

# Diversified Strategist Portfolios (Enhanced Income) 3Q20

## Growth with Enhanced Income

### OBJECTIVE:

Designed for investors who seek an enhanced level of current income and long-term growth of capital, consistent with a moderate growth risk profile.

### PHILOSOPHY:

We believe investors should be compensated for the risks they take. At the heart of this philosophy is how we think about, view and analyze risk. Our deep understanding of risk and respect for employing risk purposely serves as the foundation for every investment solution and perspective we provide to our clients. Our disciplined approach to portfolio construction employs both quantitative and qualitative analysis to identify suitable investment strategies and combines them in ways that seek to amplify their strengths while minimizing exposure to uncompensated factors and managing overall portfolio risk.

### PORTFOLIO CONSTRUCTION:

The strategy is implemented through cost-efficient and tax-efficient FlexShares® exchange-traded funds (ETFs), that seek to provide enhanced levels of income. Our proprietary quality factor is combined with dividend screens to target high quality dividend yields above traditional market-cap weighted equity indices.

### CUSTOM BLENDED INDEX:

60% MSCI ACWI (net) / 15% Bloomberg Barclays US High Yield 2% Issuer Cap/25% Bloomberg Barclays US Aggregate Bond

**ESTIMATED SEC YIELD<sup>2</sup>:** 4.0%

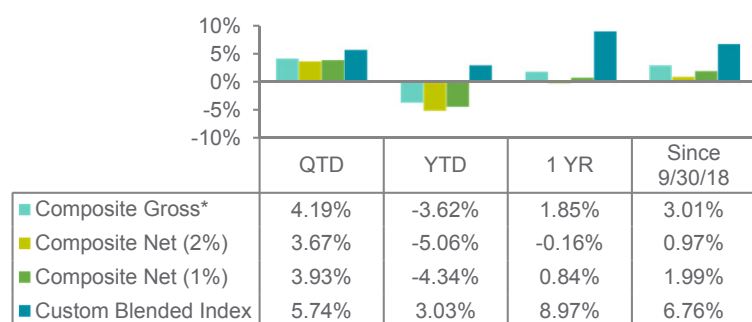
**ESTIMATED TRAILING 12-MONTH YIELD<sup>2</sup>:** 4.1%

**BENCHMARK YIELD<sup>2</sup>:** 2.4%

**WEIGHTED AVERAGE EXPENSE RATIO<sup>3</sup>:** 0.36%

### COMPOSITE PERFORMANCE COMPARISON:

(For period ending 9/30/20)

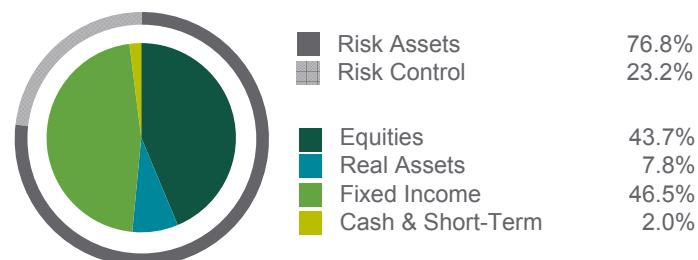


Returns for periods greater than one year are annualized. \*Gross performance is presented net of fund fees. Index performance returns do not reflect any management fees, transaction costs or expenses. It is not possible to invest directly in any index. Past performance is not indicative of future results. Refer to complete disclosure for more details.

Northern Trust Asset Management is composed of Northern Trust Investments, Inc. Northern Trust Global Investments Limited, Northern Trust Fund Managers (Ireland) 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, Belvedere Advisors, LLC and The Northern Trust Company.

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### CURRENT ASSET ALLOCATION (as of 9/30/20)



### ASSET ALLOCATION FULFILLMENT<sup>1</sup> (as of 9/30/2020)

<b>43.7%</b>	<b>EQUITY</b>
<b>US Equity</b>	
22.1%	ETF – FlexShares Quality Dividend Index Fund (QDF)
<b>Developed ex-US Equity</b>	
21.6%	ETF – FlexShares International Quality Dividend Index Fund (IQDF)
<b>7.8%</b>	<b>REAL ASSETS</b>
<b>Global Natural Resources</b>	
2.8%	ETF – FlexShares Morningstar Global Upstream Natural Resources Index Fund (GUNR)
<b>Global Real Estate</b>	
2.5%	ETF – FlexShares Global Quality Real Estate Index Fund (GQRE)
<b>Global Infrastructure</b>	
2.5%	ETF – FlexShares STOXX Global Infrastructure Index Fund (NFRA)
<b>46.5%</b>	<b>FIXED INCOME</b>
<b>US High Yield Fixed Income</b>	
25.3%	ETF – FlexShares High Yield Value-Scored Bond Index Fund (HYGV)
<b>US Investment Grade</b>	
9.9%	ETF – FlexShares Credit-Scored US Long Corporate Bond Index Fund (LKOR)
8.2%	ETF – FlexShares Disciplined Duration MBS Index Fund (MBSD)
<b>Treasury Inflation Protected Securities</b>	
3.1%	ETF – FlexShares iBoxx 3-Yr Target Duration TIPS Index Fund (TDTT)
<b>2.0%</b>	<b>CASH &amp; SHORT-TERM</b>
1.0%	Money Market
1.0%	ETF – ETF – FlexShares Ready Access Variable Income Fund (RAVI)

The portfolio holdings, characteristics and sector allocations are for illustrative purposes only, subject to change and can vary for individual accounts. Allocations may not equal 100% due to rounding. Northern Trust Investments, Inc. products including FlexShares® ETFs represent up to 100% of the portfolio holdings. With respect to such funds, NTI and its affiliates provide investment advisory, custodial, administrative, shareholder support and other services and receive fees. Such investments present a conflict of interest because NTI, an affiliate, or a related person has a financial interest in the transaction.

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Northern Trust Investments, Inc. (NTI) is an investment adviser registered with the Securities Exchange Commission under the Investment Advisers Act of 1940. The company manages a variety of portfolios utilizing stocks, bonds, and exchange-traded funds (ETFs). 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. NTI and its affiliates may have positions in and may effect transactions in the markets, contracts and related investments different than described in this information. 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.

This report is provided for informational purposes only and is not intended to be, and should not be construed as, an offer, solicitation or recommendation with respect to any transaction and should not be treated as legal advice, investment advice or tax advice. Recipients should not rely upon this information as a substitute for obtaining specific legal or tax advice from their own professional legal or tax advisors. References to specific securities and their issuers are for illustrative purposes only and are not intended and should not be interpreted as recommendations to purchase or sell such securities. Indices and trademarks are the property of their respective owners. Information is subject to change based on market or other conditions. All securities investing and trading activities risk the loss of capital. There is no assurance that any of the securities discussed herein will remain in a portfolio at the time you receive this report or that securities sold have not been repurchased. Each portfolio is subject to substantial risks including market risks, strategy risks, adviser risk and risks with respect to its investment in other structures. There can be no assurance that any portfolio investment objectives will be achieved, or that any investment will achieve profits or avoid incurring substantial losses. No investment strategy or risk management technique can guarantee returns or eliminate risk in any market environment. Risk controls and models do not promise any level of performance or guarantee against loss of principal. Any discussion of risk management is intended to describe NTI's efforts to monitor and manage risk but does not imply low risk.

Past performance is not indicative of future results. Performance returns and the principal value of an investment will fluctuate. Performance returns contained herein are subject to revision by NTI. Comparative indices shown are provided as an indication of the performance of a particular segment of the capital markets and/or alternative strategies in general. Index performance returns do not reflect any management fees, transaction costs or expenses. It is not possible to invest directly in any index. Net performance returns are reduced by investment management fees and other expenses relating to the management of the account. Gross performance returns contained herein include reinvestment of dividends and other earnings, transaction costs, and all fees and expenses other than investment management fees, unless indicated otherwise. For additional information on fees, please refer to Part 2A of the NTI Form ADV or consult a NTI representative.

Forward-looking statements and assumptions are NTI's current estimates or expectations of future events or future results based upon proprietary research and should not be construed as an estimate or promise of results that a portfolio may achieve. Actual results could differ materially from the results indicated by this information. FlexShares® ETFs are advised by Northern Trust Investments, Inc. For more information on the investment objectives, principle risks, and fees associated with these Funds, please see each Fund's prospectus and statement of additional information ("SAI"), which are available on the Advisors' websites at flexshares.com.

NTI funds, including FlexShares® ETFs represent up to 100% of the portfolio holdings. NTI and its affiliates provide investment advisory, custodial, administrative, shareholder support and other services and receive fees from the funds via the fund expense ratio (clients will incur these fees). Such investments present a conflict of interest because NTI, an affiliate, or a related person has a financial interest in the transaction. Financial intermediaries and institutional investors that employ NTI for model delivery, or discretionary management may compensate NTI at a fee of up to 0.15%. Clients who access these portfolios through a financial intermediary will typically pay additional fees to that firm. Clients should speak to their Financial Advisor for more information.

<sup>1</sup> The portfolio holdings, weights and statistics shown are based on a NTI model portfolio. They are not derived from any Managed Account or Model Delivery Platform (MDP). Under Model Delivery Platform (MDP) arrangements, NTI provides a model to the Sponsor Firm for Unified Managed Accounts (UMAs) and/or Separately Managed Accounts (SMAs), and does not have trading discretion over these accounts. As a result, MDP accounts may contain different investments based on various parameters and restrictions. Current and future data may differ at the discretion of the portfolio manager. Actual client portfolios may vary. There may be performance dispersion between accounts as a result of NTI's lack of trading discretion over the MDP models.

<sup>2</sup> Estimated yields for the model strategy are calculated using a weighted average yield for each of the underlying funds. The "**Estimated SEC Yield**" utilizes the SEC subsidized yield computed under an SEC standardized formula based on net income earned over the past 30 days (7 days for money market funds). It is a "subsidized" yield, which means it includes contractual expense reimbursements and it would be lower without those reimbursements. The "**Estimated Trailing 12-month Yield**" is the sum of a fund's total trailing 12-month interest and dividend payments divided by the last month's ending share price (NAV) plus any capital gains distributed over the same period. Estimated Yields are calculated gross of any additional fees and other fees not already netted within the funds such as usual and customary brokerage commissions when buying or selling shares of ETFs in the secondary market. Dividends and yields are not guaranteed and are subject to change or elimination. Due to the unique process of redemption and creation of ETFs, an irregular payment could occur during a given period causing an overstatement or understatement of estimated income. The Blended Index yield is a weighted average of the trailing 12 month yield for the equity indices and the current yields of the fixed income indices. NTI uses data and other information provided by external sources to calculate yields. While NTI believes these sources to be reliable, we cannot guarantee the accuracy of the yield calculations of the underlying funds. Actual client portfolio yields will vary. Note: Yield is only one component of total return. Investment returns can differ significantly from total portfolio yield. Past performance is not a guarantee of future results and does not necessarily indicate how the model strategy or underlying funds will perform in the future.

<sup>3</sup> Asset-weighted expense ratios are calculated by multiplying each fund's expense ratio by its portfolio weight and then summing the results. Each fund's expense ratio is sourced from the fund provider's website using the current expense ratios as stated in the most recent prospectuses as of the date of this report. Expense ratios calculate the cost to an investment company to operate a fund. The ratio is calculated annually by dividing a fund's operating expenses by the average dollar value of its assets under management. Operating expenses are taken out of a fund's asset and lower the return to a fund's investors. Actual portfolio fees will vary. Fund expense ratios do not reflect additional transaction, advisory, or management fees and other charges that may be paid for in a separately managed account (SMA), UMA, or MDP. Net investment returns would be reduced by those applicable fees. Clients should refer to their Financial Advisor for more information on such fees. Money Market expense ratio assumes the use of NTI's money market funds. The client's fee may vary based on the specific money market fund in which the client is invested.

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### COMPOSITE RETURNS

	RETURNS				TRAILING 3-YEAR RISK		COMPOSITE COMPOSITION					
	Composite Gross	Composite Net 2% Fee	Composite Net 1% Fee Supplemental	Custom Blended Index	Composite	Custom Blended Index	Internal Dispersion	# of Accts*	% Wrap Accounts	Comp Assets (\$MIL)	Comp Assets as % of Firm Assets	Model Delivery Assets (\$MIL)
2020 3Q	4.19	3.67	3.93	5.74	N/A	N/A	N/A	1	0.0	0.12	0.0	2.46
2020 2Q	13.39	12.84	13.11	13.65	N/A	N/A	N/A	1	0.0	0.12	0.0	1.87
2020 1Q	-18.41	-18.85	-18.63	-14.27	N/A	N/A	N/A	1	0.0	0.11	0.0	0.84
2019	20.08	17.73	18.90	20.25	N/A	N/A	N/A	1	0.0	0.13	0.0	0.00
2018**	-8.31	-8.79	-8.55	-8.00	N/A	N/A	N/A	1	0.0	0.11	0.0	0.00

\*\*Since inception 09/30/2018.

\*For the calendar year ended December 31, 2019, and for the period September 30, 2018 (inception) to December 31, 2018, 100% of the account assets in the composite do not include any fees for discretionary management, and as such are considered non fee paying accounts for GIPS purposes. However, all accounts in the composite incur fees related to the underlying funds used in the strategy and NTI receives fees from the underlying funds (as described in their respective prospectuses) as the primary source of NTI's compensation for the investment services provided to the funds.

### COMPOSITE AND BENCHMARK DISCLOSURES:

Northern Trust Asset Management (NTAM) is composed of Northern Trust Investments, Inc. (NTI), Northern Trust Global Investments Limited (NTGIL), Northern Trust Global Fund Managers (Ireland) Limited (NTFMIL), Northern Trust Global Investments Japan, K.K. (NTKK), NT Global Advisors Inc., 50 South Capital Advisors, LLC, Belvedere Advisors, LLC and personnel of The Northern Trust Company of Hong Kong Limited (TNTCHK) and the Northern Trust Company (TNTC) to offer investment products and services to personal and institutional markets. For purpose of compliance with the Global Investment Performance Standards (GIPS®) the firm is defined as Northern Trust Asset Management Services, a subset of NTAM, and includes those investment products managed by NTI, NTGIL, NTKK, TNTCHK and TNTC that are distributed through global channels. As of 06/30/2020 Northern Trust Asset Management had assets under management totaling \$1.0 trillion of which \$992.9 billion is part of the GIPS firm. Northern Trust Asset Management Services claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Northern Trust Asset Management Services has been independently verified for the periods 1/1/1993 to 12/31/2018. Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. Verification does not ensure the accuracy of any specific composite presentation. A copy of the verification and performance examination reports, and a complete list of Northern Trust Asset Management Services composite descriptions and additional information regarding policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request. GIPS® is a registered trademark of CFA Institute. CFA Institute does not endorse or promote this organization, nor does it warrant the accuracy or quality of the content contained herein.

**Description:** The composite consists of all fee-paying and non-fee paying, fully discretionary Diversified Strategist Growth with Enhanced Income portfolios managed by Northern Trust Investments, Inc. (NTI). The composite was created on 05/31/2019 with an inception date of 9/30/2018. The name was changed effective 12/31/2019. Previously the composite name was Growth with Enhanced Income. Financial leverage is not employed as a part of the overall investment strategy. Financial derivatives, in the form of futures contracts and options, may be utilized for the purposes of liquidity, market exposure or investment opportunity. The internal dispersion of annual gross returns is measured by the standard deviation across asset-weighted portfolio returns represented in the composite for the full year. If fewer than 5 portfolios are in the composite for a full year, internal dispersion is deemed not applicable. The trailing 3 year risk is defined as the standard deviation of the trailing 36 monthly gross returns annualized. If the composite has been open for less than three years, the three year annualized standard deviation is deemed not applicable. Performance results (or fees) are provided by NTI. Returns presented are time-weighted returns and reflect the reinvestment of dividends and other earnings where applicable. Valuations are computed and performance is reported in U.S. dollars. From inception to 9/30/2020, all or a majority of the composite was comprised of assets controlled by NTI employee(s) or their family member(s), which may be considered a "related party" as defined by the SEC. Proprietary assets are investments owned by the firm, the firm's management, and/or the firm's parent company that are managed by the firm.

Composite net returns are presented net of underlying fund fees, transaction costs (for non-wrap accounts), and assumed advisory/wrap fee as noted in column heading. A 2% fee is assumed as the highest advisory/wrap fee for GIPS purposes, a 1% fee is shown as supplemental information. Composite gross returns are presented as supplemental to net returns for comparison purposes only. They are net of underlying fund fees and transaction fees (for non-wrap portion), and gross of advisory fees. The portion of the gross composite attributable to wrap accounts is net of underlying fund fees, and gross of the wrap fee. NTI generally utilizes its own funds within this strategy. NTI receives various fees from the funds via the fund expense ratios. Clients will incur these fees. Clients who access these portfolios through a financial intermediary firm will typically pay additional fees to that firm. (continued on next page)

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### COMPOSITE AND BENCHMARK DISCLOSURES (continued):

A wrap fee includes all charges for trading costs, portfolio management, custody, and other administrative fees. Actual client fees may differ. Clients should speak to their Financial Advisor for more information regarding fees. Financial intermediaries and institutional investors that employ NTI for model delivery, or discretionary management may compensate NTI for those services, a fee of up to 0.15%. Investment management fees are described in Northern Trust Investments, Inc. Form ADV Part 2A. Model delivery assets are managed by third parties to whom NTI delivers a model portfolio. NTI does not have discretion over those assets. The figures are provided as supplemental information. Although the figures are obtained from sources believed to be reliable, their accuracy and completeness are not guaranteed.

**The Custom Blended Index** is a blend of 60% MSCI ACWI (net), 15% Bloomberg Barclays U.S. High Yield 2% Issuer Cap, 25% Bloomberg Barclays U.S. Aggregate Bond Index, rebalanced monthly. The MSCI ACWI Index (net) is a free float-adjusted market capitalization weighted index that is designed to measure the equity market performance of developed and emerging markets. Net total return indices reinvest dividends after the deduction of withholding taxes, using (for international indices) a tax rate applicable to non-resident institutional investors who do not benefit from double taxation treaties. The Bloomberg Barclays U.S. High Yield 2% Issuer Capped index is an issuer-constrained version of the Bloomberg Barclays U.S. Corporate High Yield Index that measures the market of U.S. dollar-denominated, noninvestment-grade, fixed rate, taxable corporate bonds. The index limits the exposure of each issuer to 2% of the total market value. The Bloomberg Barclays U.S. Aggregate Bond Index is an unmanaged index of prices of U.S. dollar-denominated, fixed rate, taxable, investment grade fixed income securities with remaining maturities of one year and longer. Given the stated investment strategy and objectives, these indices are shown because they are considered to be some of the most common indices in the marketplace. Index performance returns do not reflect any management fees, transaction costs or expenses. It is not possible to invest directly in an index. Historical performance of the indices is provided for illustrative purposes only and is not indicative of the performance of any NTI managed portfolio.

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