

# Diversified Strategist Portfolios Quality Low Volatility

(Tax Sensitive)

3Q20

## Growth with Income Model Portfolio

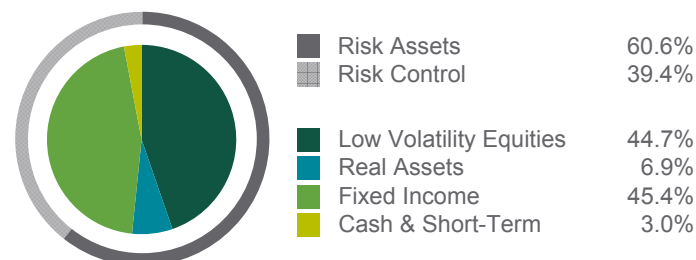
### OBJECTIVE:

Designed for investors seeking long-term capital appreciation and current income.

### CUSTOM BLENDED INDEX:

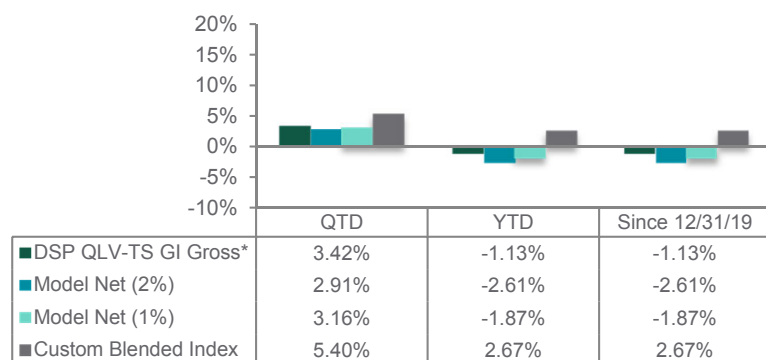
60% MSCI ACWI (net) / 40% Bloomberg Barclays Municipal Bond Index

### 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>: 2.14%

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

WEIGHTED AVERAGE EXPENSE RATIO<sup>3</sup>: 0.38%

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

<b>44.7%</b>	<b>EQUITY</b>
<b>US Equity</b>	
25.9%	ETF – FlexShares US Quality Low Volatility Index Fund (QLV)
<b>Developed ex-US Equity</b>	
14.9%	ETF – FlexShares Developed Markets ex-US Quality Low Volatility Index Fund (QLVD)
<b>Emerging Market Equity</b>	
4.0%	ETF – FlexShares Emerging Markets Quality Low Volatility Index Fund (QLVE)
<b>6.9%</b>	<b>REAL ASSETS</b>
<b>Global Natural Resources</b>	
1.8%	ETF – FlexShares Morningstar Global Upstream Natural Resources Index Fund (GUNR)
<b>Global Real Estate</b>	
1.5%	ETF – FlexShares Global Quality Real Estate Index Fund (GQRE)
<b>Global Infrastructure</b>	
3.6%	ETF – FlexShares STOXX Global Infrastructure Index Fund (NFRA)
<b>45.4%</b>	<b>FIXED INCOME</b>
<b>US Investment Grade Fixed Income</b>	
33.5%	Fund - Northern Tax-Exempt Fund (NOTEX)
<b>US High Yield Fixed Income</b>	
9.0%	Fund – Northern High Yield Municipal Fund (NHVMX)
<b>Treasury Inflation Protected Securities</b>	
2.9%	ETF – FlexShares iBoxx 3-Yr Target Duration TIPS Index Fund (TDTT)
<b>3.0%</b>	<b>CASH &amp; SHORT-TERM</b>
1.1%	Municipal Money Market
1.9%	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.

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## Growth with Income Model Portfolio

### GROWTH WITH INCOME (Gross of Fees)\* MODEL

	RETURNS				TRAILING 3-YEAR RISK	
	DSP Model QLV –TS GI Gross*	Model Net 2% Fee	Model Net 1% Fee Supplemental	Custom Blended Index	Model	Custom Blended Index
2020 3Q	3.42	2.91	3.16	5.40	N/A	N/A
2020 2Q	9.16	8.63	8.89	12.51	N/A	N/A
2020 1Q	-12.42	-12.88	-12.65	-13.42	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 60% MSCI ACWI (net) and 40% Bloomberg Barclays Municipal 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 Municipal Bond Index is an unmanaged index of investment grade (Baa3 or better) tax-exempt bonds 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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## Growth with Income Model Portfolio

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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.

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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.

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