



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 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 Assets¹
14th largest

Worldwide External Institutional Client Assets
9th largest

Sovereign Entities
2nd largest

Pension Funds
5th largest

Central Banks
3rd largest

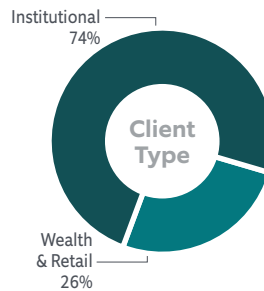
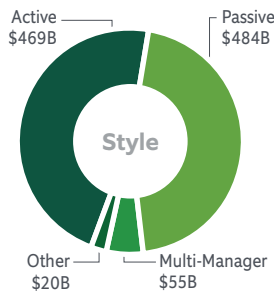
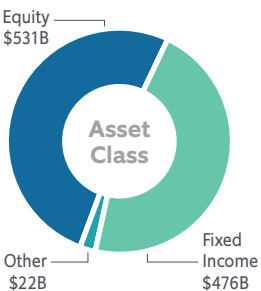
Actively Managed Assets
15th largest

Passively Managed Assets
4th largest

ESG Assets
13th largest

TOTAL ASSETS UNDER MANAGEMENT

As of June 30, 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
Factor-Based Active Passive Multi-Manager	Active Passive Cash Management	Hedge Funds Private Equity Real Assets Infrastructure Real Estate	ESG Multi-Manager Investment Advisory Bespoke	Strategic Tactical

GLOBAL PRODUCT VEHICLES**

Collective Funds | Common Contractual Funds | Common Funds | Exchange Traded Funds (ETF) | Fonds vor Gemene Rekening (FGR) | Investment Company Variable Capital Managed Accounts | Mutual Funds | Separate Accounts

* Represents total assets managed by Northern Trust as of June 30, 2017. ** Vehicles listed may not be available for all investors.

¹ Total worldwide assets under management. Worldwide Asset ranking is based on *Investment & Pensions Europe* rankings as of December 31, 2016.

The above rankings are not indicative of future performance. Unless otherwise noted, rankings are based on *Investments & Pensions Europe* June 2016 Top 400 Asset Managers Survey, assets managed for external clients.

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.

Factor Investing

LEADERS IN FACTOR-BASED
INVESTING SINCE 1994
BEST SMART BETA STRATEGIES AWARD 2015²

ESG

OVER 25 YEARS OF MANAGING
SOCIALLY RESPONSIBLE PORTFOLIOS
UNPRI SIGNATORY

Liquidity Solutions

5TH LARGEST CASH MANAGER
FOR EXTERNAL CLIENTS

Efficient Market Exposure

SKILLED MANAGEMENT OF EXPOSURES
AND CUSTOMIZED SOLUTIONS ACROSS
ASSET CLASSES

Innovative Product Structures

LEADER IN EFFECTIVE PRODUCT STRUCTURES FOR EUROPEAN INVESTORS

Common Contractual Funds (CCF)

Fonds Vor Gemene Rekening (FGR)

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

²Asia Asset Management, 2015.

This material is directed to eligible counterparties and professional clients only and should not be relied upon by retail investors.

The information contained herein is intended for use with current or prospective clients of Northern Trust Asset Management. The information is not intended for distribution or use by any person in any jurisdiction where such distribution would be contrary to local law or regulation.

This information is obtained from sources believed to be reliable, and its accuracy and completeness are not guaranteed. Information does not constitute a recommendation of any investment strategy, is not intended as investment advice and does not take into account all the circumstances of each investor. Information shown is current as of the date appearing in this material only and is subject to change without notice. Indices and trademarks are the property of their respective owners. All rights reserved.

Products and services provided by subsidiaries of Northern Trust Corporation may vary in different markets and are offered in accordance with local regulation. For more information, read our legal and regulatory information about individual market offices (available at northerntrust.com/disclosures).

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.

© 2017 Northern Trust Corporation. Head Office: 50 South La Salle Street, Chicago, Illinois 60603 U.S.A.