

## **EXHIBIT 99.1**

### CORPORATION **NORTHERN TRUST**

Steven L. Fradkin

**Executive Vice President &** Chief Financial Officer

# Goldman Sachs Financial Services Conference

New York City

December 10, 2008



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## Forward Looking Statement

of the information provided in this presentation after today. and you are urged to read them. Northern Trust disclaims any continuing accuracy uncertainties. Our 2007 financial annual report and periodic reports to the SEC statements because the realization of those results is subject to many risks and terms. Actual results could differ materially from those indicated by these changes in accounting policies, standards and interpretations) on Northern Trust's contingent liabilities and obligations, and regulation involving Northern Trust and and various other matters (including developments with respect to litigation, other anticipated tax benefits and expenses, and the effects of any extraordinary events development plans, anticipated expense levels and projected profit improvements, contain information about specific factors that could cause actual results to differ, targets, strategies, beliefs, and expectations, and refer to estimates or use similar including reserve levels, planned capital expenditures and technology spending, pricing trends, strategic initiatives, re-engineering and outsourcing activities, new business prospects and positioning with respect to market, demographic and relate to Northern Trust's financial goals, dividend policy, expansion and business business and results. These statements speak of Northern Trust's plans, goals business results and outlook, changes in securities market prices, credit quality This presentation may include forward-looking statements such as statements that









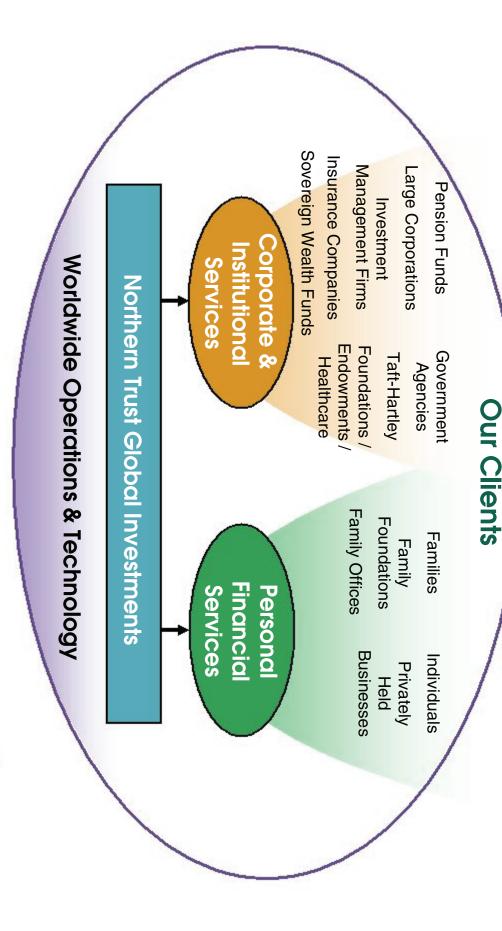
# Northern Trust Corporation

- ☑ Strategic Positioning
- ☑ Significant Expertise
- ▼ Financial Strength





# Client-centric and Highly Focused Business Model







# Operating in Businesses with Attractive Demographics

#### Corporate & nstitutional Services

> Total Market: \$161 Trillion(1)

North America \$60 Trillion

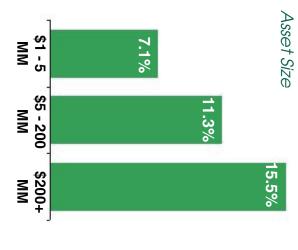
Middle East & Africa \$60 Trillion Europe,

Asia Pacific \$41 Trillion

Total Assets Under Custody Worldwide: \$90 Trillion (2)



2007 - 2012 by Household Household Growth Rates (3) Projected Annual



McKinsey & Company – Mappingthe Global Capital Market, Fourth Annual Report, January 2008; Excludes \$6 trillion of South American assets

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YE 2007 competitor earnings releases & The Greensted Report, Fall 2007 – Top 10 custodianS

<sup>&</sup>lt;u>ω</u> ω Source: Claritas



# **C&IS: Full Array of Capabilities**

## institutional investors. Customized solutions meet the needs of sophisticated

#### Management Asset

#### **Enhancement** Asset

### **Asset Reporting**

#### **Administration** Asset

### **Asset Processing**

- Active
- Quantitative

Hedge funds

Private equity

Manager of managers

- Investment outsourcing
- Liability driven investing
- Cross-border pooling
- Trade execution
- Cash management
- Investment accounting
- Fund accounting
- Transfer agency
- Corporate secretarial
- Safekeeping
- Settlement
- Derivatives processing

Transition management

- Securities lending
- Commission management Foreign exchange
- Reporting and valuation
- Performance analytics

Data warehouse

Trade execution analysis

Risk monitoring and reporting

- Trustee
- Investment operations outsourcing
- Income collection
- Corporate actions
- Tax reclamation





# PFS: Holistic Financial View and Expertise

## holistically address clients' needs. Integrated approach and comprehensive capabilities

Building and Managing Wealth	Protecting and Transferring Wealth	Creating a Legacy
<ul><li>Grow Assets</li></ul>	Protect and Preserve Wealth	Reinforce Family Values
<ul><li>Manage Risk</li></ul>	<ul><li>Transition Wealth</li></ul>	<ul> <li>Establish a Charitable</li> </ul>
<ul><li>Tax Liability Management</li><li>Liquidity Management</li></ul>	Plan for Special Assets	Giving Tradition

## Full Service in Local Markets

250+ Trust Professionals 225+ Portfolio Managers 375+ Banking Professionals

INTEGRATED SERVICE DELIVERY

### **National Practices**

- Marketing
- Minerals Management
- Real Estate Management
- Tax Services

Single Stock Solutions

Investment Research

Financial Consulting

Family Business Management

Credit Policy







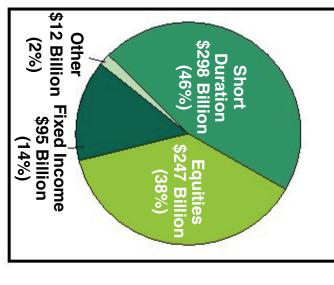
# NTGI: Diversified, World Class Investment Manager

### \$652.4 Billion

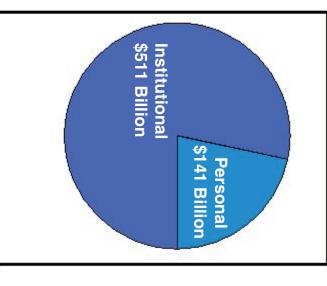
Assets Under Management as of September 30, 2008

## A Diversified Asset Manager

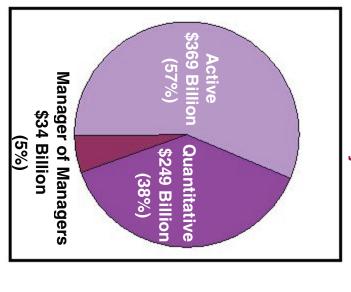
### Across Asset Classes



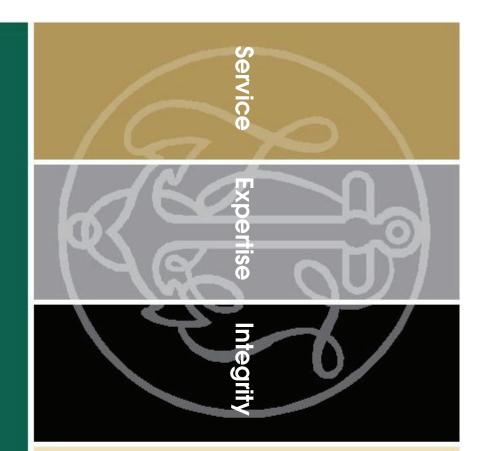
## **Across Client Segments**



#### Across Styles







## **Financial Strength**



# Consistently Strong and Conservative Financial Condition

### High Quality, Short Duration **Securities Portfolio**

- securities portfolio composed 90% of Northern Trust's total of triple-A rated securities
- 86% of Asset-Backed Securities rated triple-A
- Exposure to subprime Assetless than 3% the overall portfolio minimal at Backed securities relative to
- 62% of subprime Assettriple-A **Backed Securities rated**
- securities portfolio of only on Available for Sale \$200 million Total gross unrealized losses

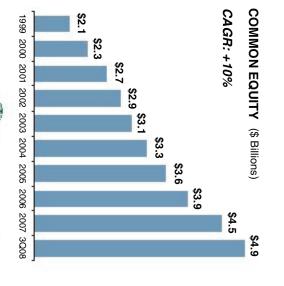
#### Diversified, High Quality Loan Portfolio

- Relationship-based lending practices
- Nonperforming assets to a peer group\* average of outstanding loans, as compared represented only 0.21% of total 1.97%
- Nonperforming loans covered peer group\* average of 1.1x reserves, as compared to a 3.2x by current credit loss
- Northern Trust does not:
- Underwrite mortgage loans to sub-prime borrowers
- Lend directly to hedge funds
- Provide bridge financing to private equity deals
- Offer an off-balance sheet commercial paper conduit for client liquidity

#### **Consistently Outstanding** Capital Strength

## Northern Trust Corporation

Well Capitalized Guideline	Leverage Ratio	Well Capitalized Guideline	Total Risk-Based Ratio	Well Capitalized Guideline	Tier 1 Capital Ratio
5.0%	6.6%	10.0%	11.4%	6.0%	9.2%





All data is as of September 30, 2008.

\*Top 20 U.S. banks in terms of balance sheet assets.

Service



## Concluding Thoughts

# Northern Trust's Business Model

- Focused and Conservative Strategy
- Attractive Demographic Markets
- Significant Expertise
- Organic Growth
- Consistent Leadership and Philosophy





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