



IDENTIFY TALENT, MANAGE RISK,
MONITOR PERFORMANCE

Manager of Managers Investment Solutions



Northern Trust



MAKING COMPLEXITY MANAGEABLE

You know how important it is to diversify across multiple investment managers – and you also know it is much more easily said than done. How do you identify the appropriate asset mix? Pinpoint the optimum combination of talent? Monitor the constant flurry of activity? Manage risk, end-to-end? Northern Trust's multi-manager investment solutions free you from those details, so you can focus on strategic goals.





DEPTH OF EXPERIENCE

Through Northern Trust, you can leverage the collective experience of leaders in the manager of managers business. We have managed external investment managers for more than 25 years – longer than almost anyone in the industry. But most importantly, we have staked our industry reputation on creating and delivering solutions that are completely customised to client needs – to *your* needs.

PLACING YOUR INTERESTS FIRST

Northern Trust's deeply ingrained fiduciary heritage gives you confidence, knowing we always place your interests first. For nearly 120 years, we have upheld high ethical standards to help institutions and individuals address asset management challenges.

We know that the objectivity and integrity of your investment advisors are of paramount importance. To limit any potential conflicts, our manager of managers organisation is separate from Northern Trust's internal investment management team. It is a separate subsidiary of Northern Trust Corporation and maintains an independent board of directors, trust company entity and regulatory registrations.

GLOBAL REACH

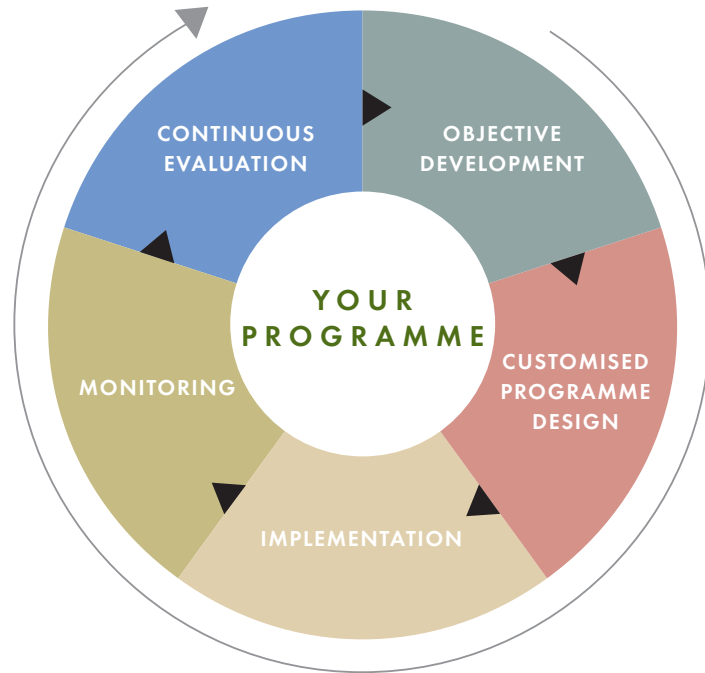
Northern Trust's manager of managers practice currently oversees more than \$40 billion through a distinctive roster of more than 300 asset managers worldwide. More than 100 dedicated manager of managers professionals serve clients around the globe from offices located in Chicago, Toronto, London and Stamford.



Northern Trust is one of the world's leading providers of asset servicing, asset management and wealth management services. Founded in 1889, we have a history of strength and stability.

Today, we are a global leader in combining exceptional client service with innovative solutions and technology expertise.

MANAGER OF MANAGERS INVESTMENT PROCESS



SERVING INVESTORS WORLDWIDE

Corporate Retirement Plans
Foundations & Endowments
Government Entities
Wealth Management
Healthcare Organisations
Insurance Companies
Not-for-Profit Institutions
Public Funds
Broker-Dealers
Pension Funds

FOCUSED ON YOUR GOALS

Your goals and risk tolerance are at the centre of our customised approach to programme development, strategy implementation, manager monitoring and continuous evaluation.

1. Objective Development

- Identify risk and return objectives
- Determine appropriate benchmark

2. Customised Programme Design

- Review risk/reward profile of various asset classes
- Provide asset class recommendations
- Revise investment policy statement as appropriate
- Finalise asset allocation strategy

3. Implementation

Identify optimal managers and weightings

Construct each asset class

Complete transition

4. Monitoring

Monitor investment managers and total programme intensely and continuously

Replace managers who fail to meet overall criteria

5. Continuous Evaluation

Canvass the market for new ideas

Make adjustments as your needs and circumstances dictate

COMPREHENSIVE, INTEGRATED

Customised Research

Programme Design

Contract Negotiations

Asset Allocation

Portfolio Construction

Portfolio Rebalancing

Integrated Custody and Accounting

Compliance

Board Reporting





ANSWERING NEEDS WORLDWIDE

To address your global investment needs, Northern Trust tailors an expansive array of services to your specific requirements. Following is an abbreviated overview; we would welcome the opportunity to discuss the complete selection of capabilities available to you.

Institutional and Third-Party Clients

- Investment Solutions
- Total Programme Management
- Manager of Managers Funds
- Emerging Manager Solutions
- Alternative Investments

Personal Clients

- Manager of Managers Funds
- Separate Accounts
- Wealth Advisory
- Alternative Investments

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INFORMATION
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NORTHERN TRUST LOCATIONS

Abu Dhabi

Amsterdam

Bangalore

Beijing

Chicago

Dublin

Frankfurt

Guernsey

Hong Kong

Kuala Lumpur

Limerick

London

Luxembourg

Melbourne

New York

Riyadh

Singapore

Stockholm

Tokyo

Toronto

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