



**NORTHERN  
TRUST**

## **Financial Trends**

Fourth Quarter 2018

January 23, 2019

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The historical financial results and trends reflected in this report are not indicative of future financial results and trends for Northern Trust Corporation. This report should be read in conjunction with the Corporation's Fourth Quarter 2018 earnings press release, 2017 Annual Report to Shareholders, and periodic reports to the Securities and Exchange Commission, all of which contain additional information about factors that could affect the Corporation's future financial results and trends. The Corporation assumes no obligation to update this report.

# Northern Trust Corporation

## FINANCIAL SUMMARY

(\$ in Millions except per share information)

2014	2015	2016	2017	2018		2017				2018			
						1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr*
<u>Profitability:</u>													
\$ 811.8	\$ 973.8	\$ 1,032.5	\$ 1,199.0	\$ 1,556.4	Net Income	\$ 276.1	\$ 267.9	\$ 298.4	\$ 356.6	\$ 381.6	\$ 390.4	\$ 374.5	\$ 409.9
789.0	935.0	990.4	1,130.4	1,489.9	Earnings Allocated to Common and Potential Common Shares	250.9	257.6	276.7	345.2	359.1	379.5	353.1	398.2
<b>\$ 3.34</b>	<b>\$ 4.03</b>	<b>\$ 4.35</b>	<b>\$ 4.95</b>	<b>\$ 6.68</b>	<b>Basic Earnings Per Share</b>	<b>\$ 1.10</b>	<b>\$ 1.12</b>	<b>\$ 1.21</b>	<b>\$ 1.52</b>	<b>\$ 1.59</b>	<b>\$ 1.69</b>	<b>\$ 1.59</b>	<b>\$ 1.81</b>
<b>3.32</b>	<b>3.99</b>	<b>4.32</b>	<b>4.92</b>	<b>6.64</b>	<b>Diluted Earnings Per Share</b>	<b>1.09</b>	<b>1.12</b>	<b>1.20</b>	<b>1.51</b>	<b>1.58</b>	<b>1.68</b>	<b>1.58</b>	<b>1.80</b>
<b>11%</b>	<b>20%</b>	<b>8%</b>	<b>14%</b>	<b>35%</b>	<b>Diluted EPS Growth over Previous Year</b>	<b>6%</b>	<b>2%</b>	<b>11%</b>	<b>36%</b>	<b>45%</b>	<b>50%</b>	<b>32%</b>	<b>19%</b>
10.0%	11.5%	11.9%	12.6%	16.2%	Return on Average Common Equity	11.6%	11.6%	12.2%	15.1%	16.0%	16.5%	15.1%	17.0%
0.78%	0.88%	0.89%	1.00%	1.27%	Return on Average Assets	0.96%	0.91%	0.98%	1.16%	1.24%	1.26%	1.22%	1.34%
28.0%	31.5%	30.9%	31.0%	33.3%	Profit Margin (pre-tax) (FTE**)	30.9%	30.1%	31.6%	31.4%	33.2%	34.1%	33.1%	32.9%
18.6%	20.6%	20.7%	22.1%	25.9%	Profit Margin (after-tax) (FTE**)	21.3%	20.1%	22.0%	24.8%	25.7%	25.8%	25.2%	27.0%
76.3%	76.8%	74.7%	72.8%	72.3%	Noninterest Income to Total Revenue (FTE**)	72.0%	73.7%	73.0%	72.5%	73.6%	72.1%	71.8%	71.6%
65.0%	63.0%	62.3%	63.4%	62.5%	Trust Fees to Total Revenue (FTE**)	62.5%	63.8%	63.9%	63.2%	63.2%	62.2%	63.3%	61.6%
31.8%	33.5%	31.9%	26.6%	20.5%	Effective Tax Rate (US GAAP)	29.4%	31.4%	28.4%	18.1%	21.1%	23.0%	22.1%	15.7%
33.4%	34.7%	33.1%	28.6%	22.1%	Effective Tax Rate (FTE**)	30.9%	33.0%	30.4%	21.0%	22.5%	24.4%	23.8%	17.8%
<u>Capital Ratios:</u>													
Standardized Approach (a)													
12.5%	10.8%	11.8%	12.6%	12.9%	Common Equity Tier 1	12.2%	12.3%	12.2%	12.6%	12.3%	12.4%	12.9%	12.9%
13.3%	11.4%	12.9%	13.8%	14.1%	Tier 1	13.4%	13.5%	13.4%	13.8%	13.6%	13.6%	14.2%	14.1%
15.5%	13.2%	14.5%	15.8%	16.1%	Total	15.0%	15.6%	15.4%	15.8%	15.5%	15.6%	16.2%	16.1%
7.8%	7.5%	8.0%	7.8%	8.0%	Tier 1 Leverage	8.2%	8.1%	8.0%	7.8%	7.6%	7.7%	7.8%	8.0%
Advanced Approach (b)													
12.4%	11.9%	12.4%	13.5%	13.7%	Common Equity Tier 1	12.9%	13.2%	13.3%	13.5%	13.0%	13.2%	13.4%	13.7%
13.2%	12.5%	13.7%	14.8%	15.0%	Tier 1	14.2%	14.5%	14.6%	14.8%	14.3%	14.5%	14.8%	15.0%
15.0%	14.2%	15.1%	16.7%	16.9%	Total	15.6%	16.5%	16.5%	16.7%	16.2%	16.4%	16.7%	16.9%
n/a	7.5%	8.0%	7.8%	8.0%	Tier 1 Leverage	8.2%	8.1%	8.0%	7.8%	7.6%	7.7%	7.8%	8.0%
n/a	6.2%	6.7%	6.8%	7.0%	Supplementary Leverage	6.9%	7.0%	6.9%	6.8%	6.6%	6.8%	6.9%	7.0%
<u>Per Share Information / Ratios:</u>													
\$ 1.30	\$ 1.41	\$ 1.48	\$ 1.60	\$ 1.94	Cash Dividends Declared Per Common Share	\$ 0.38	\$ 0.38	\$ 0.42	\$ 0.42	\$ 0.42	\$ 0.42	\$ 0.55	\$ 0.55
39%	35%	34%	33%	29%	Dividend Payout Ratio	35%	34%	35%	28%	27%	25%	35%	31%
\$ 67.40	\$ 72.09	\$ 89.05	\$ 99.89	\$ 83.59	Market Value Per Share (End of Period)	\$ 86.58	\$ 97.21	\$ 91.93	\$ 99.89	\$ 103.13	\$ 102.89	\$ 102.13	\$ 83.59
20.3	18.1	20.6	20.3	12.6	Stock Price Multiple of Earnings	19.8	22.1	20.3	20.3	19.1	17.2	16.1	12.6
(based on trailing 4 quarters of diluted EPS)													
\$ 34.54	\$ 36.27	\$ 38.88	\$ 41.28	\$ 43.95	Book Value Per Common Share (End of Period)	\$ 39.62	\$ 40.20	\$ 40.82	\$ 41.28	\$ 41.66	\$ 42.44	\$ 42.83	\$ 43.95

\* Capital ratios for the current quarter are considered preliminary until the Form 10-K is filed with the Securities and Exchange Commission.

\*\* Fully taxable equivalent

(a) For December 2014, Standardized Approach risk-weighted assets were determined by Basel I requirements. Effective with the first quarter of 2015, risk-weighted assets are calculated in accordance with the Basel III Standardized Approach final rules.

(b) Effective with the second quarter of 2014, Northern Trust exited its parallel run. Advanced Approach capital ratios were not disclosed prior to that date.

# Northern Trust Corporation

## INCOME STATEMENT

(\$ in Millions except per share information)

TWELVE MONTHS		CHANGE			FOURTH QUARTER		CHANGE	
2018	2017	\$	%		2018	2017	\$	%
\$ 2,173.1	\$ 1,984.5	\$ 188.6	10 %	C&IS Trust, Investment and Other Servicing Fees	\$ 535.6	\$ 533.4	\$ 2.2	— %
1,580.6	1,449.8	130.8	9 %	WM Trust, Investment and Other Servicing Fees	398.3	376.6	21.7	6 %
3,753.7	3,434.3	319.4	9 %	<i>Total Fees</i>	933.9	910.0	23.9	3 %
307.2	209.9	97.3	46 %	Foreign Exchange Trading Income	78.1	62.8	15.3	24 %
51.8	56.4	(4.6)	(8)%	Treasury Management Fees	11.8	13.6	(1.8)	(13)%
98.3	89.6	8.7	10 %	Security Commissions and Trading Income	23.1	23.8	(0.7)	(3)%
127.5	157.5	(30.0)	(19)%	Other Operating Income	40.4	34.8	5.6	17 %
(1.0)	(1.6)	0.6	(33)%	Investment Security Gains (Losses), net	(0.7)	(0.5)	(0.2)	69 %
4,337.5	3,946.1	391.4	10 %	<i>Total Noninterest Income</i>	1,086.6	1,044.5	42.1	4 %
2,362.6	1,815.2	547.4	30 %	Interest Income (FTE*)	661.5	504.1	157.4	31 %
698.7	340.2	358.5	105 %	Interest Expense	231.4	108.1	123.3	114 %
1,663.9	1,475.0	188.9	13 %	<i>Net Interest Income (FTE*)</i>	430.1	396.0	34.1	9 %
6,001.4	5,421.1	580.3	11 %	<i>Total Revenue (FTE*)</i>	1,516.7	1,440.5	76.2	5 %
(14.5)	(28.0)	13.5	(48)%	Provision for Credit Losses	(4.0)	(13.0)	9.0	(69)%
1,806.9	1,733.7	73.2	4 %	Compensation	444.4	457.1	(12.7)	(3)%
356.7	319.9	36.8	12 %	Employee Benefits	90.7	91.7	(1.0)	(1)%
739.4	668.4	71.0	11 %	Outside Services	195.5	175.6	19.9	11 %
582.2	524.0	58.2	11 %	Equipment and Software	152.3	132.5	19.8	15 %
201.1	191.8	9.3	5 %	Occupancy	49.8	52.8	(3.0)	(6)%
330.6	331.6	(1.0)	— %	Other Operating Expense	89.2	92.2	(3.0)	(3)%
4,016.9	3,769.4	247.5	7 %	<i>Total Noninterest Expense</i>	1,021.9	1,001.9	20.0	2 %
1,999.0	1,679.7	319.3	19 %	<i>Income before Income Taxes (FTE*)</i>	498.8	451.6	47.2	10 %
401.4	434.9	(33.5)	(8)%	Provision for Income Taxes	76.0	79.0	(3.0)	(4)%
41.2	45.8	(4.6)	(10)%	Taxable Equivalent Adjustment	12.9	16.0	(3.1)	(19)%
442.6	480.7	(38.1)	(8)%	<i>Total Taxes (FTE*)</i>	88.9	95.0	(6.1)	(6)%
<b>\$ 1,556.4</b>	<b>\$ 1,199.0</b>	<b>\$ 357.4</b>	<b>30 %</b>	<b><i>Net Income</i></b>	<b>\$ 409.9</b>	<b>\$ 356.6</b>	<b>\$ 53.3</b>	<b>15 %</b>
\$ 46.4	\$ 49.8	\$ (3.4)	(7)%	Dividends on Preferred Stock	\$ 5.9	\$ 5.9	\$ —	— %
20.1	18.8	1.3	7 %	Earnings Allocated to Participating Securities	5.8	5.5	0.3	6 %
1,489.9	1,130.4	359.5	32 %	Earnings Allocated to Common and Potential Common Shares	398.2	345.2	53.0	15 %
\$ 6.68	\$ 4.95	\$ 1.73	35 %	Earnings Per Share - Basic	\$ 1.81	\$ 1.52	\$ 0.29	19 %
\$ 6.64	\$ 4.92	\$ 1.72	35 %	Earnings Per Share - Diluted	\$ 1.80	\$ 1.51	\$ 0.29	19 %
223,148	228,258			Average Basic Shares (000s)	220,328	226,791		
224,488	229,654			Average Diluted Shares (000s)	221,502	228,067		
219,012	226,127			End of Period Shares Outstanding (000s)	219,012	226,127		

\* Fully taxable equivalent

# Northern Trust Corporation

## NET INCOME TRENDS

(\$ in Millions except per share information)

2014	2015	2016	2017	2018		2017				2018			
						1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr
\$ 1,584.0	\$ 1,696.9	\$ 1,787.8	\$ 1,984.5	\$ 2,173.1	C&IS Trust, Investment and Other Servicing Fees	\$ 462.9	\$ 487.1	\$ 501.1	\$ 533.4	\$ 544.3	\$ 552.2	\$ 541.0	\$ 535.6
1,248.8	1,283.6	1,320.3	1,449.8	1,580.6	WM Trust, Investment and Other Servicing Fees	345.3	361.1	366.8	376.6	393.4	390.7	398.2	398.3
2,832.8	2,980.5	3,108.1	3,434.3	3,753.7	<b>Total Fees</b>	808.2	848.2	867.9	910.0	937.7	942.9	939.2	933.9
210.1	261.8	236.6	209.9	307.2	Foreign Exchange Trading Income	48.1	49.9	49.1	62.8	78.5	78.9	71.7	78.1
66.0	64.7	62.8	56.4	51.8	Treasury Management Fees	14.7	14.9	13.2	13.6	14.0	13.5	12.5	11.8
67.6	78.7	81.4	89.6	98.3	Security Commissions and Trading Income	20.5	24.1	21.2	23.8	27.2	26.1	21.9	23.1
153.5	247.1	241.2	157.5	127.5	Other Operating Income	39.7	43.0	40.0	34.8	34.8	31.4	20.9	40.4
(4.3)	(0.3)	(3.2)	(1.6)	(1.0)	Investment Security Gains (Losses), net	(0.3)	(0.4)	(0.4)	(0.5)	(0.2)	—	(0.1)	(0.7)
3,325.7	3,632.5	3,726.9	3,946.1	4,337.5	<b>Total Noninterest Income</b>	930.9	979.7	991.0	1,044.5	1,092.0	1,092.8	1,066.1	1,086.6
1,034.9	1,095.4	1,260.0	1,475.0	1,663.9	Net Interest Income (FTE*)	362.4	350.4	366.2	396.0	392.7	422.6	418.5	430.1
4,360.6	4,727.9	4,986.9	5,421.1	6,001.4	<b>Total Revenue (FTE*)</b>	1,293.3	1,330.1	1,357.2	1,440.5	1,484.7	1,515.4	1,484.6	1,516.7
6.0	(43.0)	(26.0)	(28.0)	(14.5)	Provision for Credit Losses	(1.0)	(7.0)	(7.0)	(13.0)	(3.0)	1.5	(9.0)	(4.0)
1,417.9	1,443.3	1,541.1	1,733.7	1,806.9	Compensation	425.8	432.5	418.3	457.1	471.7	454.7	436.1	444.4
268.7	285.3	293.3	319.9	356.7	Employee Benefits	77.8	75.6	74.8	91.7	91.7	88.8	85.5	90.7
574.6	595.7	627.1	668.4	739.4	Outside Services	153.1	167.0	172.7	175.6	171.4	185.6	186.9	195.5
421.4	454.8	467.4	524.0	582.2	Equipment and Software	127.3	133.7	130.5	132.5	140.0	144.2	145.7	152.3
180.3	173.5	177.4	191.8	201.1	Occupancy	45.4	46.3	47.3	52.8	51.5	48.8	51.0	49.8
272.1	328.0	364.4	331.6	330.6	Other Operating Expense	65.1	82.3	92.0	92.2	69.0	75.3	97.1	89.2
3,135.0	3,280.6	3,470.7	3,769.4	4,016.9	<b>Total Noninterest Expense</b>	894.5	937.4	935.6	1,001.9	995.3	997.4	1,002.3	1,021.9
1,219.6	1,490.3	1,542.2	1,679.7	1,999.0	<b>Income before Income Taxes (FTE*)</b>	399.8	399.7	428.6	451.6	492.4	516.5	491.3	498.8
378.4	491.2	484.6	434.9	401.4	Provision for Income Taxes	114.8	122.9	118.2	79.0	102.1	116.8	106.5	76.0
29.4	25.3	25.1	45.8	41.2	Taxable Equivalent Adjustment	8.9	8.9	12.0	16.0	8.7	9.3	10.3	12.9
407.8	516.5	509.7	480.7	442.6	<b>Total Taxes (FTE*)</b>	123.7	131.8	130.2	95.0	110.8	126.1	116.8	88.9
<b>\$ 811.8</b>	<b>\$ 973.8</b>	<b>\$ 1,032.5</b>	<b>\$ 1,199.0</b>	<b>\$ 1,556.4</b>	<b>Net Income</b>	<b>\$ 276.1</b>	<b>\$ 267.9</b>	<b>\$ 298.4</b>	<b>\$ 356.6</b>	<b>\$ 381.6</b>	<b>\$ 390.4</b>	<b>\$ 374.5</b>	<b>\$ 409.9</b>
\$ 3.34	\$ 4.03	\$ 4.35	\$ 4.95	\$ 6.68	Earnings Per Share - Basic	\$ 1.10	\$ 1.12	\$ 1.21	\$ 1.52	\$ 1.59	\$ 1.69	\$ 1.59	\$ 1.81
3.32	3.99	4.32	4.92	6.64	Earnings Per Share - Diluted	1.09	1.12	1.20	1.51	1.58	1.68	1.58	1.80
237,720	234,222	229,151	229,654	224,488	Average Diluted Shares (000s)	230,631	230,638	229,314	228,067	227,048	225,611	223,860	221,502
\$ 9.5	\$ 23.4	\$ 23.4	\$ 49.8	\$ 46.4	Preferred Dividends	\$ 20.7	\$ 5.9	\$ 17.3	\$ 5.9	\$ 17.3	\$ 5.9	\$ 17.3	\$ 5.9

\* Fully taxable equivalent

**Northern Trust Corporation**  
**TRUST, INVESTMENT AND OTHER SERVICING FEES DETAIL**

(\$ in Millions)

2014	2015	2016	2017	2018		2017				2018					
						1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr		
<b><u>Corporate &amp; Institutional Services</u></b>															
\$ 1,069.9	\$ 1,150.8	\$ 1,182.2	\$ 1,342.1	\$ 1,501.1	Custody & Fund Administration	\$ 307.5	\$ 327.5	\$ 338.1	\$ 369.0	\$ 373.9	\$ 376.7	\$ 374.7	\$ 375.8		
305.7	325.2	371.8	403.5	436.8	Investment Management	93.5	99.3	104.3	106.4	109.7	113.1	108.7	105.3		
96.5	90.5	97.7	96.4	102.0	Securities Lending	23.8	24.6	22.8	25.2	26.0	30.2	24.1	21.7		
111.9	130.4	136.1	142.6	133.2	Other	38.1	35.7	35.9	32.9	34.7	32.2	33.5	32.8		
<u>\$ 1,584.0</u>	<u>\$ 1,696.9</u>	<u>\$ 1,787.8</u>	<u>\$ 1,984.6</u>	<u>\$ 2,173.1</u>	<i>Total Trust, Investment and Other Servicing Fees</i>	<u>\$ 462.9</u>	<u>\$ 487.1</u>	<u>\$ 501.1</u>	<u>\$ 533.5</u>	<u>\$ 544.3</u>	<u>\$ 552.2</u>	<u>\$ 541.0</u>	<u>\$ 535.6</u>		
<b><u>Wealth Management*</u></b>															
\$ 509.1	\$ 514.3	\$ 523.8	\$ 575.5	\$ 607.8	Central	\$ 137.4	\$ 143.1	\$ 145.4	\$ 149.6	\$ 153.9	\$ 150.7	\$ 152.2	\$ 151.0		
325.3	332.7	334.4	356.2	401.7	East	85.2	88.3	90.2	92.5	98.9	97.0	102.7	103.1		
262.5	267.7	268.9	291.7	320.0	West	69.6	73.4	73.7	75.0	78.6	80.4	80.7	80.3		
151.9	168.9	193.2	226.3	251.1	Global Family Office	53.1	56.3	57.5	59.4	62.0	62.6	62.6	63.9		
<u>\$ 1,248.8</u>	<u>\$ 1,283.6</u>	<u>\$ 1,320.3</u>	<u>\$ 1,449.7</u>	<u>\$ 1,580.6</u>	<i>Total Trust, Investment and Other Servicing Fees</i>	<u>\$ 345.3</u>	<u>\$ 361.1</u>	<u>\$ 366.8</u>	<u>\$ 376.5</u>	<u>\$ 393.4</u>	<u>\$ 390.7</u>	<u>\$ 398.2</u>	<u>\$ 398.3</u>		

# Northern Trust Corporation

## BALANCE SHEET

END OF PERIOD

(\$ in Millions)

Assets	12/31/2018	12/31/2017	CHANGE	
			\$	%
Federal Reserve and Other Central Banks Deposits	\$ 30,036.3	\$ 40,454.9	\$ (10,418.6)	(26)%
Interest-Bearing Due from and Deposits with Banks**	6,903.9	7,855.2	(951.3)	(12)%
Federal Funds Sold and Securities Purchased under Agreements to Resell	1,165.2	1,324.3	(159.1)	(12)%
Securities:*				
U.S. Government	5,287.0	5,735.3	(448.3)	(8)%
Obligations of States and Political Subdivisions	674.8	781.0	(106.2)	(14)%
Government Sponsored Agency	22,429.1	18,682.4	3,746.7	20 %
Other***	23,861.0	22,231.3	1,629.7	7 %
Total Securities	52,251.9	47,430.0	4,821.9	10 %
Loans and Leases	32,490.0	32,592.2	(102.2)	— %
Total Earning Assets	122,847.3	129,656.6	(6,809.3)	(5)%
Allowance for Credit Losses Assigned to Loans and Leases	(112.6)	(131.2)	18.6	(14)%
Cash and Due From Banks and Other Central Bank Deposits****	1,985.8	2,299.0	(313.2)	(14)%
Buildings and Equipment	428.2	464.6	(36.4)	(8)%
Client Security Settlement Receivables	1,646.1	1,647.0	(0.9)	— %
Goodwill	669.3	605.6	63.7	11 %
Other Assets	4,748.4	4,048.9	699.5	17 %
Total Assets	\$ 132,212.5	\$ 138,590.5	\$ (6,378.0)	(5)%
Liabilities and Stockholders' Equity				
Savings, Money Market and Other	\$ 14,612.0	\$ 16,975.3	\$ (2,363.3)	(14)%
Savings Certificates and Other Time	688.7	1,152.3	(463.6)	(40)%
Non- U.S. Offices - Interest-Bearing	66,468.0	65,672.2	795.8	1 %
Total Interest-Bearing Deposits	81,768.7	83,799.8	(2,031.1)	(2)%
Short-Term Borrowings	10,664.2	9,171.2	1,493.0	16 %
Senior Notes	2,011.3	1,497.3	514.0	34 %
Long-Term Debt	1,112.4	1,449.5	(337.1)	(23)%
Floating Rate Capital Debt	277.6	277.5	0.1	— %
Total Interest-Related Funds	95,834.2	96,195.3	(361.1)	— %
Demand and Other Noninterest-Bearing Deposits	22,728.1	28,591.0	(5,862.9)	(21)%
Other Liabilities	3,141.9	3,588.0	(446.1)	(12)%
Total Liabilities	121,704.2	128,374.3	(6,670.1)	(5)%
Common Equity	9,626.3	9,334.2	292.1	3 %
Preferred Equity	882.0	882.0	—	— %
Total Stockholders' Equity	10,508.3	10,216.2	292.1	3 %
Total Liabilities and Stockholders' Equity	\$ 132,212.5	\$ 138,590.5	\$ (6,378.0)	(5)%

* Memo - at 12/31/2018:	
Debt Securities Held to Maturity	\$ 14,354.0
Debt Securities Available for Sale	36,888.8
Trading Securities	0.4
Other Earning Assets	1,008.7
	<u>\$ 52,251.9</u>

\*\* Interest-Bearing Due from and Deposits with Banks includes the interest-bearing component of Cash and Due from Banks and Interest-Bearing Deposits with Banks as presented on the consolidated balance sheet in our periodic filings with the SEC.

\*\*\* Other securities include Federal Reserve and Federal Home Loan Bank stock and certain community development investments for purposes of presenting earning assets; such securities are presented in other assets on the consolidated balance sheet in our periodic filings with the SEC.

\*\*\*\* Cash and Due from Banks and Other Central Bank Deposits includes the non-interest-bearing component of Federal Reserve and Other Central Bank Deposits as presented on the consolidated balance sheets in our periodic filings with the SEC.

# Northern Trust Corporation

## BALANCE SHEET TRENDS

### PERIOD AVERAGES\*

(\$ in Millions)

2014	2015	2016	2017	2018	Assets	2017				2018			
						1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr
\$ 14,737	\$ 19,950	\$ 20,434	\$ 23,904	\$ 23,899	Federal Reserve and Other Central Banks Deposits	\$ 21,807	\$ 22,570	\$ 25,183	\$ 25,996	\$ 26,495	\$ 24,513	\$ 22,890	\$ 21,763
16,784	10,713	8,743	7,143	6,023	Interest-Bearing Due from and Deposits with Banks**	6,684	7,654	7,146	7,085	6,920	6,557	5,410	5,229
					Federal Funds Sold and Securities Purchased								
765	1,163	1,776	1,850	1,499	under Agreements to Resell	2,012	2,059	1,946	1,390	1,467	1,417	1,775	1,334
					Securities:								
2,893	4,986	7,073	6,342	5,737	U.S. Government	7,214	6,424	6,002	5,750	5,735	5,718	5,727	5,768
166	113	586	887	725	Obligations of States and Political Subdivisions	990	929	845	788	678	785	731	706
17,515	16,459	17,421	17,987	20,683	Government Sponsored Agency	17,797	17,889	17,975	18,283	18,848	20,215	21,590	22,033
12,873	15,850	16,961	19,499	23,136	Other***	18,777	18,491	19,920	20,781	23,074	22,974	22,774	23,722
33,446	37,408	42,041	44,716	50,281	<i>Total Securities</i>	44,778	43,732	44,742	45,602	48,336	49,692	50,821	52,229
30,216	33,016	34,044	33,565	32,029	Loans and Leases	33,671	33,891	33,468	33,236	32,468	32,235	31,799	31,624
95,948	102,250	107,038	111,178	113,731	<i>Total Earning Assets</i>	108,952	109,907	112,485	113,308	115,686	114,415	112,695	112,178
(274)	(256)	(193)	(157)	(126)	Allowance for Credit Losses Assigned to Loans and Leases	(161)	(162)	(155)	(149)	(131)	(126)	(128)	(120)
2,401	2,139	2,035	2,583	2,534	Cash and Due From Banks and Other Central Bank Deposits****	2,117	2,701	2,667	2,839	2,593	2,441	2,703	2,401
449	443	446	466	439	Buildings and Equipment	466	465	467	466	457	440	427	431
865	1,002	1,137	892	1,002	Client Security Settlement Receivables	830	829	917	989	1,012	942	968	1,085
540	531	525	544	643	Goodwill	520	522	524	610	611	616	672	670
4,154	4,607	4,583	4,101	4,725	Other Assets	3,754	4,140	4,255	4,250	4,265	5,140	4,818	4,669
<u>\$104,084</u>	<u>\$110,715</u>	<u>\$115,570</u>	<u>\$119,607</u>	<u>\$122,947</u>	<i>Total Assets</i>	<u>\$116,476</u>	<u>\$118,401</u>	<u>\$121,159</u>	<u>\$122,312</u>	<u>\$124,493</u>	<u>\$123,867</u>	<u>\$122,156</u>	<u>\$121,314</u>
					<i>Liabilities and Equity</i>								
14,904	15,307	15,142	15,576	15,149	Savings, Money Market and Other	15,447	15,236	15,617	15,996	15,916	15,565	14,788	14,349
1,889	1,610	1,432	1,273	871	Savings Certificates and Other Time	1,339	1,313	1,255	1,189	1,059	897	811	721
48,282	49,377	50,808	56,583	58,557	Non- U.S. Offices - Interest-Bearing	52,436	56,672	58,503	58,632	59,200	57,685	58,473	58,874
65,075	66,294	67,383	73,432	74,577	<i>Total Interest-Bearing Deposits</i>	69,221	73,221	75,376	75,817	76,175	74,146	74,071	73,944
4,499	4,758	6,337	6,696	10,784	Short-Term Borrowings	5,659	5,412	7,265	8,412	9,405	11,336	11,381	10,988
1,661	1,497	1,497	1,497	1,704	Senior Notes	1,497	1,497	1,497	1,497	1,497	1,498	1,818	1,996
1,655	1,426	1,392	1,519	1,297	Long-Term Debt	1,325	1,536	1,672	1,540	1,426	1,411	1,254	1,100
277	277	277	277	278	Floating Rate Capital Debt	277	277	277	277	278	278	278	278
73,167	74,253	76,886	83,422	88,638	<i>Total Interest-Related Funds</i>	77,979	81,944	86,087	87,544	88,781	88,668	88,802	88,306
19,582	24,474	26,231	23,073	20,527	Demand and Other Noninterest-Bearing Deposits	25,713	23,518	21,736	21,385	22,023	21,485	19,431	19,211
3,168	3,364	3,368	3,132	3,553	Other Liabilities	2,993	2,963	3,296	3,272	3,551	3,512	3,649	3,498
95,917	102,091	106,485	109,627	112,718	<i>Total Liabilities</i>	106,685	108,425	111,119	112,201	114,356	113,665	111,881	111,015
8,008	8,236	8,500	9,099	9,347	Common Equity	8,909	9,094	9,158	9,229	9,256	9,320	9,393	9,417
159	389	585	882	882	Preferred Equity	882	882	882	882	882	882	882	882
8,167	8,625	9,085	9,981	10,229	<i>Total Stockholders' Equity</i>	9,791	9,976	10,040	10,111	10,138	10,202	10,275	10,299
<u>\$104,084</u>	<u>\$110,715</u>	<u>\$115,570</u>	<u>\$119,607</u>	<u>\$122,947</u>	<i>Total Liabilities and Stockholders' Equity</i>	<u>\$116,476</u>	<u>\$118,401</u>	<u>\$121,159</u>	<u>\$122,312</u>	<u>\$124,493</u>	<u>\$123,867</u>	<u>\$122,156</u>	<u>\$121,314</u>
\$ 22,781	\$ 27,997	\$ 30,152	\$ 27,756	\$ 25,093	Net Noninterest-Related Funds	\$ 30,973	\$ 27,963	\$ 26,398	\$ 25,764	\$ 26,905	\$ 25,747	\$ 23,893	\$ 23,872

\* Summations may not equal due to rounding

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# Northern Trust Corporation

## BALANCE SHEET MIX TRENDS

### PERIOD AVERAGES\*

2014	2015	2016	2017	2018	Assets	2017				2018			
						1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr
14.2 %	18.0 %	17.7 %	20.0 %	19.4 %	Federal Reserve and Other Central Banks Deposits	18.7 %	19.1 %	20.8 %	21.3 %	21.3 %	19.8 %	18.7 %	17.9 %
16.1 %	9.7 %	7.6 %	6.0 %	4.9 %	Interest-Bearing Due from and Deposits with Banks**	5.7 %	6.5 %	5.9 %	5.8 %	5.6 %	5.3 %	4.4 %	4.3 %
					Federal Funds Sold and Securities Purchased								
0.7 %	1.1 %	1.5 %	1.5 %	1.2 %	under Agreements to Resell	1.7 %	1.7 %	1.6 %	1.1 %	1.2 %	1.1 %	1.5 %	1.1 %
					Securities:								
2.8 %	4.5 %	6.1 %	5.3 %	4.7 %	U.S. Government	6.2 %	5.4 %	5.0 %	4.7 %	4.6 %	4.6 %	4.7 %	4.8 %
0.2 %	0.1 %	0.5 %	0.7 %	0.6 %	Obligations of States and Political Subdivisions	0.8 %	0.8 %	0.7 %	0.6 %	0.5 %	0.6 %	0.6 %	0.6 %
16.8 %	14.9 %	15.1 %	15.0 %	16.8 %	Government Sponsored Agency	15.3 %	15.1 %	14.8 %	14.9 %	15.1 %	16.3 %	17.7 %	18.2 %
12.4 %	14.3 %	14.7 %	16.3 %	18.8 %	Other***	16.1 %	15.6 %	16.4 %	17.0 %	18.5 %	18.5 %	18.6 %	19.6 %
32.1 %	33.8 %	36.4 %	37.4 %	40.9 %	Total Securities	38.4 %	36.9 %	36.9 %	37.3 %	38.8 %	40.1 %	41.6 %	43.1 %
29.0 %	29.8 %	29.5 %	28.1 %	26.1 %	Loans and Leases	28.9 %	28.6 %	27.6 %	27.2 %	26.1 %	26.0 %	26.0 %	26.1 %
92.2 %	92.4 %	92.6 %	93.0 %	92.5 %	Total Earning Assets	93.5 %	92.8 %	92.8 %	92.6 %	92.9 %	92.4 %	92.3 %	92.5 %
(0.3)%	(0.2)%	(0.2)%	(0.1)%	(0.1)%	Allowance for Credit Losses Assigned to Loans and Leases	(0.1)%	(0.1)%	(0.1)%	(0.1)%	(0.1)%	(0.1)%	(0.1)%	(0.1)%
2.3 %	1.9 %	1.8 %	2.2 %	2.1 %	Cash and Due From Banks and Other Central Bank Deposits****	1.8 %	2.3 %	2.2 %	2.3 %	2.1 %	2.0 %	2.2 %	2.0 %
0.4 %	0.4 %	0.4 %	0.4 %	0.4 %	Buildings and Equipment	0.4 %	0.4 %	0.4 %	0.4 %	0.4 %	0.4 %	0.3 %	0.4 %
0.8 %	0.9 %	1.0 %	0.7 %	0.8 %	Client Security Settlement Receivables	0.7 %	0.7 %	0.8 %	0.8 %	0.8 %	0.8 %	0.8 %	0.9 %
0.5 %	0.5 %	0.5 %	0.5 %	0.5 %	Goodwill	0.4 %	0.4 %	0.4 %	0.5 %	0.5 %	0.5 %	0.6 %	0.6 %
4.0 %	4.2 %	4.0 %	3.4 %	3.8 %	Other Assets	3.2 %	3.5 %	3.5 %	3.5 %	3.4 %	4.1 %	3.9 %	3.8 %
<u>100.0 %</u>	<u>100.0 %</u>	<u>100.0 %</u>	<u>100.0 %</u>	<u>100.0 %</u>	Total Assets	<u>100.0 %</u>	<u>100.0 %</u>	<u>100.0 %</u>	<u>100.0 %</u>	<u>100.0 %</u>	<u>100.0 %</u>	<u>100.0 %</u>	<u>100.0 %</u>
					<u>Liabilities and Equity</u>								
14.3 %	13.8 %	13.1 %	13.0 %	12.3 %	Savings, Money Market and Other	13.3 %	12.9 %	12.9 %	13.1 %	12.8 %	12.6 %	12.1 %	11.8 %
1.8 %	1.5 %	1.2 %	1.1 %	0.7 %	Savings Certificates and Other Time	1.1 %	1.1 %	1.0 %	1.0 %	0.9 %	0.7 %	0.7 %	0.6 %
46.4 %	44.6 %	44.0 %	47.3 %	47.6 %	Non- U.S. Offices - Interest-Bearing	45.0 %	47.9 %	48.3 %	47.9 %	47.6 %	46.6 %	47.9 %	48.5 %
62.5 %	59.9 %	58.3 %	61.4 %	60.7 %	Total Interest-Bearing Deposits	59.4 %	61.8 %	62.2 %	62.0 %	61.2 %	59.9 %	60.6 %	61.0 %
4.3 %	4.3 %	5.5 %	5.6 %	8.8 %	Short-Term Borrowings	4.9 %	4.6 %	6.0 %	6.9 %	7.6 %	9.2 %	9.3 %	9.1 %
1.6 %	1.4 %	1.3 %	1.3 %	1.4 %	Senior Notes	1.3 %	1.3 %	1.2 %	1.2 %	1.2 %	1.2 %	1.5 %	1.6 %
1.6 %	1.3 %	1.2 %	1.3 %	1.1 %	Long-Term Debt	1.1 %	1.3 %	1.4 %	1.3 %	1.1 %	1.1 %	1.0 %	0.9 %
0.3 %	0.3 %	0.2 %	0.2 %	0.2 %	Floating Rate Capital Debt	0.2 %	0.2 %	0.2 %	0.2 %	0.2 %	0.2 %	0.2 %	0.2 %
70.3 %	67.1 %	66.5 %	69.7 %	72.1 %	Total Interest-Related Funds	66.9 %	69.2 %	71.1 %	71.6 %	71.3 %	71.6 %	72.7 %	72.8 %
18.8 %	22.1 %	22.7 %	19.3 %	16.7 %	Demand and Other Noninterest-Bearing Deposits	22.1 %	19.9 %	17.9 %	17.5 %	17.7 %	17.3 %	15.9 %	15.8 %
3.0 %	3.0 %	2.9 %	2.6 %	2.9 %	Other Liabilities	2.6 %	2.5 %	2.7 %	2.7 %	2.9 %	2.8 %	3.0 %	2.9 %
92.2 %	92.2 %	92.1 %	91.7 %	91.7 %	Total Liabilities	91.6 %	91.6 %	91.7 %	91.7 %	91.9 %	91.8 %	91.6 %	91.5 %
7.7 %	7.4 %	7.4 %	7.6 %	7.6 %	Common Equity	7.6 %	7.7 %	7.6 %	7.5 %	7.4 %	7.5 %	7.7 %	7.8 %
0.2 %	0.4 %	0.5 %	0.7 %	0.7 %	Preferred Equity	0.8 %	0.7 %	0.7 %	0.7 %	0.7 %	0.7 %	0.7 %	0.7 %
7.8 %	7.8 %	7.9 %	8.3 %	8.3 %	Total Stockholders' Equity	8.4 %	8.4 %	8.3 %	8.3 %	8.1 %	8.2 %	8.4 %	8.5 %
<u>100.0 %</u>	<u>100.0 %</u>	<u>100.0 %</u>	<u>100.0 %</u>	<u>100.0 %</u>	Total Liabilities and Equity	<u>100.0 %</u>	<u>100.0 %</u>	<u>100.0 %</u>	<u>100.0 %</u>	<u>100.0 %</u>	<u>100.0 %</u>	<u>100.0 %</u>	<u>100.0 %</u>

\* Summations may not equal due to rounding

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**Northern Trust Corporation**  
**INTEREST RATE TRENDS (FTE\* Basis)**  
**PERIOD AVERAGES**

2014	2015	2016	2017	2018		2017				2018				
						1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	
0.26%	0.32%	0.45%	0.65%	0.87%	<u>Earnings Assets</u>									
0.76%	0.79%	0.73%	0.89%	1.16%	Federal Reserve and Other Central Banks Deposits	0.55%	0.60%	0.71%	0.71%	0.72%	0.80%	0.87%	1.11%	
					Interest-Bearing Due from and Deposits with Banks**	0.91%	0.74%	0.88%	1.06%	1.17%	1.12%	1.15%	1.23%	
					Federal Funds Sold and Securities Purchased under									
0.45%	0.54%	1.04%	1.48%	2.22%	Agreements to Resell	1.32%	1.45%	1.58%	1.63%	1.89%	2.33%	2.27%	2.40%	
					Securities:									
1.08%	1.11%	1.10%	1.41%	1.89%	U.S. Government	1.30%	1.37%	1.46%	1.54%	1.68%	1.87%	1.94%	2.05%	
6.69%	6.58%	1.94%	1.48%	1.91%	Obligations of States and Political Subdivisions	1.47%	1.46%	1.41%	1.58%	1.42%	1.83%	2.05%	2.33%	
0.85%	0.87%	1.02%	1.57%	2.20%	Government Sponsored Agency	1.57%	1.38%	1.45%	1.89%	1.75%	2.17%	2.30%	2.52%	
0.89%	0.94%	1.12%	1.30%	1.59%	Other***	1.23%	1.23%	1.28%	1.44%	1.39%	1.55%	1.60%	1.80%	
0.91%	0.95%	1.09%	1.43%	1.88%	Total Securities	1.38%	1.32%	1.37%	1.63%	1.57%	1.84%	1.94%	2.14%	
2.46%	2.24%	2.38%	2.77%	3.45%	Loans and Leases	2.59%	2.69%	2.87%	2.92%	3.17%	3.40%	3.55%	3.69%	
1.27%	1.22%	1.35%	1.63%	2.08%	Total Earning Assets	1.56%	1.56%	1.64%	1.76%	1.80%	2.02%	2.15%	2.34%	
					Interest-Bearing Funds									
0.07%	0.06%	0.08%	0.16%	0.54%	Savings, Money Market and Other	0.09%	0.12%	0.19%	0.22%	0.33%	0.44%	0.59%	0.83%	
0.32%	0.47%	0.58%	0.74%	0.90%	Savings Certificates and Other Time	0.70%	0.72%	0.75%	0.79%	0.82%	0.87%	0.93%	0.99%	
0.14%	0.12%	0.12%	0.26%	0.50%	Non- U.S. Offices - Interest-Bearing	0.17%	0.24%	0.31%	0.32%	0.33%	0.41%	0.55%	0.72%	
0.13%	0.11%	0.12%	0.25%	0.52%	Total Interest-Bearing Deposits	0.16%	0.22%	0.29%	0.31%	0.34%	0.42%	0.56%	0.74%	
0.11%	0.13%	0.34%	1.00%	1.93%	Short-Term Borrowings	0.65%	0.91%	1.11%	1.21%	1.49%	1.82%	2.01%	2.33%	
3.29%	3.13%	3.13%	3.13%	3.13%	Senior Notes	3.17%	3.14%	3.11%	3.11%	3.18%	3.14%	3.21%	3.01%	
2.28%	1.71%	1.90%	2.58%	3.47%	Long-Term Debt	2.26%	2.51%	2.68%	2.81%	3.14%	3.41%	3.57%	3.87%	
0.81%	0.86%	1.25%	1.75%	2.72%	Floating Rate Capital Debt	1.56%	1.70%	1.87%	1.87%	2.21%	2.80%	2.89%	2.96%	
0.25%	0.21%	0.24%	0.41%	0.79%	Total Interest-Related Funds	0.30%	0.37%	0.46%	0.49%	0.56%	0.70%	0.85%	1.04%	
<b>1.02%</b>	<b>1.01%</b>	<b>1.11%</b>	<b>1.22%</b>	<b>1.29%</b>	<b>Net Interest Spread</b>	<b>1.26%</b>	<b>1.19%</b>	<b>1.18%</b>	<b>1.27%</b>	<b>1.24%</b>	<b>1.32%</b>	<b>1.30%</b>	<b>1.30%</b>	
<b>1.08%</b>	<b>1.07%</b>	<b>1.18%</b>	<b>1.33%</b>	<b>1.46%</b>	<b>Net Interest Margin</b>	<b>1.35%</b>	<b>1.28%</b>	<b>1.29%</b>	<b>1.39%</b>	<b>1.38%</b>	<b>1.48%</b>	<b>1.47%</b>	<b>1.52%</b>	

\* Fully taxable equivalent

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Note The yields on the US Government, Government Sponsored Agency and Other lines in the Securities Portfolio for the full year 2015, the four quarters of 2016 and the first two quarters of 2017 have been restated to reflect a reclassification in the interest income ascribed to each category. The yield for the Total Securities portfolio was not impacted by the aforementioned reclassification.

# Northern Trust Corporation

## ASSET QUALITY

### END OF PERIOD

(\$ in Millions)

2014	2015	2016	2017	2018		2017				2018			
						1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr
\$ 307.9	\$ 295.9	\$ 233.3	\$ 192.0	\$ 153.8	Beginning Allowance for Credit Losses	\$ 192.0	\$ 189.0	\$ 178.8	\$ 173.4	\$ 153.8	\$ 147.8	\$ 149.2	\$ 140.5
6.0	(43.0)	(26.0)	(28.0)	(14.5)	Provision for Credit Losses	(1.0)	(7.0)	(7.0)	(13.0)	(3.0)	1.5	(9.0)	(4.0)
					Charge-offs / Recoveries								
(36.1)	(30.7)	(27.3)	(21.5)	(10.1)	Charge-offs	(4.7)	(5.0)	(3.5)	(8.3)	(4.3)	(2.2)	(2.8)	(0.8)
18.1	11.2	12.1	11.3	9.0	Recoveries	2.7	1.8	5.1	1.7	1.3	2.1	3.1	2.5
(18.0)	(19.5)	(15.2)	(10.2)	(1.1)	<i>Net (Charge-offs) Recoveries</i>	(2.0)	(3.2)	1.6	(6.6)	(3.0)	(0.1)	0.3	1.7
—	(0.1)	(0.1)	—	—	Effect of Foreign Exchange Rates	—	—	—	—	—	—	—	—
<u>\$ 295.9</u>	<u>\$ 233.3</u>	<u>\$ 192.0</u>	<u>\$ 153.8</u>	<u>\$ 138.2</u>	<i>Ending Allowance for Credit Losses</i>	<u>\$ 189.0</u>	<u>\$ 178.8</u>	<u>\$ 173.4</u>	<u>\$ 153.8</u>	<u>\$ 147.8</u>	<u>\$ 149.2</u>	<u>\$ 140.5</u>	<u>\$ 138.2</u>
\$30,216	\$33,016	\$34,044	\$33,565	\$32,029	Average Loans and Leases Outstanding	\$ 33,671	\$33,891	\$ 33,468	\$ 33,236	\$32,468	\$32,235	\$ 31,799	\$31,624
0.06%	0.06%	0.04%	0.03%	—%	Annualized Net Charge-offs to Average Loans and Leases	0.02%	0.04%	(0.02)%	0.08%	0.04%	—%	—%	(0.02)%
\$31,640	\$33,181	\$33,822	\$32,592	\$32,490	End of Period Loans and Leases Outstanding	\$ 33,472	\$33,499	\$ 33,336	\$ 32,592	\$32,109	\$32,473	\$ 31,354	\$32,490
\$ 267.0	\$ 193.8	\$ 161.0	\$ 131.2	\$ 112.6	Allowance for Credit Losses Assigned to Loans and Leases	\$ 162.0	\$ 153.8	\$ 150.3	\$ 131.2	\$ 125.4	\$ 127.2	\$ 119.6	\$ 112.6
\$ 28.9	\$ 39.5	\$ 31.0	\$ 22.6	\$ 25.6	Allowance for Other Credit-Related Exposures	\$ 27.0	\$ 25.0	\$ 23.1	\$ 22.6	\$ 22.4	\$ 22.0	\$ 20.9	\$ 25.6
0.84%	0.58%	0.48%	0.40%	0.35%	Allowance for Credit Losses Assigned to Loans and Leases to Total Loans and Leases	0.48%	0.46%	0.45%	0.40%	0.39%	0.39%	0.38%	0.35%
					Nonperforming Assets								
\$ 215.7	\$ 180.1	\$ 160.2	\$ 150.7	\$ 109.3	Nonperforming Loans and Leases	\$ 179.9	\$ 159.0	\$ 137.3	\$ 150.7	\$ 124.7	\$ 128.4	\$ 113.6	\$ 109.3
16.6	8.2	5.2	4.6	8.4	Other Real Estate Owned (OREO)	6.9	7.7	8.2	4.6	4.2	3.8	11.3	8.4
<u>\$ 232.3</u>	<u>\$ 188.3</u>	<u>\$ 165.4</u>	<u>\$ 155.3</u>	<u>\$ 117.7</u>	<i>Total Nonperforming Assets</i>	<u>\$ 186.8</u>	<u>\$ 166.7</u>	<u>\$ 145.5</u>	<u>\$ 155.3</u>	<u>\$ 128.9</u>	<u>\$ 132.2</u>	<u>\$ 124.9</u>	<u>\$ 117.7</u>
0.73%	0.57%	0.49%	0.48%	0.36%	Nonperforming Assets to Loans and Leases and OREO	0.56%	0.50%	0.44%	0.48%	0.40%	0.41%	0.40%	0.36%
1.2x	1.1x	1.0x	0.9x	1.0x	Loan and Lease Allowance to Nonperforming Loans and Leases Coverage	0.9x	1.0x	1.1x	0.9x	1.0x	1.0x	1.1x	1.0x

**Northern Trust Corporation**  
**ASSETS UNDER MANAGEMENT AND CUSTODY**

END OF PERIOD

(\$ in Billions)

2014	2015	2016	2017	2018		2017				2018					
						1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr		
					<b>Assets under Management</b>										
\$ 709.6	\$ 648.0	\$ 694.0	\$ 871.2	\$ 790.8	<b>Corporate &amp; Institutional Services</b>	\$ 741.1	\$ 762.7	\$ 840.7	\$ 871.2	\$ 878.3	\$ 862.1	\$ 876.0	\$ 790.8		
					Asset allocation:										
380.3	342.6	363.4	443.3	403.3	Equities	390.1	399.7	428.5	443.3	435.5	439.8	457.3	403.3		
99.2	82.9	91.3	111.9	105.3	Fixed Income Securities	96.5	100.0	107.5	111.9	106.3	106.4	108.1	105.3		
113.9	118.8	127.5	148.5	132.4	Cash and Other Assets	131.1	132.3	142.9	148.5	149.3	142.4	144.2	132.4		
116.2	103.7	111.8	167.5	149.8	Securities Lending Collateral	123.4	130.7	161.8	167.5	187.2	173.5	166.4	149.8		
\$ 224.5	\$ 227.3	\$ 248.4	\$ 289.8	\$ 278.6	<b>Wealth Management</b>	\$ 260.2	\$ 266.1	\$ 284.4	\$ 289.8	\$ 287.4	\$ 286.8	\$ 295.5	\$ 278.6		
					Asset allocation:										
105.4	104.1	117.2	149.0	130.9	Equities	126.7	131.6	144.0	149.0	148.2	148.1	152.9	130.9		
63.0	64.1	69.2	71.6	73.0	Fixed Income Securities	69.3	69.5	70.8	71.6	71.4	71.0	72.2	73.0		
56.0	58.9	61.8	69.0	74.6	Cash and Other Assets	64.0	64.7	69.4	69.0	67.5	67.4	70.2	74.6		
0.1	0.2	0.2	0.2	0.1	Securities Lending Collateral	0.2	0.3	0.2	0.2	0.3	0.3	0.2	0.1		
<u>\$ 934.1</u>	<u>\$ 875.3</u>	<u>\$ 942.4</u>	<u>\$ 1,161.0</u>	<u>\$ 1,069.4</u>	<b>Total Assets under Management</b>	<u>\$ 1,001.3</u>	<u>\$ 1,028.8</u>	<u>\$ 1,125.1</u>	<u>\$ 1,161.0</u>	<u>\$ 1,165.7</u>	<u>\$ 1,148.9</u>	<u>\$ 1,171.5</u>	<u>\$ 1,069.4</u>		
					Asset allocation:										
\$ 485.7	\$ 446.7	\$ 480.6	\$ 592.3	\$ 534.2	Equities	\$ 516.8	\$ 531.3	\$ 572.5	\$ 592.3	\$ 583.7	\$ 587.8	\$ 610.2	\$ 534.2		
162.2	147.0	160.5	183.5	178.3	Fixed Income Securities	165.8	169.5	178.3	183.5	177.7	177.4	180.3	178.3		
169.9	177.7	189.3	217.5	207.0	Cash and Other Assets	195.1	197.0	212.3	217.5	216.8	209.9	214.4	207.0		
116.3	103.9	112.0	167.7	149.9	Securities Lending Collateral	123.6	131.0	162.0	167.7	187.5	173.8	166.6	149.9		
					<b>Assets under Custody / Administration</b>										
N/A	\$ 7,279.7	\$ 7,987.0	\$ 10,066.8	\$ 9,490.5	Corporate & Institutional Services	\$ 8,338.2	\$ 8,690.8	\$ 9,062.8	\$ 10,066.8	\$ 10,131.7	\$ 10,051.9	\$ 10,153.9	\$ 9,490.5		
N/A	517.3	554.3	655.8	634.8	Wealth Management	586.5	603.4	633.2	655.8	654.0	660.6	675.9	634.8		
<u>N/A</u>	<u>\$ 7,797.0</u>	<u>\$ 8,541.3</u>	<u>\$ 10,722.6</u>	<u>\$ 10,125.3</u>	<b>Total Assets under Custody / Administration</b>	<u>\$ 8,924.7</u>	<u>\$ 9,294.2</u>	<u>\$ 9,696.0</u>	<u>\$ 10,722.6</u>	<u>\$ 10,785.7</u>	<u>\$ 10,712.5</u>	<u>\$ 10,829.8</u>	<u>\$ 10,125.3</u>		
					<b>Assets under Custody</b>										
\$ 5,453.1	\$ 5,565.8	\$ 6,176.9	\$ 7,439.1	\$ 6,971.0	<b>Corporate &amp; Institutional Services</b>	\$ 6,533.3	\$ 6,786.3	\$ 7,130.9	\$ 7,439.1	\$ 7,466.5	\$ 7,451.1	\$ 7,523.1	\$ 6,971.0		
					Asset allocation:										
2,410.7	2,423.4	2,761.6	3,400.1	3,043.0	Equities	2,951.3	3,042.6	3,218.9	3,400.1	3,362.0	3,352.4	3,445.3	3,043.0		
2,050.0	2,119.6	2,313.6	2,755.2	2,700.2	Fixed Income Securities	2,420.8	2,587.3	2,684.0	2,755.2	2,769.4	2,794.2	2,791.2	2,700.2		
876.2	919.1	989.9	1,116.3	1,078.0	Cash and Other Assets	1,037.8	1,025.7	1,066.1	1,116.3	1,147.9	1,131.0	1,120.2	1,078.0		
116.2	103.7	111.8	167.5	149.8	Securities Lending Collateral	123.4	130.7	161.9	167.5	187.2	173.5	166.4	149.8		
\$ 515.7	\$ 506.3	\$ 543.6	\$ 645.5	\$ 622.9	<b>Wealth Management</b>	\$ 574.4	\$ 593.3	\$ 622.9	\$ 645.5	\$ 645.2	\$ 650.8	\$ 665.8	\$ 622.9		
					Asset allocation:										
284.4	271.7	296.4	375.6	336.5	Equities	320.3	334.2	355.7	375.6	374.5	374.6	385.9	336.5		
114.7	120.4	120.7	121.3	122.2	Fixed Income Securities	121.8	121.4	123.0	121.3	117.1	120.1	122.2	122.2		
116.5	114.0	126.3	148.4	164.1	Cash and Other Assets	132.1	137.4	144.0	148.4	153.3	155.8	157.5	164.1		
0.1	0.2	0.2	0.2	0.1	Securities Lending Collateral	0.2	0.3	0.2	0.2	0.3	0.3	0.2	0.1		
<u>\$ 5,968.8</u>	<u>\$ 6,072.1</u>	<u>\$ 6,720.5</u>	<u>\$ 8,084.6</u>	<u>\$ 7,593.9</u>	<b>Total Assets under Custody</b>	<u>\$ 7,107.7</u>	<u>\$ 7,379.6</u>	<u>\$ 7,753.8</u>	<u>\$ 8,084.6</u>	<u>\$ 8,111.7</u>	<u>\$ 8,101.9</u>	<u>\$ 8,188.9</u>	<u>\$ 7,593.9</u>		
					Asset allocation:										
\$ 2,695.1	\$ 2,695.1	\$ 3,058.0	\$ 3,775.7	\$ 3,379.5	Equities	\$ 3,271.6	\$ 3,376.8	\$ 3,574.6	\$ 3,775.7	\$ 3,736.5	\$ 3,727.0	\$ 3,831.2	\$ 3,379.5		
2,164.7	2,240.0	2,434.3	2,876.5	2,822.4	Fixed Income Securities	2,542.6	2,708.7	2,807.0	2,876.5	2,886.5	2,914.3	2,913.4	2,822.4		
992.7	1,033.1	1,116.2	1,264.7	1,242.1	Cash and Other Assets	1,169.9	1,163.1	1,210.1	1,264.7	1,301.2	1,286.8	1,277.7	1,242.1		
116.3	103.9	112.0	167.7	149.9	Securities Lending Collateral	123.6	131.0	162.1	167.7	187.5	173.8	166.6	149.9		
					<b>Memo</b>										
\$ 57.0	\$ 61.9	\$ 69.3	\$ 87.1	\$ 83.5	WM Global Family Office AUM	\$ 74.1	\$ 77.3	\$ 88.8	\$ 87.1	\$ 86.9	\$ 85.8	\$ 87.9	\$ 83.5		
324.0	321.4	347.7	422.9	405.5	WM Global Family Office AUC	370.4	385.7	408.8	422.9	423.6	428.9	435.7	405.5		
3,458.1	3,529.9	3,966.0	4,937.6	4,700.3	Global Custody Assets *	4,238.1	4,457.4	4,701.8	4,937.6	5,001.2	4,955.8	5,009.9	4,700.3		

\* Includes the assets of non-US clients plus global custody assets of US clients