

# Diversified Strategist Portfolios Quality Low Volatility

3Q20

## Income Model Portfolio

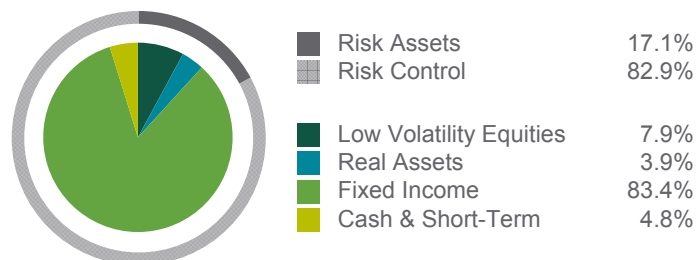
### OBJECTIVE:

Designed for investors seeking current income with a potential but secondary and minor consideration for long-term capital appreciation.

### CUSTOM BLENDED INDEX:

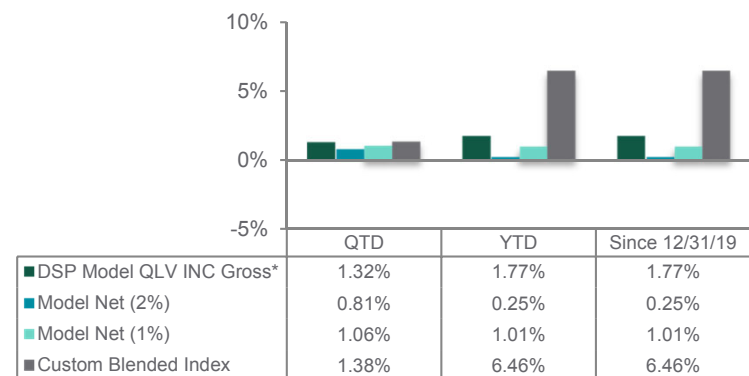
10% MSCI ACWI (net) / 90% Bloomberg Barclays US Aggregate Bond

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



### MODEL PORTFOLIO PERFORMANCE COMPARISON:

(For period ending 9/30/20)



\*Model returns are derived from a live contemporaneous model portfolio and are not from an actual account. 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.

**ESTIMATED SEC YIELD<sup>2</sup>:** 2.15%

**ESTIMATED TRAILING 12-MONTH YIELD<sup>2</sup>:** N/A

**WEIGHTED AVERAGE EXPENSE RATIO<sup>3</sup>:** 0.33%

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

<b>7.9%</b>	<b>EQUITY</b>
<b>US Equity</b>	
4.0%	ETF – FlexShares US Quality Low Volatility Index Fund (QLV)
<b>Developed ex-US Equity</b>	
3.9%	ETF – FlexShares Developed Markets ex-US Quality Low Volatility Index Fund (QLVD)
<b>3.9%</b>	<b>REAL ASSETS</b>
<b>Global Natural Resources</b>	
0.9%	ETF – FlexShares Morningstar Global Upstream Natural Resources Index Fund (GUNR)
<b>Global Real Estate</b>	
0.5%	ETF – FlexShares Global Quality Real Estate Index Fund (GQRE)
<b>Global Infrastructure</b>	
2.5%	ETF – FlexShares STOXX Global Infrastructure Index Fund (NFRA)
<b>83.4%</b>	<b>FIXED INCOME</b>
<b>US Investment Grade Fixed Income</b>	
69.1%	ETF – FlexShares Core Select Bond Fund (BNDC)
<b>US High Yield Fixed Income</b>	
5.3%	ETF – FlexShares High Yield Value-Scored Bond Index Fund (HYGV)
<b>Treasury Inflation Protected Securities</b>	
9.0%	ETF – FlexShares iBoxx 3-Yr Target Duration TIPS Index Fund (TDTT)
<b>4.8%</b>	<b>CASH &amp; SHORT-TERM</b>
0.9%	Money Market
3.9%	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 and Northern Funds 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. Financial intermediaries and institutional investors that employ NTI for model delivery, or discretionary management may compensate NTI for those services at a fee of up to 0.25%. Refer to complete disclosure for more details.

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.

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.

© 2020 Northern Trust Corporation. Head Office: 50 South La Salle Street, Chicago, Illinois 60603 U.S.A.

## Diversified Strategist Portfolios Quality Low Volatility

3Q20

## Income Model Portfolio

## INCOME (Gross of Fees)\* MODEL

	RETURNS				TRAILING 3-YEAR RISK	
	DSP Model QLV INC Gross*	Model Net 2% Fee	Model Net 1% Fee Supplemental	Custom Blended Index	Model	Custom Blended Index
2020 3Q	1.32	0.81	1.06	1.38	N/A	N/A
2020 2Q	6.49	5.97	6.23	4.47	N/A	N/A
2020 1Q	-5.68	-6.16	-5.92	0.52	N/A	N/A

**MODEL PORTFOLIO PERFORMANCE AND BENCHMARK DISCLOSURES:**

**Important Information Regarding Model Returns:** Model returns presented here are derived from a live contemporaneous model portfolio created by NTI on 12/31/2019, with an inception date of 12/31/2019. The model is provided to third party intermediaries for their use in managing their client portfolios. Model performance presented in this material does not reflect the results of an actual investment portfolio, nor actual management or trading of client accounts. Model results are estimates and should not be considered exact replications nor as an indication of an actual portfolio's returns, but rather as an approximation for illustrative purposes and as a guideline. Model performance is not an indicator of future actual results. If the model portfolio would have been actively managed, it would have been subject to market conditions that could have materially impacted performance and possibly resulted in a significant decline in portfolio value. Detailed information regarding model performance is available upon request.

\*Gross model performance does not include the effect of transaction costs, is gross of any advisory fees, or wrap fees, net of underlying fund fees, and include the reinvestment of interest, dividends received, and any capital gains. Gross monthly returns are calculated using Bloomberg PORT, then geometrically linked, and annualized for periods greater than one-year. Trailing 3 year risk is defined as the standard deviation of the trailing 36 monthly gross returns annualized. For periods less than three years, the number of data points to calculate standard deviation is generally considered not statistically significant and represented as N/A. Changes to model portfolio holdings and performance are reflected on the day in which the model changes were decided using closing prices of ETFs and net asset values of mutual funds, if applicable. A minimum allocation to cash of 1% is assumed. All securities are rebalanced to target weight on days on which model changes are decided.

Net model performance is net of underlying fund fees and assumes the deduction of a wrap fee as noted in table. A 2% fee is assumed as the highest advisory/wrap fee, a 1% fee is shown as supplemental information. A wrap fee includes all charges for trading costs, portfolio management, advisory, custody, and other administrative fees. 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. Actual client fees may differ. Clients should speak to their Financial Advisor for more information regarding fees. Financial intermediaries that employ NTI for model delivery or discretionary management may compensate NTI for those services, a fee of up to 0.25%.

**The Custom Blended Index** is a blend of 10% MSCI ACWI (net) and 90% 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. 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.

Powered by:

## Income Model Portfolio

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 and Northern Funds 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 [northernfunds.com](http://northernfunds.com) and [flexshares.com](http://flexshares.com).

NTI funds 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 0.25%. 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. 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.

Powered by: