



NORTHERN TRUST

ASSET MANAGEMENT

# 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 \$1.2 trillion in total assets under management,\*** and a long-standing fiduciary history of solving complex investment challenges, we believe our strength and stability drive opportunities for our clients.

## A Recognized Leader

Worldwide Assets<sup>1</sup>  
**14th largest**

Worldwide Institutional Assets<sup>2</sup>  
**12th largest**

Factor-Based Strategies<sup>1</sup>  
**6th largest**

ESG Principles Manager<sup>1</sup>  
**16th largest**

Sovereign Wealth Funds<sup>1</sup>  
**6th largest**

Endowment/Foundation Assets<sup>3</sup>  
**6th largest**

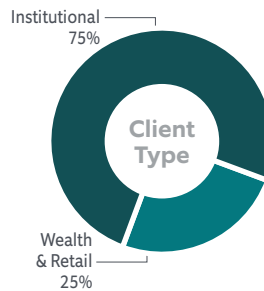
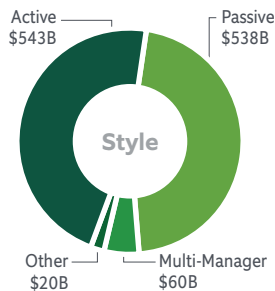
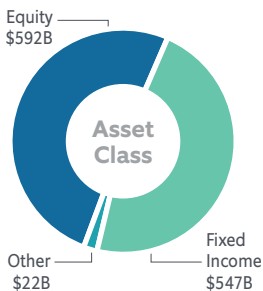
Institutional Cash Tax-Exempt Manager<sup>3</sup>  
**Largest in the U.S.**

Indexed (U.S.) Equity<sup>3</sup>  
**5th largest**

ETF Sponsor<sup>1</sup>  
**16th largest**

## TOTAL ASSETS UNDER MANAGEMENT

As of December 31, 2017



## 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	FIXED INCOME	ALTERNATIVES	SOLUTIONS	ASSET ALLOCATION
<ul style="list-style-type: none"> <li>Factor-Based</li> <li>Active</li> <li>Passive</li> <li>Tax-Advantaged</li> <li>Multi-Manager</li> </ul>	<ul style="list-style-type: none"> <li>Active</li> <li>Passive</li> <li>Cash Management</li> <li>Multi-Manager</li> </ul>	<ul style="list-style-type: none"> <li>Hedge Funds</li> <li>Private Equity</li> <li>Private Credit</li> <li>Real Assets</li> <li>Infrastructure</li> <li>Real Estate</li> </ul>	<ul style="list-style-type: none"> <li>ESG</li> <li>Retirement</li> <li>Target Date</li> <li>Multi-Manager</li> <li>Investment Advisory</li> <li>Focus Research</li> </ul>	<ul style="list-style-type: none"> <li>Strategic</li> <li>Tactical</li> </ul>

## GLOBAL PRODUCT VEHICLES

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

\* Represents total assets managed by the subsidiaries of Northern Trust Corporation as of December 31, 2017.

<sup>1</sup> Total worldwide assets under management. <sup>2</sup> Worldwide institutional assets under management. <sup>3</sup> 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 \$942.5 billion as of December 31, 2016 by *Pensions & Investments* magazine's 2017 Special Report on the Largest Money Managers.

See back page for footnote and additional important information.

# 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.

**Equities**

LEADERS IN FACTOR-BASED INVESTING SINCE 1994  
BEST SMART BETA STRATEGIES<sup>5</sup>

**ESG**

OVER 25 YEARS OF MANAGING SOCIALLY RESPONSIBLE PORTFOLIOS  
UNPRI SIGNATORY

**Multi-Manager**

THIRD-PARTY MANAGER SOLUTIONS  
3RD LARGEST OUTSOURCING MANAGER WORLDWIDE /1ST U.S.<sup>7</sup>

**FlexShares<sup>®</sup>**

FAMILY OF EQUITY, FIXED INCOME AND REAL ASSET ETFs

**Fixed Income/Cash**

TWO-TIME FIXED INCOME MUNICIPAL MANAGER OF THE YEAR<sup>6</sup>

**Retirement Solutions**

8TH LARGEST DB MANAGER<sup>3</sup>  
10TH LARGEST DC MANAGER<sup>4</sup>

**50 South Capital**

HEDGE FUNDS AND PRIVATE EQUITY SOLUTIONS

**Northern Funds**

\$161 BILLION<sup>8</sup> DIVERSIFIED MUTUAL FUND FAMILY

## 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](http://northerntrust.com)

<sup>4</sup> U.S. Institutional, tax exempt. <sup>5</sup> Asia Asset Management, 2015. <sup>6</sup> *Institutional Investor*, 2013 and 2014. <sup>7</sup> *Pensions & Investments* as of March 31, 2017. <sup>8</sup> Data as of December 31, 2017.

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Past performance is no guarantee of future results.

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