NORTHERN TRUST

Global Family & Private Investment Offices

Executive Summary

2018

NORTHERN TRUST

Building a Long-Term Relationship – Northern Trust As Your Family Office Advisor and Partner

David W. Fox, Jr.
President
Global Family &
Private Investment
Offices Group

On behalf of Northern Trust, I would like to thank you for your interest in our Global Family & Private Investment Offices (GFO) group. We know that families and Family Offices come in different shapes and sizes, and have unique attributes that require a distinct service model. Their size, complexity, investment horizon and need for advanced technology architecture set them apart from the broader universe of wealth management. Northern Trust's GFO group is a recognized leader in this wealth tier due to the following distinguishing attributes of our business:

Commitment and expertise in working with private clients
For over 128 years, Northern Trust has been committed to the private trust and investment business, with nearly 50% of the Company's global revenues derived from the wealth management needs of individuals, families and their related entities. Our proven and focused commitment to this business, and continued investment in the resources needed to continue its success supports our longevity and strength as a partner to your family.

Deep knowledge of families and family offices
Individual family members and the family office can benefit from the knowledge we have gained in working with more than 450 of the wealthiest families and family offices across the globe, as well as our deep involvement in the industry. Our team of dedicated professionals partner with our clients and their advisors to become "extensions" of your family, by working together to deliver high quality services, solutions and advisory capabilities.

Culture
Service, Expertise and Integrity are the core principles driving our service model and all of our business decisions. In working with GFO, you will have a partner that prioritizes your needs first. We firmly believe that doing what is right for our clients is the best way to grow our business. We feel very strongly that developing and nurturing personal relationships are the cornerstone for long term business relationships.

I would like to give you my personal affirmation of our commitment to your family and its needs, over both the short and long-term. We hope that the information that follows helps to underscore that promise, and we look forward to meeting with you in the near future to discuss more specifically how we can support you.

We would be honored to count you among our clients, and we thank you for considering us in your process.

Data as of 12/31/2017.

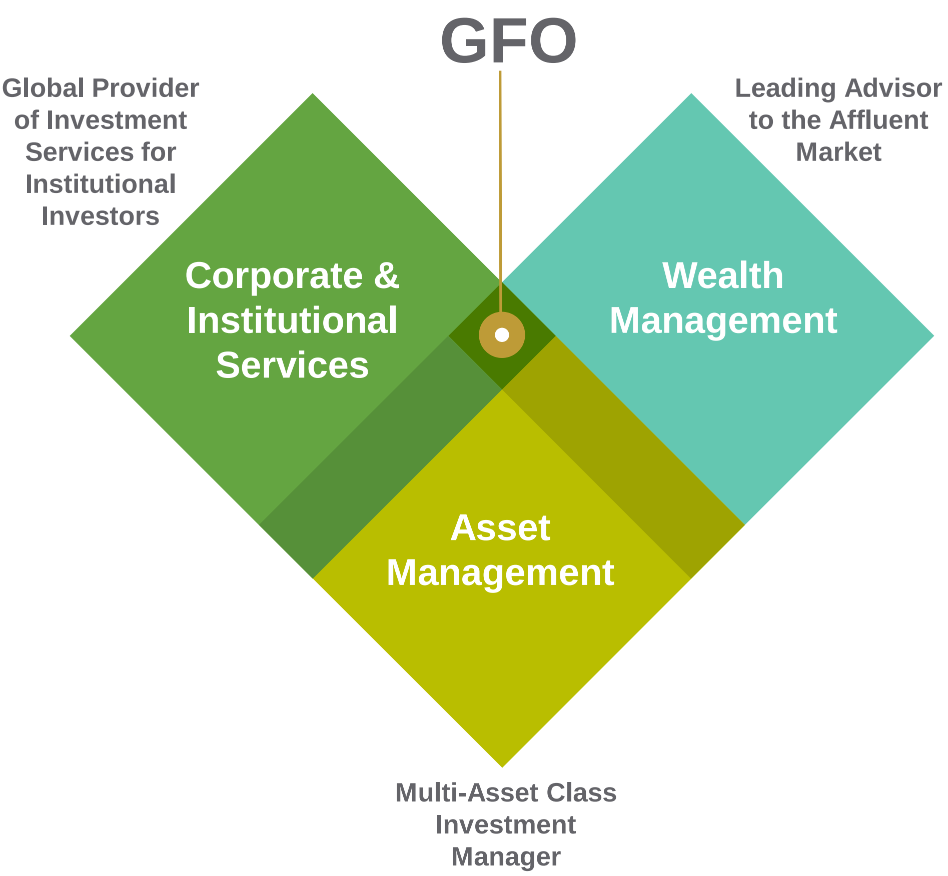
SERVICE | EXPERTISE | INTEGRITY

GLOBAL FAMILY & PRIVATE INVESTMENT OFFICES (GFO)

Voted 2017 “Best Private Bank for Family Offices Globally” by the Financial Times.

GFO is a **dedicated practice** within Northern Trust. We provide relationship excellence by **delivering high-quality asset servicing, investment, fiduciary, banking, financial reporting and advisory solutions** to the clients we serve. We foster long-term relationships by offering an unparalleled combination of service, expertise and capabilities tailored to the distinct needs of our clients.

GFO SITS AT THE INTERSECTION OF NORTHERN TRUST’S CORE CLIENT SEGMENTS



CHICAGO | LONDON | CAYMAN | ABU DHABI | SINGAPORE

Client Base

- Single Family Offices
- Ultra-High Net Worth Individuals and Families
- Private Investment Companies
- Family Foundations
- Private Trust Companies

Key Statistics

450+
Family Relationships

25+
Countries

$900M
Average Client Size

20%
Forbes 400 Wealthiest Americans

100+
Billionaire Families

265+
Dedicated Northern Trust Professionals

Data as of 12/31/2017. Not for use outside of the United States.

SERVICE SUMMARY

Northern Trust's Global Family & Private Investment Offices (GFO) harnesses the best of Northern Trust's resources from across the enterprise, delivering a comprehensive range of solutions that supports our clients' success.

INVESTMENTS	Asset Management
	Investment Advisory
	Capital Markets
FINANCIAL INFORMATION MANAGEMENT	Global Asset Servicing
	Reporting & Technology
	Performance Measurement, Risk & Compliance Services
	Partnership Accounting & General Ledger
FIDUCIARY & ADVISORY	Discretionary, Administrative & Directed Trustee Services
	Education & Governance, Wealth Transfer & Special Asset Solutions
	Family Office Consulting & Advisory
	Peer Networking
FINANCE & BANKING	Financing & Credit Solutions
	Private & Commercial Banking Solutions

SERVICE | EXPERTISE | INTEGRITY

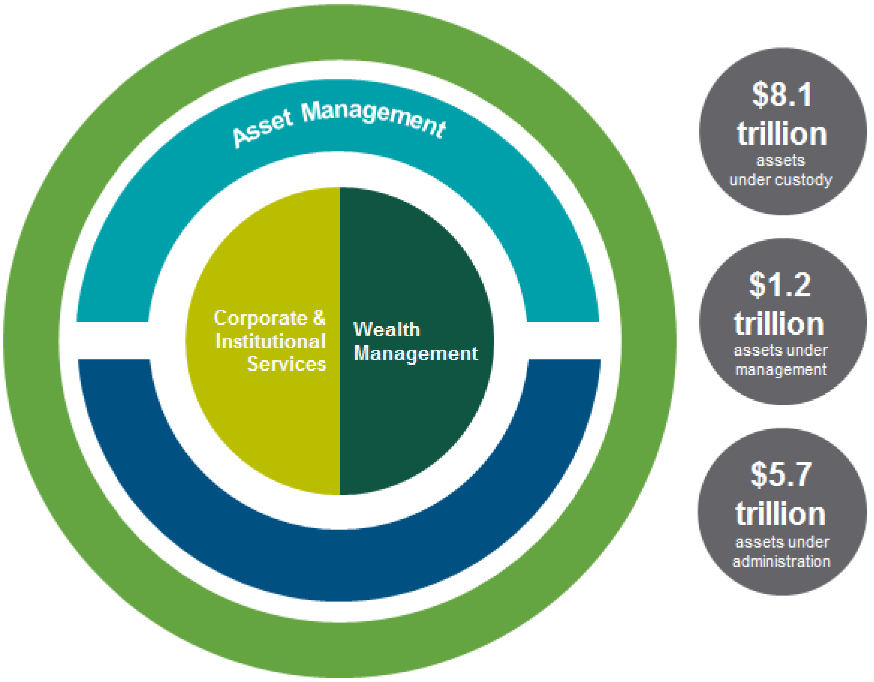
NORTHERN TRUST CREDENTIALS

We are **your** Northern Trust.

Founded in 1889, Northern Trust is a leading provider of wealth management, asset servicing, asset management and banking to corporations, institutions, affluent families and individuals.

Focused on our **core businesses**	A history of **organic growth**	Distinctive **financial strength**	**Conservative** yet flexible **business model**	Record of managing **long-term profitable growth**	One of the most **highly respected** institutions in the world

CLIENT CENTRIC AND HIGHLY FOCUSED BUSINESS MODEL



26 GLOBAL LOCATIONS	56 COUNTRIES SERVICED	100+ MARKETS SERVICED	18,000+ STAFF WORLDWIDE

Data as of 12/31/2017.

SERVICE | EXPERTISE | INTEGRITY

NORTHERN TRUST ACCOLADES

Our success is your success.

NORTHERN TRUST

Never settle for less than the best.

BEST PRIVATE BANK
(U.S.)

–Financial Times Group, 2017

BEST PRIVATE BANK
for Family Offices
(Global)

–Financial Times Group, 2017

BEST PRIVATE BANK
for Succession Planning
(U.S.)

–Financial Times Group, 2017

ACHIEVE GREATER

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