Helping You Achieve Your Organization’s Mission
Foundation & Institutional Advisors
World-Class Resources to Serve Nonprofit Organizations

Expertise and scale to benefit your organization.

- **Assets Under Management**
  $663 Billion

- **Assets Under Custody**
  $4.3 Trillion

- **Balance Sheet Assets**
  $100 Billion

- **2012-2014 Technology Spend**
  $2 Billion

- **Service Network**
  Across 18 states and Washington, D.C.

- **Commitment to Community**
  Northern Trust awarded more than $14 million in cash contributions in 2011, and partners across the globe volunteered nearly 200,000 hours.

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**Northern Trust Clients**

- **Individuals**
  Families

- **Family Foundations**
  Foundations / Endowments / Healthcare

- **Government Agencies**
  Large Corporations
  Taft-Hartley

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Source: Northern Trust as of December 31, 2011.
Commitment to Community & Philanthropy

A culture built on service and integrity.

- Northern Trust awarded more than $14 million in cash contributions in 2011. The majority of funds were directed to social welfare initiatives that provide critical services to low and moderate income families, such as housing, food, education and health care.

- Northern Trust partners across the globe donated nearly 200,000 volunteer hours in 2011.

- Philanthropy is a key component of corporate social responsibility at Northern Trust. An integrated, comprehensive and global platform for corporate social responsibility at Northern Trust includes a focus on community affairs, diversity and inclusion, environmental awareness and socially responsible investing.

- Voted one of the “Most Admired Companies” by Fortune Magazine (2011)

- Named one of the "100 Best Companies for Working Mothers" for the 18th consecutive year (2011)

- Named one of the "Top 50 Companies for Executive Women" by National Association for Female Executives (2011)

- Named one of the "Top 50 Companies for Latinas to Work" by Latina Style Magazine (2011)

- Named one of the “Best Adoption Friendly Workplaces” by Dave Thomas Foundation for Adoption (2011)

- Named one of the “100 Best Places to Work in IT” by Computerworld magazine (2011)
Global Custody Capabilities

Award-winning services delivered across a single platform.

Leading edge technology
- Single global platform
- Round the clock processing, reporting and service provision with integrated data flow
- Delivery of daily and intraday data to client desktops
- Processing about 18.6 million trades per annum (updated annually)
- Fully integrated sub-custodian network, covering 102 markets
- Industry leadership via active participation with DTC, ISITC, ISDA, Omgeo, SWIFT

Scale, experience, knowledge

Client satisfaction

Global Investor Global Custody Survey

“No. 1” rankings
- No. 1 for institutional fund managers: Americas (weighted)
- No. 1 in EMEA for sole custodian (weighted)
- No. 1 in Asia (weighted)

“No. 2” rankings
- No. 2 for pension funds (weighted)
- No. 2 for mutual fund managers (unweighted)
- No. 2 for overall sole custodian (weighted)

As at 12/31/2011 (updated quarterly) unless otherwise stated
Source: Northern Trust
Our focus is local, but our resources are global.

### Foundations, Endowments and Healthcare

<table>
<thead>
<tr>
<th>Of the Top</th>
<th>Northern Trust Serves</th>
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<tbody>
<tr>
<td>50 U.S. Foundations</td>
<td>26%</td>
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<tr>
<td>50 U.S. Endowments</td>
<td>26%</td>
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<tr>
<td>50 U.S. Healthcare Funds</td>
<td>36%</td>
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### Pension Plans / Asset Managers

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<tr>
<td>100 U.S. Corporate Plans</td>
<td>42%</td>
</tr>
<tr>
<td>200 U.S. Pension Plans</td>
<td>39%</td>
</tr>
<tr>
<td>200 U.K. Pension Plans</td>
<td>35%</td>
</tr>
<tr>
<td>200 Worldwide Asset Managers</td>
<td>24%</td>
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### Public Funds / Taft-Hartley

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<tbody>
<tr>
<td>25 Taft-Hartley Funds</td>
<td>48%</td>
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<tr>
<td>100 U.S. Public Funds</td>
<td>30%</td>
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As of December 31, 2011.
Source: Northern Trust
It is more important than ever to choose a financial provider with the expertise and experience to provide advice-driven solutions to help your organization achieve its goals.

REASONS CLIENTS CHOOSE NORTHERN TRUST

- **Client Focus:**
  Founded more than a century ago with a fiduciary focus and a tradition of integrity, accountability and impartiality that places our clients first.

- **Objectivity and Transparency:**
  Our focus on rigorous risk management provides our clients the comfort of knowing why and how their assets are invested.

- **Expertise and Service:**
  We offer a comprehensive range of financial solutions delivered with an unparalleled level of service.

- **Strength and Stability:**
  Consistent financial strength is a hallmark of Northern Trust and is a testament to our time-tested business model and our unique culture.
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