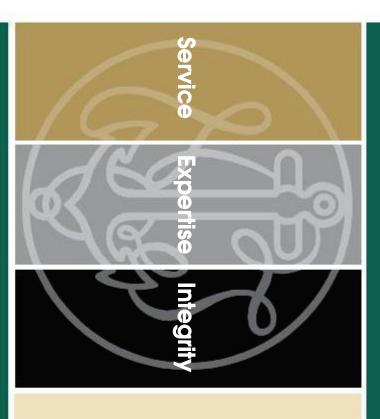
### **EXHIBIT 99.1**



### Northern Trust Corporation

Frederick H. Waddell

Chairman & Chief Executive Officer

### Barclays Capital

2011 Global Financial Services Conference

Hilton New York New York City September 13, 2011





## Forward Looking Statement

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

Our 2010 annual report and periodic reports to the SEC contain information about specific factors any continuing accuracy of the information provided in this presentation after today. that could cause actual results to differ, and you are urged to read them. Northern Trust disclaims







# **Northern Trust Corporation**

- ☑ Strategic & Financial Positioning
- Adapting to the Environment





# Client Centric, Highly Focused Business Model

Founded in 1889, Northern Trust Corporation is a global leader in asset management and asset servicing for institutional and personal clients.

### **Personal Financial Services**

Leading advisor to affluent market

- \$172 billion AUM
- \$388 billion AUC

## Corporate & Institutional Services:

Leading global custodian

- \$4.0 trillion AUC
- \$512 billion AUM

## Northern Trust Global Investments:

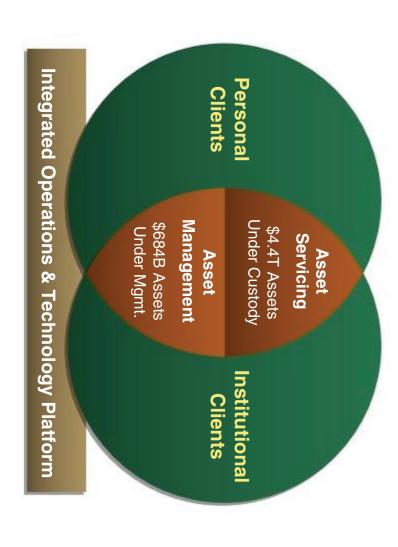
personal & institutional clients Leading asset manager tor

\$684 billion AUM

### Operations & Technology:

Integrated global operating platform

- Serving personal and institutional clients
- spending, 2008-2010 \$1.4 billion in technology





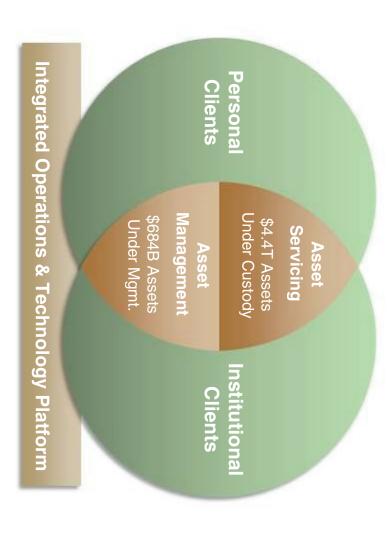




# Client Centric, Highly Focused Business Model

continue to offer compelling and attractive growth opportunities. The strategic businesses that Northern Trust has focused on – consistently for many years –

- Excellent strategic positioning
- Outstanding client base
- Strong and supportive demographic trends
- Continued globalization fueling international growth

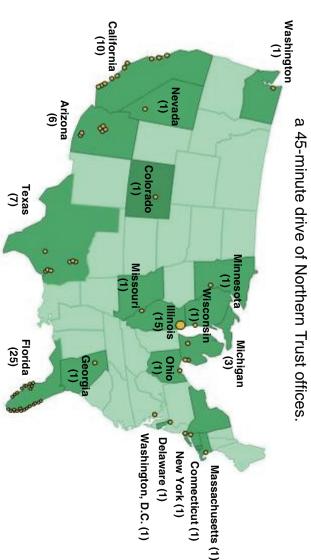


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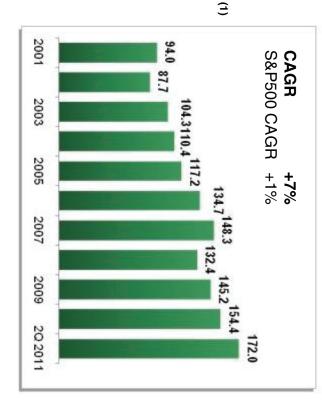
## Personal Financial Services Extensive Reach in the Affluent Market

## Network of PFS Offices in 18 States

Over 50% of the U.S. millionaire market resides within



## PFS Assets Under Management (\$ Billions)



### FINANCIAL TIMES

### **Best Private Bank in North America**

 Financial Times Group (November 2010 and November 2009)



## Ranked among the Top 10 Wealth Managers

- Barron's (September 2010)



### Serving More than 20% of Forbes 400 **Most Affluent Americans**

Forbes (September 2010)



## Best Private Bank in North America...

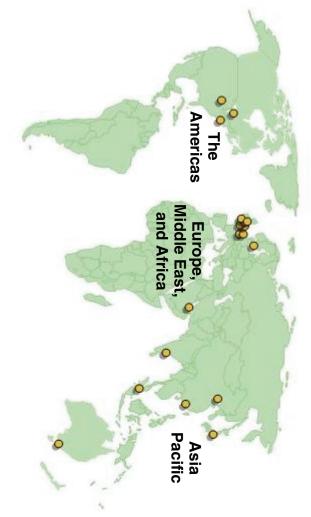
- For Family Office Services
- For Trust Services
- For Inheritance and **Succession Planning**

Euromoney Magazine (February 2010)

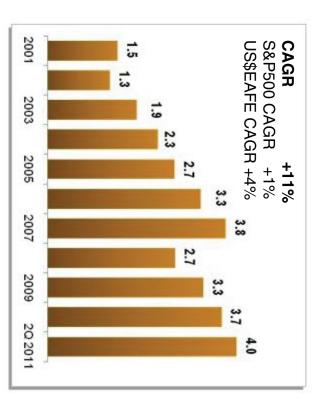




# Strategically Positioned in Three Dynamic Regions



## C&IS Assets Under Custody (\$ Trillions)



## **Best Global Investor Services House**

- Euromoney (Sept. 2011 and July 2010)

### Client Relationship

### Manager of the Year - Americas

 International Custody & Fund Administration (June 2011 and May 2010)

### Professional Pensions

### **Custodian of the Year**

 Professional Pensions UK Pensions Awards (May 2011 and April 2010)



AsianInvestor (November 2010)



## GLOBAL PENSIONS Global Custodian of the Year

Global Pensions (March 2011)





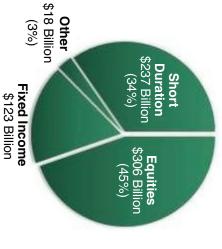
## Northern Trust Global Investments

# Client Focused, Diversified Investment Manager

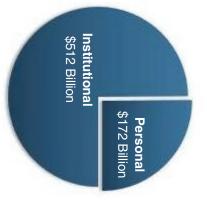
## Assets Under Management: \$684.1 Billion

## A Diversified Asset Manager

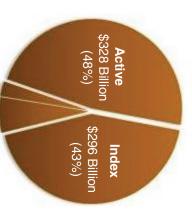




### **Across Client Segments**







#### Institutional Investor

(18%)

\$16 BN Other

of Managers \$44 Billion

Manager

(3%)

## Manager of the Year – Equity Indexers (U.S.) Institutional Investor (April 2011)

### Pensions&Investments

- 13 Largest Manager of Worldwide Institutional Assets
- Largest Asset Manager Worldwide
- $\omega_{
  m ra}$ Largest Passive International Indexed Securities Manager

Pensions & Investments (May 2011 based on December 31, 2010 assets)



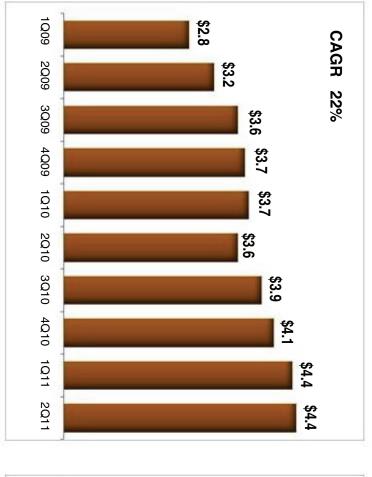




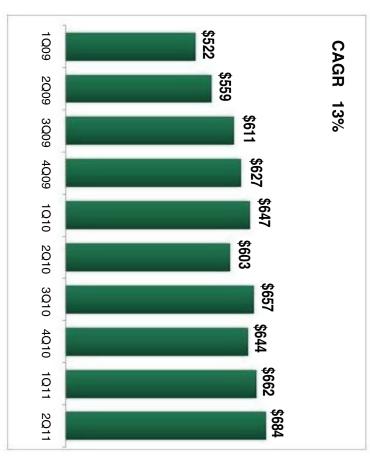
## Winning in the Marketplace

# We have had record new business results in recent quarters across our business units

## Assets Under Custody (\$ Trillions)



## Assets Under Management (\$ Billions)



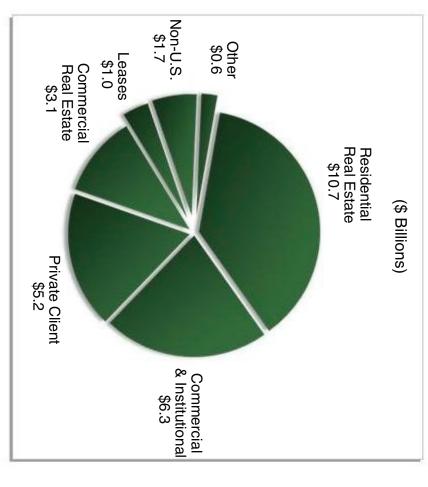




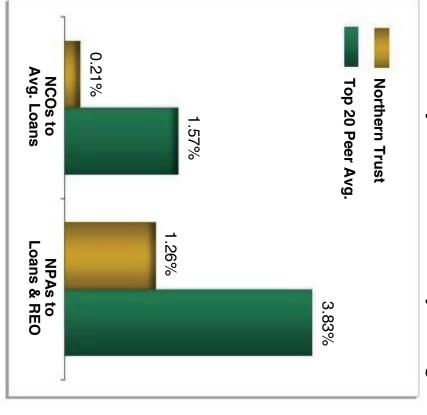
# Diversified and High Quality Loan Portfolio

# Relationship Based, Conservative Lending Strategy

### \$29 Billion Loan Portfolio



## **Loan Quality Better than Industry Averages**



As of 6/30/11

Peer group is the 20 largest US-based banks based on total assets at 12/31/10. Peer data is presented as reported by SNL Financial. NCOs = Net Charge-offs. NPAs = Nonperforming Assets. REO = Real Estate Owned.

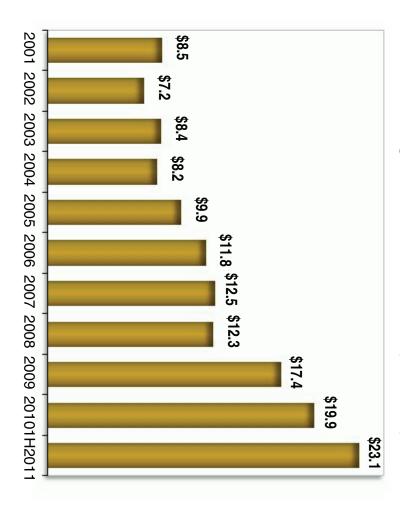




# **High Quality Securities Portfolio**

## Average Securities Portfolio (\$ Billions)

- High quality, short duration securities portfolio
- 81% invested in U.S. Treasury, government sponsored agency and triple-A rated securities at June 30, 2011
- Minimal level of losses due to long-term focus on conservative, high quality investments
- Began modest duration extensions in early 2010







## Adapting to the Environment

### **Barclays Capital**

2011 Global Financial Services Conference





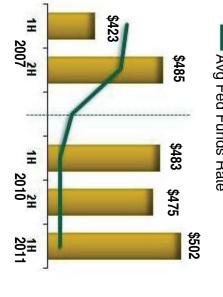
# Revenue Headwinds Due to Macroeconomic Environment

#### Historically Low **Interest Rates**

- average of 1.74% Net interest margin in 1H2011 of 1.27% is well below 2003 - 2008
- Balance sheet growth offsets the impact on NII of low interest rates
- Waived fees in money market mutual funds equaled \$39.4 million in 1H2011

### Net Interest Income \$MM

Avg Fed Funds Rate



### **Lower Foreign Exchange** Volatility

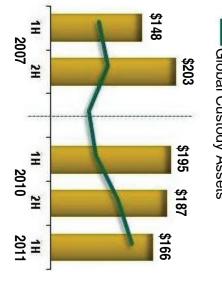
- Currency volatility has declined in late 2007 - 2009 from the heightened levels seen

#### Lending Volumes **Lower Securities**

- \$106 billion at June 30, 2011 is Securities lending collateral of \$300 billion in 2007 much lower than its peak of nearly
- The lower volumes primarily reflect lower demand

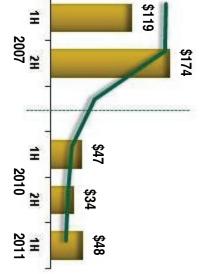
### FX Income \$MM

Global Custody Assets



### Securities Lending Fees\* \$MM

SL Avg Collateral



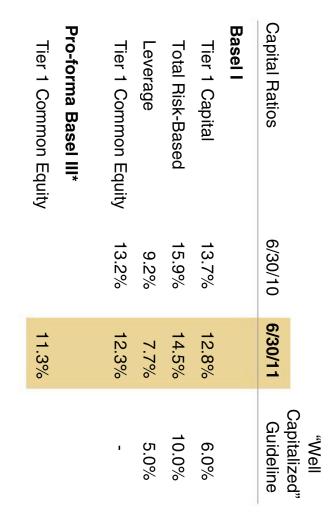
\*Excludes impact of mark-to-market fund

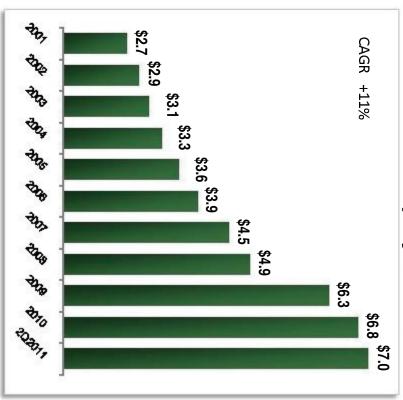




# **Consistently Strong Capital Base**

## Common Equity (\$ Billions)





changes to the Basel III methodologies and the rulemaking and implementation by the U.S. banking the new capital standards on Northern Trust will depend on a number of factors, including further of the capital conservation buffer, currently proposed to be effective in 2019. The ultimate impact of understands them. The proposed guidelines represent the minimum capital requirements, inclusive methodologies provided by the oversight body of the Basel Committee as Northern Trust currently \*Pro-forma Basel III ratios represent Northern Trust's estimates calculated using the current regulators. Therefore, these estimates are subject to change





## **Investing in Our Business**

opportunities before us. We have continued to invest in our core businesses to capitalize on the

### Personal Financial Services

Strategic Hiring
Opportunistic Acquisitions
Investment Capabilities
New Markets

### Corporate & Institutional Services

Global Fund Services
Strategic Acquisitions
Sovereign Wealth Funds
Insurance Business
Technological Innovation

#### Northern Trust Global Investments

International Growth
Exchange Traded Funds
Alternative Investments
Direct Sales

- Opened a Washington, D.C. office
- Made strategic hires of wealth advisors around the country
- Completed Waterline, Bank of Ireland Securities Services, and Omnium acquisitions
- Expanded NTGI teams in Europe and Asia
- Invested \$518 million in technology in 2010





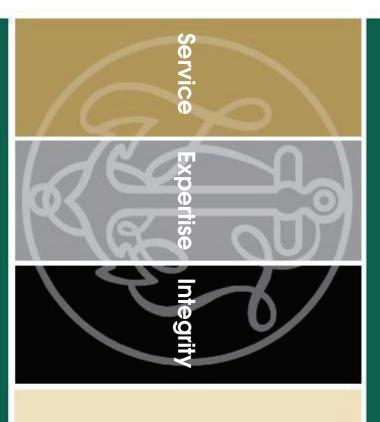
# Improving Profitability & Returns

### Return on equity has been pressured by the current operating environment and higher capital levels.

- We are actively evaluating our profitability dynamics in light of the current environment.
- Revenue enhancement opportunities
- Expense and efficiency initiatives

# Return on Common Equity 16.4% 14.4% 10.1% 8.8% Average Average 2010 YTD 2011 2002 - 2007 2008 - 2009





# **Concluding Thoughts**

### **Barclays Capital**

2011 Global Financial Services Conference





# Strategically Positioned for Growth

## Market Leader in Focused Businesses

- Best Private Bank in North America (Financial Times, November 2010 and 2009)
- Best Global Investor Services House (Euromoney, September 2011 and July 2010)
- One of the largest Fund Administrators in Ireland and Guernsey
- U.S. Equity Index Manager of the Year (Institutional Investor, April 2011)
- 13 largest manager of worldwide institutional assets (Pensions & Investments, May 2011)

## Strong History of Organic Growth

- Assets under custody 10-year CAGR of +10%
- Net new business up 28% in 2010 versus prior year
- Continuing to invest in the business

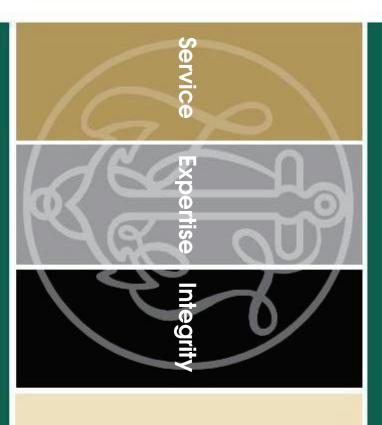
## **Distinctive Financial Strength**

- 81% of securities portfolio rated triple A
- NPAs to loans relatively low at 1.26%
- Tier 1 Common Equity ratio of 12.3%
- 96% of total Tier 1 Capital is Tier 1 Common Equity

# Invested & Experienced Management Team

Combined service at Northern Trust of 216 years





### Northern Trust Corporation

Frederick H. Waddell

Chairman & Chief Executive Officer

### Barclays Capital

2011 Global Financial Services Conference

Hilton New York New York City September 13, 2011

