



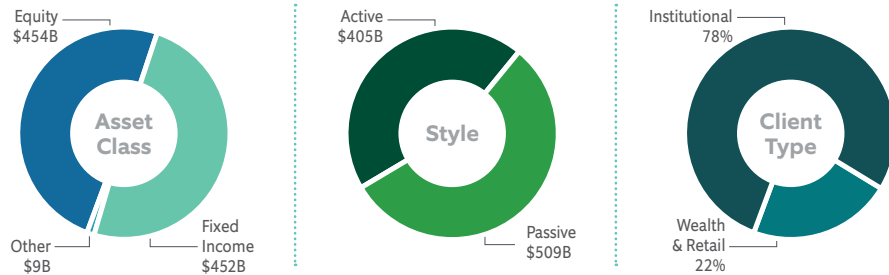
DYNAMIC INVESTMENT MANAGEMENT LEADER

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 \$914 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 March 31, 2020



A Recognized Leader	
Worldwide Assets ¹	18th largest
Worldwide Institutional Assets ²	15th largest
Factor-Based Strategies ¹	9th largest
Sovereign Wealth Funds ¹	8th largest
Endowment/Foundation Assets ³	5th largest
Institutional Cash Manager ⁴	2nd largest in the U.S.
Indexed (U.S.) Equity ³	5th largest
ETF Sponsor	2nd largest in the U.S.

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 Tax-Advantaged Multi-Manager	Active Passive Cash Management Multi-Manager	Hedge Funds Private Equity Private Credit Real Assets Infrastructure Real Estate	ESG Retirement Target Date Multi-Manager Investment Advisory Investment Institute	Strategic Tactical

GLOBAL PRODUCT VEHICLES

Collective Funds | Common Contractual Funds | Common Funds | ETFs | FGR Funds | Investment Company Variable Capital Managed Accounts | Mutual Funds | Separate Accounts

* Assets under management as of March 31, 2020. For the Northern Trust Asset Management entities included in AUM total, please see disclosure at end of this document.

¹ Total worldwide assets under management. ² Worldwide institutional assets under management. ³ U.S. institutional, tax exempt, managed internally. ⁴ U.S. institutional, tax exempt.

The above rankings are not indicative of future performance. Unless otherwise noted, rankings are based on total worldwide assets under management of \$885 billion as of December 31, 2018 by Pensions & Investments magazine’s 2019 Special Report on the Largest Money Managers.

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](https://www.northerntrust.com)

Equity

LEADERS IN FACTOR-BASED INVESTING SINCE 1994

Fixed Income & Liquidity Solutions

TWO-TIME FIXED INCOME MUNICIPAL MANAGER OF THE YEAR⁵

ESG

OVER 30 YEARS OF MANAGING SOCIALLY RESPONSIBLE PORTFOLIOS UNPRI SIGNATORY

Retirement Solutions

10TH LARGEST DB MANAGER³
10TH LARGEST DC MANAGER⁴

Multi-Manager

THIRD-PARTY MANAGER SOLUTIONS
9TH LARGEST OUTSOURCING MANAGER WORLDWIDE / 7TH U.S.⁶

50 South Capital

HEDGE FUNDS AND PRIVATE EQUITY SOLUTIONS

FlexShares[®]

FAMILY OF EQUITY, FIXED INCOME AND REAL ASSET ETFs

Northern Funds

\$193 BILLION⁷ DIVERSIFIED MUTUAL FUND FAMILY

⁵Institutional Investor, 2013 and 2014. ⁶Pensions & Investments as of March 31, 2019. ⁷As of March 31, 2020.

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Past performance is no guarantee of future results.

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