



Alan W. Robertson is Executive Vice President and Global Head of Sales and Service for Northern Trust Global Investments, responsible for sales and service globally for Northern's investment management business.

Most recently, Alan was President and Chief Executive Officer of Northern Trust Global Advisors, responsible for Northern's multi-manager investment business that provides manager research and customized investment programs for a wide range of institutional and high net worth clients. He was formerly Group Head, Wealth Advisory in Northern's Personal Financial Services business unit, responsible for expanding Northern's presence nationally in the market segment represented by individuals and families with assets over \$10 million.

Mr. Robertson received a B.A. degree with honors in international relations from Eisenhower College and an M.B.A. degree from The Darden Graduate School of Business at the University of Virginia.

Thomas R. Benzmler, CFA is the Managing Executive for Northern Trust Global Investments Program Solutions Group. In this role he and his teams are responsible for meeting client needs by ensuring that the best investment management products are delivered as a comprehensive investment program solution.. Wealth and Institutional clients entrust Northern Trust to oversee their entire investment program utilizing both Northern's market leading Manager of Managers capabilities and world class Northern Trust manufactured capabilities.

Tom is a CFA charterholder and holds both BBA and MBA degrees from the University of Wisconsin - Madison.

Eric Schweitzer is a Senior Vice President at The Northern Trust Company, Chicago. Eric currently serves as Managing Director of Investment Product Management and Mutual Funds for Northern Trust Global Investments, the asset management business of Northern Trust.

Eric is responsible for leading product management across the global organization's index, active and multi-manager asset management business. His responsibilities include product strategy, development, positioning and promotion.

Schweitzer received a B.S. degree in finance and economics from Illinois State University. He has earned his NASD (National Association of Securities Dealers) License, Series 7 License (General Securities) and Series 24 License (Securities Principal). He is a Committee Member for the Investment Company Institute - Marketing, Research, and Public Communications.



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Reaching for the **New Gold Standard of Investing**



Asset Management Solutions Roundtable

Alan Robertson
Executive Vice President

Thomas Benzmler
Senior Vice President

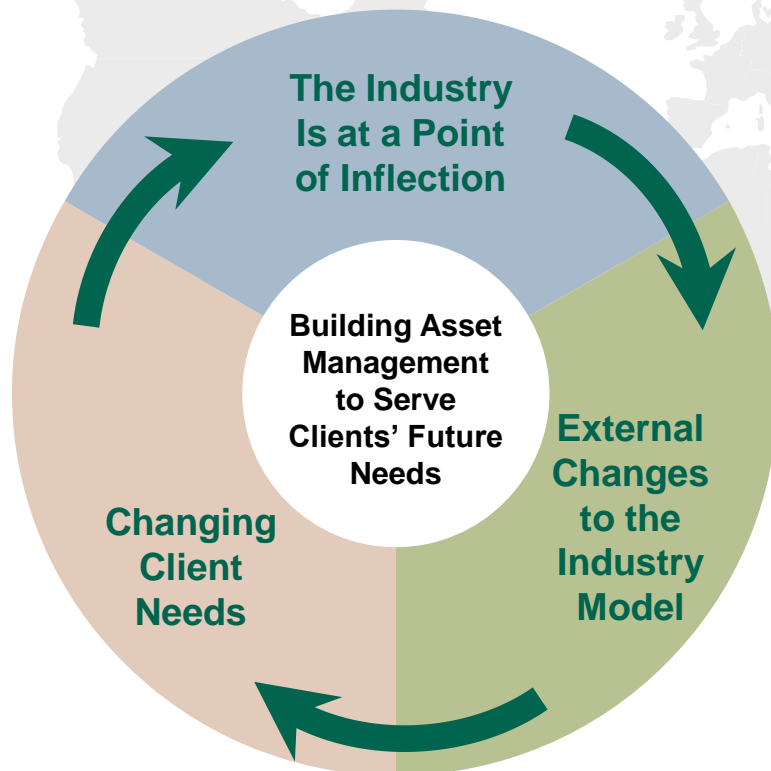
Eric Schweitzer
Senior Vice President



Global Industry View: Key Global Trends & Client Impact

Client needs and market opportunities are evolving at a pace that demands constant vigilance, a focus on absolute return, and excellence in risk management

Global Trends



Client Impact

- Increased demand for tailored solutions
- Importance of Risk Management
- Increased demand for Passive Investments
- Alternative investments are gaining in importance and taking allocation away from traditional asset classes
- More dynamic global asset allocation approach
- Increased demand for Fixed Income
- Increased expectations for asset management client services

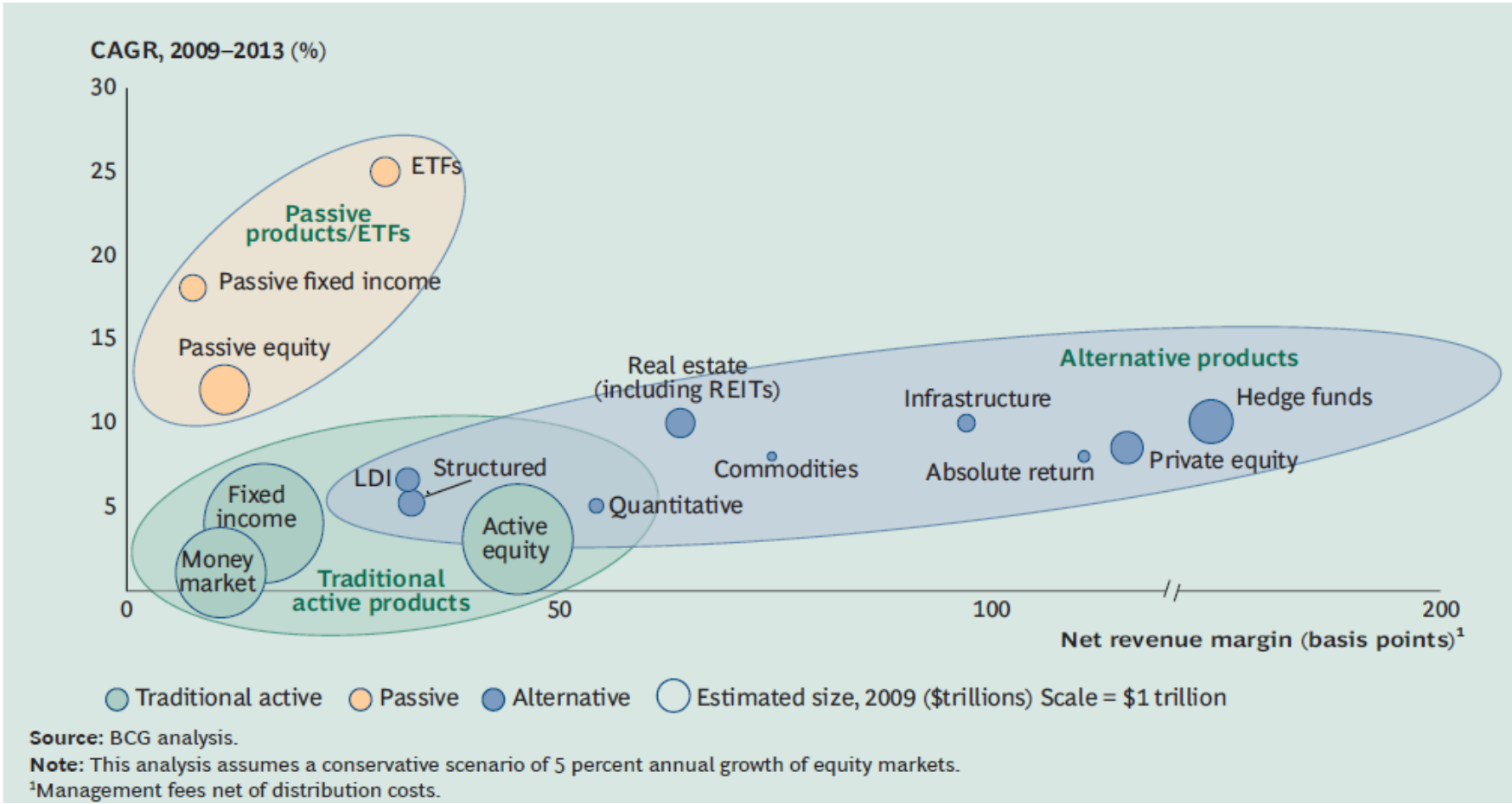


Northern Trust



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Alternative and Passive Products expected to keep growing faster than Traditional Active Products



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Thank you.

Alan Robertson

Executive Vice President

Thomas Benzmler

Senior Vice President

Eric Schweitzer

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