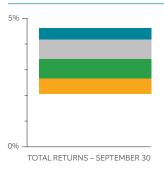


UNIVERSE SUMMARIES

ERISA

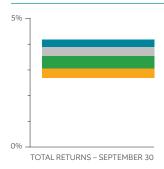


- The median ERISA pension plan returned 3.2% in the third quarter of 2017.
- Strong returns from equities drove relative performance. The median total equity program was up 5.0% in the third quarter.
- Better returning plans tended to have larger allocations to international equities. The median ERISA international equity program was up 6.1% in the third quarter.

11.5%

Since the end of the financial crisis, the median corporate ERISA plan is up 11.5% on an annualized basis.

PUBLIC FUNDS

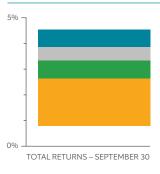


- The median Public fund was up 3.6% in the third quarter of 2017.
- A larger allocation to international equities drove relative performance.
- Better returning plans tended to have larger allocation to international equities. The median international equity program was up 6.1% in the third quarter.

11.5%

Since the end of the financial crisis, the median Public Fund is up 11.5% on an annualized basis.

GLOBAL FAMILY OFFICE

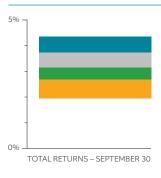


- The median GFO returned 3.3% in the third quarter.
- Smaller allocations to fixed income drove relative performance.
- Better returning family offices tended to have a larger allocation to international equity as well as a smaller allocation to fixed income. International equities were the best returning asset class while fixed income was weaker in the third quarter.

9.1%

Since the end of the financial crisis, the median Global Family Office is up 9.1% on an annualized basis.

FOUNDATIONS & ENDOWMENTS



- The median Foundation & Endowment returned 3.2% in the third quarter.
- The smallest allocation to fixed income and alternatives drove relative performance.
- Better returning foundations & endowments tended to have smaller allocations to fixed income and alternative assets, which were the weakest returning asset classes in the third quarter.

10.3%

Since the end of the financial crisis, the median Foundation & Endowment fund is up 10.3% on an annualized basis.

TO LEARN MORE

For more detailed universe information please contact your IRAS consultant or other Northern Trust representative.

ABOUT NORTHERN TRUST UNIVERSES

Northern Trust Universes represent the performance results of about 300 large institutional investment plans that subscribe to Northern Trust performance measurement services. These plans, with a combined asset value of approximately \$899 billion, represent a broad snapshot of overall institutional investment plan performance within the U.S. market.

Northern Trust's Investment Risk and Analytical Services give you a comprehensive array of risk management capabilities, supported by powerful technology and delivered by experienced professionals. We can help you bring all the details to focus – so you can address strategic program management issues. If you would like to participate in our universe analysis and receive more in-depth information, please contact your relationship manager.

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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. Past performance does not indicate future results.