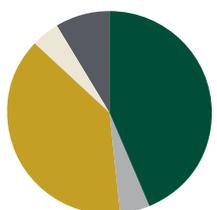


ASSET MANAGEMENT AUSTRALIA & NEW ZEALAND

Local Insights, Global Expertise



ASSETS UNDER MANAGEMENT



- Fixed Income
\$318.6 billion
- Active Equity
\$41.1 billion
- Global Index
\$426.7 billion
- Multi-Manager Solutions
\$45.9 billion
- Others
\$73.8 billion

ACCOLADES

11th largest manager of worldwide institutional assets¹

7th largest institutional asset manager in Asia²

A World's Most Ethical Company
Ethisphere Institute

Best Smart Beta Strategy 2015.
Asia Asset Management

THE FIRST THING WE DO IS LISTEN

Listening to our clients and understanding their needs and using our extensive global investment capabilities to help them find the best solution, that's what our team of experts are focused on. As an institutional investor you need an asset manager who listens first and then provides expertise tailored to the complex challenges that you face. You need a highly collaborative, trusted partner who has the flexibility to adapt to your evolving business. You need stability anchored by renowned integrity. Thoughtful investors worldwide are making Northern Trust the asset manager of choice because we develop the answers they need for today's challenging world.

With US\$906.2* in assets under management across a range of investment strategies we are one of the world's largest asset management firms. Our extensive presence throughout the world allows us to offer investors global expertise with local insights. We have on the ground institutional portfolio management teams situated in Chicago, Stamford, London, and Hong Kong, supported by your local sales and servicing team in Australasia.

OUR PRESENCE IN AUSTRALIA AND NEW ZEALAND

Northern Trust has had a base in Melbourne since 2007, providing asset servicing and custody solutions to clients locally. In 2009 we were awarded our first investment mandate in the region. Since then we have worked closely with a number of key sovereign entities and superannuation funds, helping them to achieve their investment objectives.

In 2015, after five years of successfully delivering customisable investment solutions to meet the unique needs of institutional investors in Australia and New Zealand, Northern Trust established an asset management sales and client service team in the Melbourne office.

With the right combination of local expertise, global capabilities and sharp client focus, Northern Trust's unwavering commitment will help you meet your immediate and long-term objectives.

Learn more about our asset management capabilities in Australia and New Zealand [here](#).

*as at 30 June 2016



YOUR LOCAL TEAM



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DISCOVER OUR RANGE OF CUSTOMISABLE CAPABILITIES

OUR UNIQUE APPROACH

When you work with Northern Trust, you enjoy a relationship with an asset manager who has the ultimate objective of delivering personalised answers to meet your investment goals.

The foundation of our offering: Guiding Disciplines.

Our investment process combines exhaustive research and vigilant risk management to provide a solid foundation for your investments. Our integrated technology platform and processing infrastructure work around the clock and around the globe.

How we work with clients: Unparalleled Dedication.

It all begins with listening. We take the time to listen to your needs, providing thoughtful advice, not just options. We collaborate with you, working as team to help you reach your goals.

What we deliver: Tailored Expertise.

Your investment needs do not exist in a vacuum. Neither does our expertise. We take into account your internal and external concerns, developing customised answers designed specifically to resolve your investment challenges.



CAPABILITIES		OVERVIEW
Index Management	Fixed Income AUM: US\$79.4bn	As an index management leader, we provide a wide array of solutions to meet a variety of investment objectives. Our experienced portfolio management teams around the world work to deliver better beta – supported by our robust research and systems, proprietary Intelligent Indexing® process and customised benchmark capabilities.
	Equity: AUM: US\$347.4bn	
Engineered Equity	AUM: US\$43.3bn	Engineered Equity combines the best of what has traditionally been called “active” and “passive,” using multi-factor strategies combining targeted exposure to factors and Northern Trust’s proprietary approach to Quality. Whether you use alternative or customised indices, factor-based strategies or incorporate our proprietary quality score, we can help you gain the most effective exposure possible.
Environmental, Social and Governance Investing	AUM: US\$59.3bn	At Northern Trust, we believe that our clients shouldn’t have to compromise their ESG values or needs when making investment allocations. As such, Northern Trust offers a breadth of capabilities to build a complete portfolio solution incorporating ESG factors. We understand that there is a broad set of motivations driving our clients into responsible investing. We have designed our suite of capabilities to give clients flexibility in their approach but the assurance that their strategies will be supported by the full resources of our world class investment management processes and execution. This range of passively or actively managed pooled funds or separate accounts uses negative or positive screens or customised indices, best-of-class stock selection and shareholder advocacy.

AUM detailed is as of 30 June 2016

LEARN MORE

Northern Trust is a leading provider of investment management, asset and fund administration, banking solutions and fiduciary services for corporations, institutions and affluent individuals worldwide. A financial holding company based in Chicago, Northern Trust has offices in 19 U.S. states and more than 22 international locations in North America, Europe, the Middle East, Australasia and the Asia-Pacific region.

To learn more about how Northern Trust can help you meet your investment goals with answers beyond the expected, contact your local team or visit northerntrust.com.

¹ Rankings based on total worldwide assets under management of \$875.3 billion as at 31 December 2015. The above rankings are not indicative of future performance. Source: Pensions & Investments 2016 Special Report on Money Managers appeared in the publication’s 30 May 2016, issue and online at www.pionline.com/researchcenter. Ranking information reprinted with permission, Pensions & Investments, copyright Crain Communications, Inc.

² Asia Asset Management magazine, Fund Manager Survey (2010)

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