

## WEALTH PLANS FINISH THIRD QUARTER IN NEGATIVE TERRITORY



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The median Wealth Management plan was down 7.3% for the third quarter of 2011. In comparison, the benchmark of 60% equity (S&P 500) and 40% bonds (Barclays U.S. Aggregate) returned -7.0% during the quarter. Equity markets experienced a tumultuous third quarter relative to fixed income as the S&P finished down 13.9% versus a 3.8% return for the BC U.S. Aggregate. As of September 30, 2011, the year-to-date median Wealth Management plan finished behind the blended benchmark, returning -4.1% versus -2.7%.

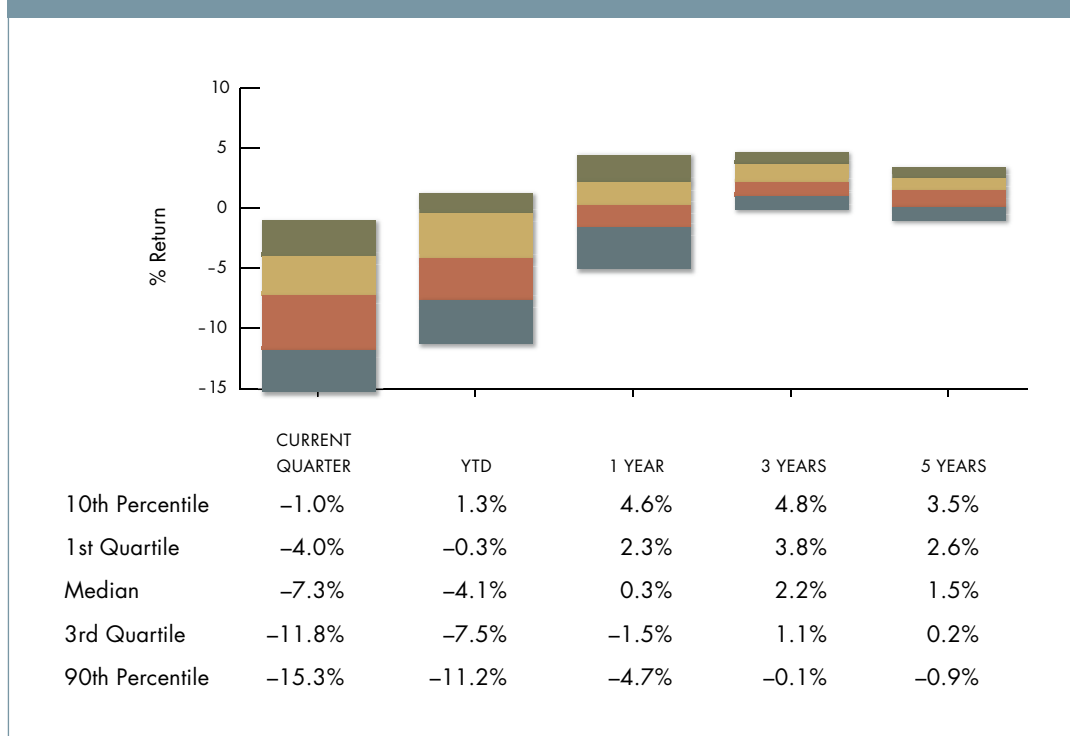
Over longer time periods, the median Wealth plan has lagged the benchmark – underperforming during the two-, three- and five-year time periods. The plan posted annualized returns of 4.2%, 2.2% and 1.5%,

respectively, versus the 60% equity/40% bonds index returns of 6.4%, 4.4% and 2.3%.

The breakpoint return for the top quartile of Wealth portfolios for the third quarter was -4.0%; the top decile breakpoint return was -1.0%. These portfolios favored fixed income and cash allocations and were less heavily weighted in equities. The bottom quartile breakpoint was -11.8% where portfolios were more aggressive and had higher equity allocations.

Within the Wealth Management composite, domestic equity accounted for 36.1% of assets in the third quarter. Broad-based domestic equity indexes such as the S&P 500 and the Russell 3000 fell substantially, returning -13.9% and -15.3% respectively. The large cap growth segment was hit least hard by

WEALTH MANAGEMENT PLANS – TOTAL RETURNS SEPTEMBER 30, 2011



the economic downturn but still lost 13.1%, evidenced by the Russell 1000 Growth Index return. The small cap growth segment was the poorest performing sub-asset class within the U.S. equity space, as the Russell 2000 Growth Index returned -22.2%. The median U.S. equity program fell in between, returning -16.2% for the quarter.

Domestic fixed income comprised 19.1% of the Wealth Management composite. The Barclays U.S. Aggregate index was up 3.8% for the third quarter and has posted a return of 6.6% year-to-date through September 30, 2011. The median U.S. fixed income program returned 2.4% and 5.8%, respectively.

COMPOSITE ASSET ALLOCATION – WEALTH MANAGEMENT				
	Current	1 Year Ago	3 Years Ago	5 Years Ago
<b>U.S. Equity</b>	36%	27%	29%	39%
<b>Global/Non-U.S. Equity</b>	12%	14%	11%	12%
<b>U.S. Fixed Income</b>	19%	20%	22%	23%
<b>Global/Non-U.S. Bonds</b>	0%	3%	0%	2%
<b>Private Equity/Hedge Funds</b>	10%	9%	21%	10%
<b>Cash &amp; Other</b>	23%	28%	16%	15%

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Returns are shown gross of fees. Index returns assume reinvestment of dividends and earnings and do not reflect the deduction of any trading costs or other expenses. It is not possible to invest directly in an index. Periods greater than one year are annualized. Past performance does not indicate future results.

