



NORTHERN TRUST

ASSET MANAGEMENT

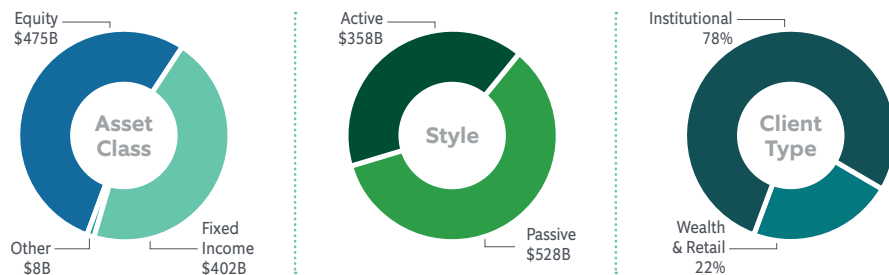
# DYNAMIC INVESTMENT MANAGEMENT LEADER

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 \$885 billion in total assets under management,\*** and a longstanding fiduciary history of solving complex investment challenges, we believe our strength and stability drive opportunities for our clients.

## TOTAL ASSETS UNDER MANAGEMENT

As of December 31, 2018



### A Recognized Leader

- Worldwide Assets<sup>1</sup>  
**16th largest**
- Worldwide External Institutional Client Assets  
**8th largest**
- Sovereign Entities<sup>2</sup>  
**2nd largest**
- Pension Funds<sup>2</sup>  
**3rd largest**
- Central Banks<sup>2</sup>  
**3rd largest**
- Actively Managed Assets  
**16th largest**
- Passively Managed Assets  
**3rd largest**

## 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 AVAILABILITY\*\*

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

\* Assets under management as of December 31, 2018. For the Northern Trust Asset Management entities included in AUM total, please see disclosure at end of this document. \*\* Vehicles listed may not be available for all investors.

Unless otherwise noted, rankings are based on *Investments & Pensions Europe (IPE) June 2017 Top 400 Asset Managers Survey*, assets managed for external clients as of December 31, 2016.

<sup>1</sup> Total worldwide assets under management. Worldwide assets under management as of December 31, 2017, based on \$961 billion in assets, according to *Pension & Investments 2018 Special Report on Money Managers*. <sup>2</sup> Institutional clients globally.

**The above rankings are not indicative of future performance.** Unless otherwise noted, rankings are based on *Investments & Pensions Europe June 2017 Top 400 Asset Managers Survey*, assets managed for external clients, as of December 31, 2016.

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.

## 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)

### Factor Investing

LEADERS IN FACTOR-BASED INVESTING  
SINCE 1994  
BEST SMART BETA STRATEGIES AWARD 2015<sup>3</sup>

### ESG

OVER 30 YEARS OF MANAGING  
SOCIALLY RESPONSIBLE PORTFOLIOS  
UNPRI SIGNATORY

### Liquidity Solutions

4TH LARGEST CASH MANAGER  
FOR EXTERNAL CLIENTS

### Efficient Market Exposure

SKILLED MANAGEMENT OF EXPOSURES  
AND CUSTOMIZED SOLUTIONS ACROSS  
ASSET CLASSES

### Innovative Product Structures

EFFECTIVE PRODUCT STRUCTURES FOR EUROPEAN INVESTORS

Common Contractual Funds (CCF)

Fonds Voor Gemene Rekening (FGR)

<sup>3</sup> Asia Asset Management, 2015.

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**Past performance is no guarantee of future results.**

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