Variable Capital Managed Accounts | Mutual Funds | Separate Accounts

* Assets under management as of September 30, 2018. For the Northern Trust Asset Management entities included in AUM total, please see disclosure at end of this document.

¹ Total worldwide assets under management. ² Worldwide institutional assets under management. ³ U.S. institutional, tax-exempt assets managed internally.

The above rankings are not indicative of future performance. Unless otherwise noted, rankings are based on total worldwide assets under management of \$961 billion as of December 31, 2017 by *Pensions & Investments* magazine’s 2018 Special Report on the Largest Money Managers.

STABILITY + STRENGTH = OPPORTUNITY

We're referred to as the stable institution that people trust — but trust and stability don't mean tired and stationary. Quite the contrary: trust and stability mean we operate from a position of strength.

And with strength comes the ability to identify, create and seize unique opportunities for our clients.

Principles that Endure

Service

Relentless drive to provide exceptional service.

Expertise

Resolving complex challenges with multi-asset class capabilities.

Integrity

Acting with the highest ethics, utmost honesty and unfailing reliability.

For more than 125 years, Northern Trust has led the financial services industry by adhering to our guiding principles.

Today we remain committed to these founding principles, delivering our clients unparalleled service and expertise — with integrity.



LEARN MORE

Visit us at northerntrust.com

Equities

LEADERS IN FACTOR-BASED INVESTING SINCE 1994
BEST SMART BETA STRATEGIES⁵

Fixed Income/Cash

TWO-TIME FIXED INCOME MUNICIPAL MANAGER OF THE YEAR⁶

ESG

OVER 30 YEARS OF MANAGING SOCIALLY RESPONSIBLE PORTFOLIOS
UNPRI SIGNATORY

Retirement Solutions

9TH LARGEST DB MANAGER³
10TH LARGEST DC MANAGER⁴

Multi-Manager

THIRD-PARTY MANAGER SOLUTIONS
6TH LARGEST OUTSOURCING MANAGER WORLDWIDE /4TH U.S.⁷

50 South Capital

HEDGE FUNDS AND PRIVATE EQUITY SOLUTIONS

FlexShares[®]

FAMILY OF EQUITY, FIXED INCOME AND REAL ASSET ETFs

Northern Funds

\$156 BILLION⁸ DIVERSIFIED MUTUAL FUND FAMILY

⁴ U.S. Institutional, tax exempt. ⁵ Asia Asset Management, 2015. ⁶ *Institutional Investor*, 2013 and 2014. ⁷ *Pensions & Investments* as of March 31, 2018. ⁸ As of September 30, 2018.

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Past performance is no guarantee of future results.

Northern Trust Asset Management is composed of Northern Trust Investments, Inc., Northern Trust Global Investments Limited, Northern Trust Global Investments Japan, K.K., NT Global Advisors Inc., 50 South Capital Advisors, LLC and investment personnel of The Northern Trust Company of Hong Kong Limited and The Northern Trust Company.

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