

A UNIQUE BUSINESS PARTNER

Giving you the freedom to focus on what really matters



A PARTNER FOR TODAY AND TOMORROW

Innovation and thought leadership, with equal focus on the day-to-day issues; financial stability and conservatism, yet a commitment to invest in the future; and local expertise with global scale, are all qualities you may look for in a partner. That is why so many people choose to work with Northern Trust. Our unique qualities offer a mix of stability and innovation, allowing us to support your asset servicing and asset management needs both today and tomorrow.

WHAT THE INDUSTRY SAYS ABOUT US

Best Global Custody Bank

- Global Finance, World's Best Banks (2016)

Fund Administrator of the Year

- Global Investor/ISF 30th Anniversary Award (2016)

Best Global Custodian for Asset Owners

- Asian Investor – Asset Management Awards (2016)

Best Custody Specialist - Institutional

- The Asset – Triple A Asset Servicing, Investor & Fund Management Awards – eighth consecutive year (2016)

Global Custodian of the Year

- Central Banking Awards (2016)

- Custody Risk European Awards (2015)

Three Star Accreditation, Northern Trust's UK & Ireland Transfer Agency Teams

- Investor in Customers (IIC), (2015)

Best Custody Specialist Asia-Pacific – Institutional.

- The Asset Magazine (2015)

Best Administrator – Technology

- HFMWeek European Hedge Fund Services Awards (2015)

Private Equity Fund Administrator of the Year Mutual Fund Administrator of the Year Securities Lender of the Year

- Custody Risk Americas Awards (2015)

Pension Custodian of the Year

INNOVATIVE ASSET SERVICING SOLUTIONS, DEDICATED TO YOUR NEEDS

- Institutional Governance Services – a suite of data and solutions launched in response to institutional investors' increased focus on governance and ensuing data requirements
- Industry-leading middle office and fund administration solution for hedge funds, fund of hedge funds and institutional investors in hedge funds
- Specialist capabilities for servicing exchange traded funds (ETFs) – built on our decade-plus experience in the European ETF market
- Fund hosting platform solutions – allowing investment managers to offer proprietary investment strategies in a cross-border fund vehicle
- Daily integrated risk reporting tool – offering consolidated performance, risk and compliance data to help you manage investments and regulatory reporting requirements
- Collateral management and liquidity solutions – designed to support increasing collateral and liquidity requirements due to changing regulations

We are committed to delivering innovative solutions, supported by a projected IT expenditure of approximately US\$2.4 billion for 2016-2018

Over 19,000 staff
in 22 global locations

SUPPORTING A WORLDWIDE CLIENT BASE

North America

- 73% of top 100 U.S. corporate plans
- 33% of top 100 U.S. public funds
- 44% of top 25 Taft-Hartley funds
- 54% of top 50 U.S. endowments
- 32% of top 50 U.S. foundations
- 50% of top 50 U.S. healthcare

Worldwide Representation

- 28% of top 200 worldwide asset managers
- 35% of top 100 UK pension funds
- 22% of top 50 Nordic pension funds
- 34% of top 50 Netherlands pension funds
- 12% of top 200 Asian institutional investors
- 28% of top 50 Sovereign Wealth Funds
- 40% of UK Local Govt Pension Schemes

Over 2,000 institutional
clients worldwide

CORPORATE STRENGTH

- Worldwide assets under custody of US\$6.7 trillion
- Assets under management of US\$946 billion
- US\$1.900 trillion assets under administration worldwide*
- Total stockholders' equity averaged US\$9.2 billion
- Market capitalisation of US\$15.4 billion

WHAT ANALYSTS SAY

- Major bond rating agencies have given us high ratings because of our consistent, diversified earnings stream, strong internal equity generation, sound asset quality and liquid and conservative balance sheet
- The Corporation and its banking subsidiaries all exceed bank regulator-defined standards for well-capitalized institutions
- Our asset quality is among the finest in our industry peer group

Clients domiciled in 51
countries, investing in 104
markets

STABILITY FOR YOUR BUSINESS

- Top tier credit ratings and low level of long-term debt
 - Moody's A2
 - S&P A+
 - Fitch Ratings AA-
- Highest assigned S&P long-term ratings to any comparable US based banking institution for the corporation and our main bank subsidiary, the Northern Trust Company

*As of 31 December 2015, note figure excludes private equity and real estate assets under administration.

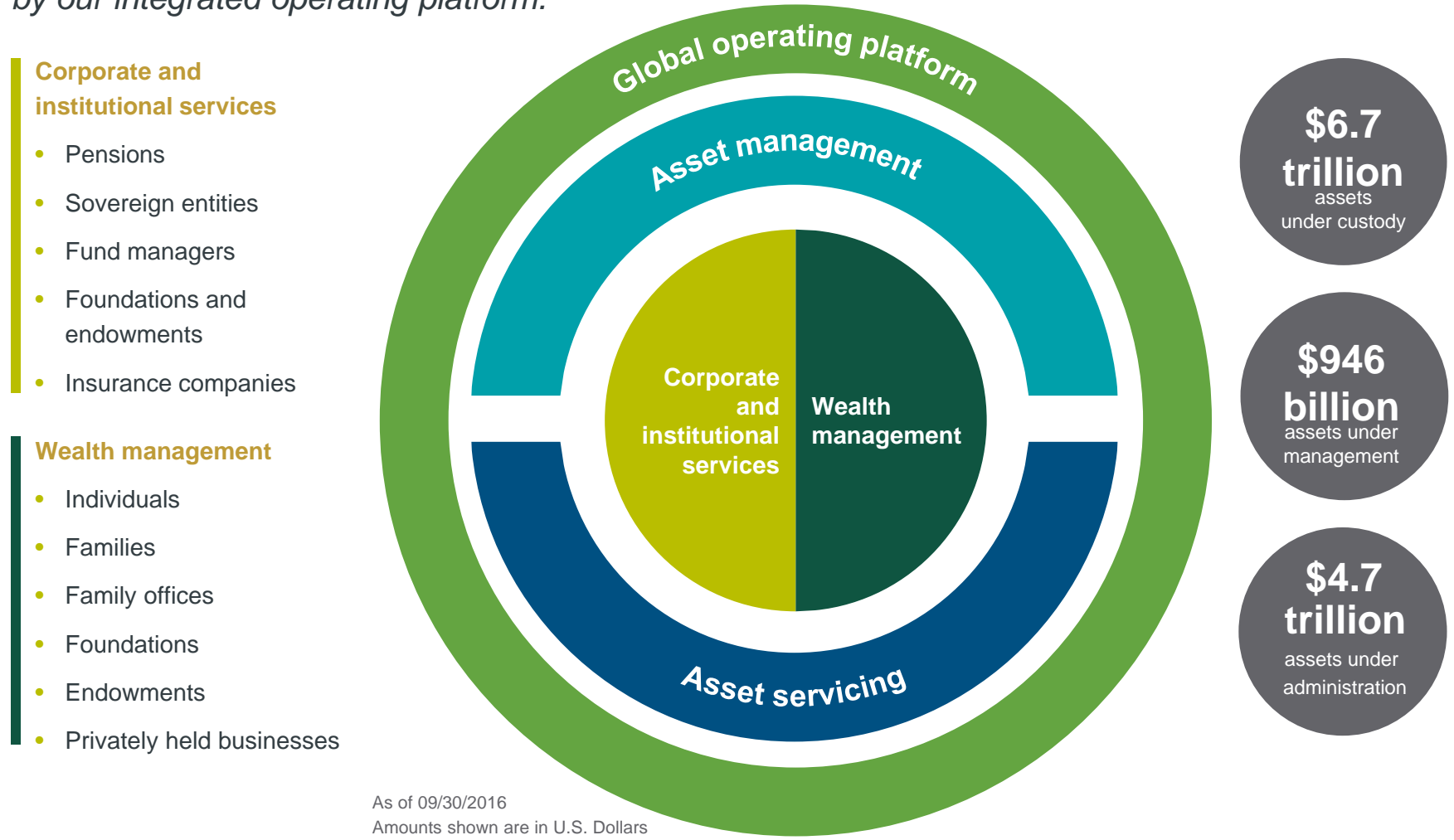
Note: Statistics indicate the percentage of clients (not assets) we service in each segment, including asset servicing, asset mgmt, credit and banking. Sources for the lists of top plans include Retirement Plans and Investments 4 February 2016 (all US Retirement Plans), P&I 2 November 2015 (Investment Managers); NACUBO Year-End 2015 (Endowments); Money Market Directory 2016 (Foundations and Healthcare Funds); Pension Funds & Their Advisors, 2015 (UK Pension Funds); AsianInvestor, July 2014 (Asian Investors); Investments & Retirement Plans Europe Top 1000 Pension Funds, September 2015 (Netherlands & Nordics); PP&I Top Hedge Funds, May 2015; and Benefits Canada Top 100 Pension Funds, June 2015.

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Global regulatory information on Northern Trust offices and legal entities can be obtained at: <http://www.northerntrust.com/disclosures> May 2015

WHO IS NORTHERN TRUST?

Asset servicing, asset management and banking for personal and institutional clients, supported by our integrated operating platform.



Corporate and institutional services

- Pensions
- Sovereign entities
- Fund managers
- Foundations and endowments
- Insurance companies

Wealth management

- Individuals
- Families
- Family offices
- Foundations
- Endowments
- Privately held businesses

As of 09/30/2016
 Amounts shown are in U.S. Dollars
 Source: Northern Trust