

# WEALTH MANAGEMENT UNIVERSE SUMMARY

## WEALTH MANAGEMENT PLANS END YEAR ON POSITIVE NOTE



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The median Wealth Management plan was up 4.0% for the fourth quarter of 2011. In comparison, the benchmark of 60% equity (S&P 500) and 40% bonds (Barclays U.S. Aggregate) returned 7.5% during the quarter. After finishing -13.9% in the third quarter, equity markets took back some of what they lost as the S&P finished up 11.8% this quarter. The fixed income market continued its steady pace as the BC U.S. Aggregate returned 1.1%. As of December 31, 2011, the year-to-date median Wealth Management plan finished behind the blended benchmark returning -0.6% versus 4.7%.

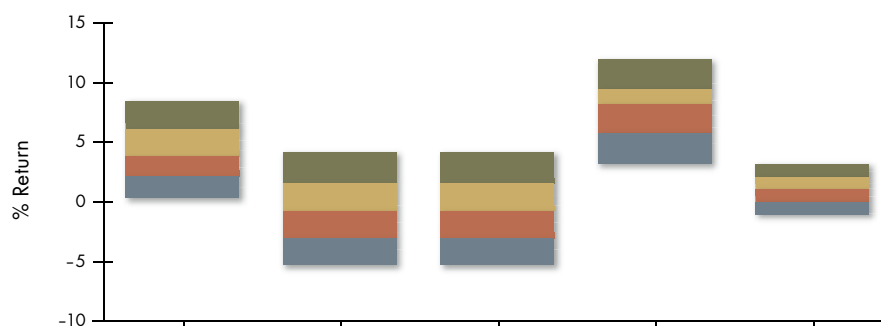
Over longer time periods, the median Wealth plan has also lagged the benchmark – underperforming during the two-, three- and

five-year periods. The plan posted annualized returns of 4.5%, 8.4% and 1.2% respectively versus the 60% equity/40% bonds index returns of 8.3%, 11.6% and 2.8%.

The breakpoint return for the top quartile of Wealth portfolios for the fourth quarter was 6.3%; the top decile breakpoint return was 8.6%. These portfolios favored a more aggressive allocation toward equities. The bottom quartile breakpoint was 2.3% where portfolios were less aggressive and had higher allocations toward cash and fixed income.

Within the Wealth Management composite, domestic equity accounted for 37.5% of assets in the fourth quarter. Broad-based domestic equity indexes such as the S&P 500 and the Russell 3000 performed well,

WEALTH MANAGEMENT PLANS – TOTAL RETURNS DECEMBER 31, 2011



returning 11.8% and 12.1% respectively. The small cap value segment was the best performing sub-asset class within the U.S. equity space, as evidenced by the Russell 2000 Value Index return of 16.0%. The large cap growth segment performed well on an absolute basis, but had the lowest return of the equity classes as noted by the Russell 1000 Growth Index return of 10.6%. The

median U.S. equity program fell in between, returning 12.0% for the quarter.

Domestic fixed income comprised 16.6% of the Wealth Management composite. The Barclays U.S. Aggregate index was up 1.1% for the fourth quarter and has posted a return of 7.8% year-to-date through December 31, 2011. The median U.S. fixed income program returned 2.1% and 7.6% respectively.

COMPOSITE ASSET ALLOCATION – WEALTH MANAGEMENT				
	Current	1 Year Ago	3 Years Ago	5 Years Ago
<b>U.S. Equity</b>	37%	37%	22%	39%
<b>Global/Non-U.S. Equity</b>	12%	11%	9%	12%
<b>U.S. Fixed Income</b>	17%	17%	21%	22%
<b>Global/Non-U.S. Bonds</b>	3%	3%	0%	2%
<b>Private Equity/Hedge Funds</b>	9%	9%	18%	10%
<b>Cash &amp; Other</b>	23%	25%	30%	15%

#### ABOUT NORTHERN TRUST UNIVERSES

Northern Trust Universes represent the performance results of about 300 large institutional investment plans that subscribe to Northern Trust performance measurement services. These plans, with a combined asset value of approximately \$612 billion, represent a broad snapshot of overall institutional investment plan performance within the U.S. market.

If you would like to participate in our universe analysis and receive more in-depth information, please contact your relationship manager.

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.