

SHINING LIGHT THROUGH THE DARKNESS

(Planning in the Shadow of Uncertainty, Social Distancing, and Fear)

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Fallout from the COVID-19 Pandemic & Response

Global economy has stalled (Recession by Proclamation)

Asset values have fallen

Interest rates at historical lows

CARES Act: \$2.7T cost (more to come)

Liquidity at a premium

Market volatility will be high for an uncertain period of time

Uncertain timing for recovery (Economic and Medical)

Unpredictable and sudden mortality risks have spiked

Social distancing provides challenges to advice & execution



Clients Are Feeling:

Fear Anxiety Frustration Anger Transfer wealth at depressed asset values

Planning that leverages the historically low interest rates

Strategies that transfer wealth but allow retained cash flow

Likely higher income tax rates in the future

Techniques that can defer payments as long as possible

Provide flexibility and the ability to abandon or change the plan

Need structures that provide access to the "gifted" asset, if needed

Prepare for unexpected and premature deaths

"Distance planning" is mandatory when timely advice is most needed





Historical Stress Events and Recovery

US equity drawdown and recovery



	Global Financial Crisis	Tech Bubble	'87 Crash	70's Bear Market	Great Depression
Event Length	4 Yrs., 6 Mos.	6 Yrs., 2 Mos.	1 Yr., 9 Mos.	3 Yrs., 6 Mos.	16 Yrs., 5 Mos.
Time to Max Drawdown	1 Yr., 5 Mos.	2 Yrs., 1 Mo	2 Mos.	1 Yr., 9 Mos.	2 Yrs., 8 Mos.
Max Drawdown	-55%	-47%	-33%	-45%	-86%

COVID-19 Max Drawdown (As of 4/30/20)	
?	
23 Days	
-34%	

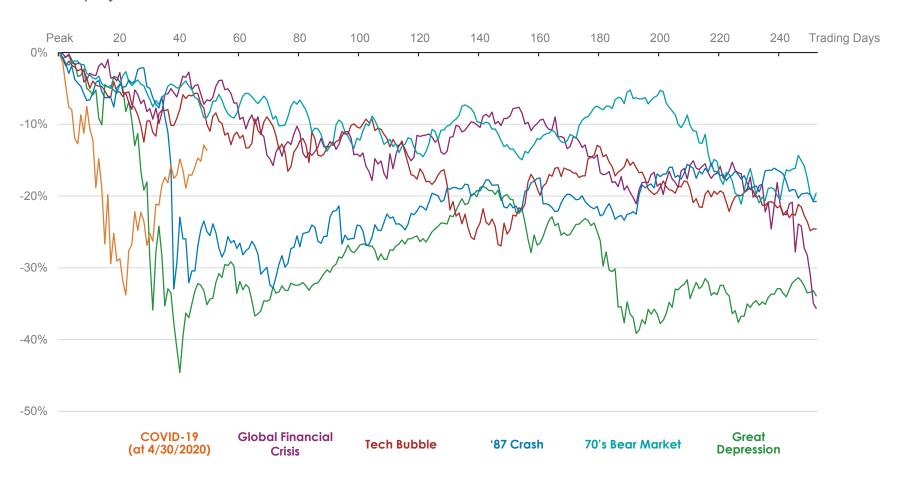
Sources: Northern Trust Research, Bloomberg. Drawdowns are calculated using daily return data on the S&P 500 Total Return Index. Peak-to-trough time frames for these stress events are as follows: Global Financial Crisis (10/9/2007 to 3/9/2009), Tech Bubble Burst (9/4/2000 to 10/9/2002), 1987 Market Crash (8/25/1987 to 10/19/1987), 1970s Bear Market (1/11/1973 to 10/3/1974), and The Great Depression (9/16/1929 to 6/1/1932).





Historical Stress Events – First Year

US equity drawdown



Sources: Northern Trust Research, Bloomberg, Morningstar. Drawdowns are calculated using daily return data on the S&P 500 Total Return Index.





Recovery from Historical Stress Events

Annualized US equity return from bottom

	Global Financial Crisis	Tech Bubble	'87 Crash	70's Bear Market	Great Depression
Max Drawdown	-55%	-47%	-33%	-45%	-86%
Time to Recovery	3 Yrs., 1 Mo.	4 Yrs., 1 Mo.	1 Yr., 7 Mos.	1 Yr., 9 Mos.	13 Yrs., 9 Mos.
1-Year Return	73%	36%	29%	44%	121%
5-Year Return	25%	17%	17%	17%	30%
10-Year Return	18%	8%	19%	16%	11%

Sources: Northern Trust Research, Bloomberg. Annualized returns calculated from daily return data on the S&P 500 Total Return Index. Troughs for these stress events are as follows: Global Financial Crisis (3/9/2009), Tech Bubble Burst (10/9/2002), 1970s Bear Market (10/3/1974), 1987 Market Crash (10/19/1987) and The Great Depression (6/1/1932).





Cost of Timing the Market

Risk of missing the best days for the S&P 500 for the last 30 years

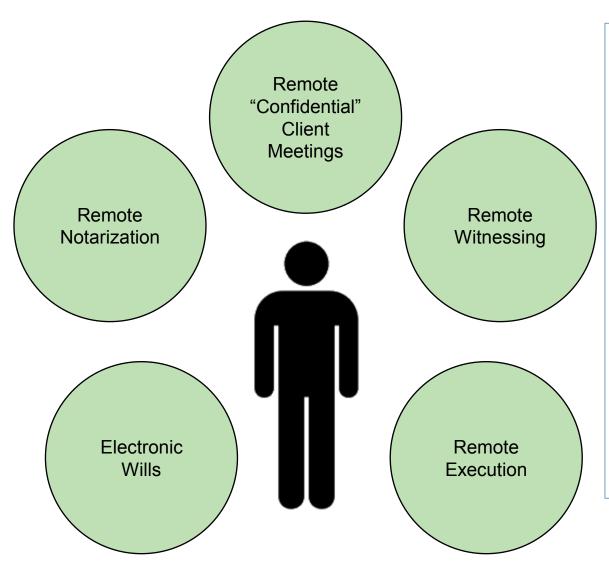


Sources: Northern Trust Research, Bloomberg. Charts show the annualized compound return and growth of \$1 using daily return data on the S&P 500 Index over the past 30 years ending 03/20/2020 assuming the (0,5,10,20,30) best returning days are excluded from the sample.





From a Distance... But Staying Connected



Reviewing, Confirming or Amending

Wills & Revocable Trusts

- Asset values and formula funding provisions
- Fiduciary appointments & successors
- Co-trustee appointment today on revocable trust

Health Care Proxies & Living Wills

- Language re: intubation
- Appointments & successors

Durable Powers of Attorney

Authorizing agent to act remotely

HIPAA releases

"Irrevocable" Trusts

- Turning grantor trust status off (or on)
- Non-judicial modifications or decanting
- Exercise of power by trust protector
- Exercise of powers of appointment





Preserving Capital or Increasing Cash Flow, As Needed...

CARES Act Options

- ♦ No 10% early withdrawal penalty up to \$100,000 from retirement accounts (incl. IRAs)
 - Income tax liability can be paid over a 3-year period
 - Option to "recontribute" funds within 3 years without contributions limits
- Increase in loans from qualified retirement accounts from \$50,000 to \$100,000
- No RMDs for 2020 for all employer plans and IRAs
 - Includes inherited IRAs
 - Individuals do NOT need to meet COVID-19 qualifying criteria

Other Options

- Securities-based lending instead of liquidation
 - Very low interest rates
 - Tax deductible to the extent of net investment income
- Trust Considerations
 - Loans to beneficiaries
 - Power to adjust from principal to income (or vice versa)
 - Unitrust conversion

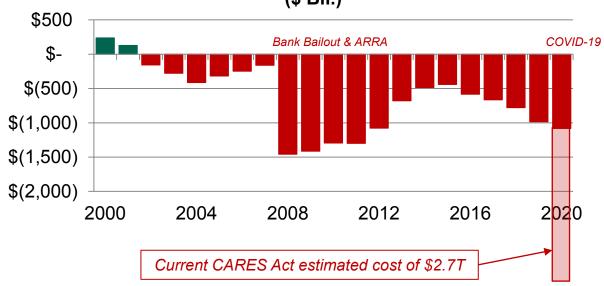
Qualifying individuals include those diagnosed with COVID-19, family members diagnosed, or experience adverse financial consequences as a result of COVID-19, including quarantines, layoffs, business closures, or child care responsibility issues.



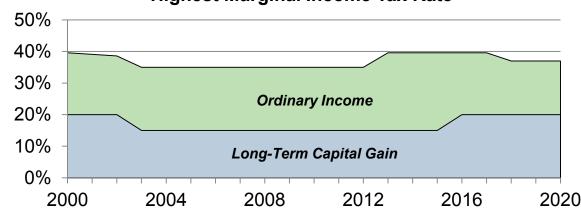


Likely Higher Tax Rates Tomorrow

U.S. Fed. Govt. Budget Surplus/Deficit (\$ Bil.)



Highest Marginal Income Tax Rate



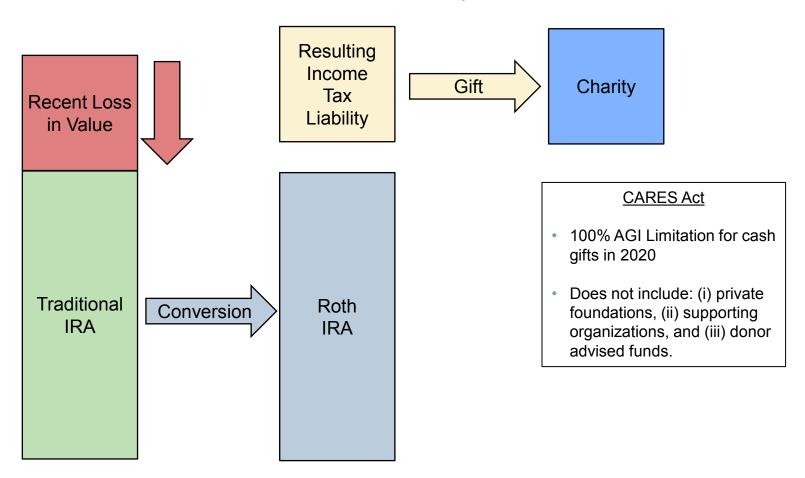
Source: Office of Management and Budget. Income tax rates do not include the 3.5% net investment income tax.





Roth Conversion Now and Charitable Giving Today

Out of the gross estate...





The Temporary TCJA Transfer Tax Landscape: Venn Diagram

"Free-Basing"

Assets to be Transferred Transfer "Step-Up" Income Out of the IRC § 1014 Gross Estate Tax Tax (Wealth Transfer) Low Basis High Basis **Tax Basis** Management

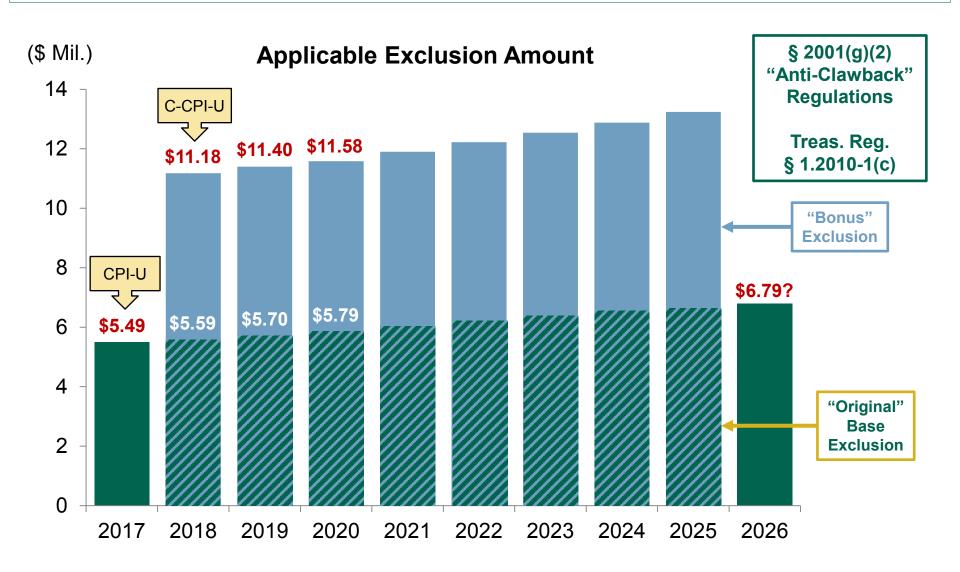
Assets Recognized During Lifetime

(Tax Avoidance & Deferral)

NORTHERN TRUST



2012 All Over Again?





To Gift or Not to Gift: That's the Question...

Up to Wealthy

\$0 to ~\$11.58 Mil.

"Middle Class" Wealthy

~\$11.58 Mil. to ~\$40.0 Mil.

Ultra-Wealthy

Above ~\$40.0 Mil.

- Limit taxable gifts
- Preserve Applicable Exclusion
- ☐ Take advantage of free "step-up" in basis
- Limit valuation discounts
- ☐ Transfers of wealth in excess of the Applicable Exclusion via "zeroed-out" techniques
- ☐ Transfer high basis assets to IDGTs with "swap" power

- ☐ Taxable gifts in excess of the "Original" Applicable Exclusion depend on whether taxpayer can afford to make such gift
- □ Careful consideration of "split-gift" election (or NOT) in certain years
- ☐ Spousal Lifetime Access Trusts
- □ Retained cash flow techniques (i.e., preferred partnership freezes)
- ☐ Trusts that provide maximum "flexibility"

- Large taxable gifts to use "Original" and "Bonus" Applicable Exclusion
- ☐ Transfer to IDGTs (with "swap" power")
- Valuation discount planning
- "Zeroed-out" techniques, leveraging taxable gifts (i.e., installment sale)
- "Free-basing" with marital deduction and estate reduction planning with surviving spouse

Consider:

Applicable Exclusion gifts of cash (or marketable securities), and

Exercise of "swap" power in the future.



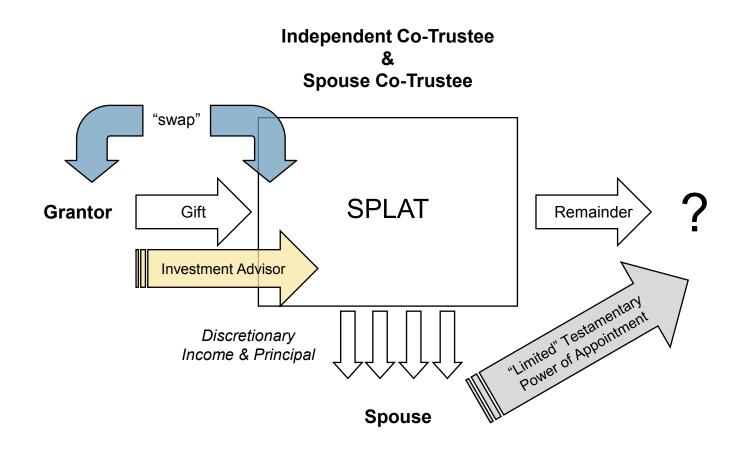


Applicable Exclusion Gifts

Spousal Lifetime Access Trusts, Grantor Trusts & Flexibility



Spousal Lifetime Access Trust





Leveraging the Historically Low Long-Term AFR

Intra-Family Loans & Sales to IDGTs





Long-Term AFRs Is At Historical Low

Applicable Federal Rates

Jan. 1998 – Jun. 2020



Short-Term Mid-Term Long-Term

- Refinancing may require consideration.
- Consider prepaying debt and replace with new promissory note.
- Remember term of note should not be longer than life expectancy of holder.



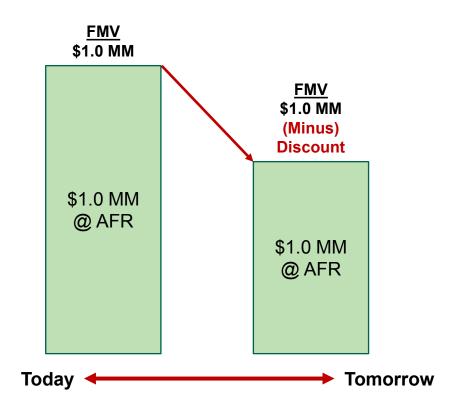


The Valuation of Promissory Notes in the Future?

"In the case of an entity engaged in an active trade or business, at least 60 percent of whose value consists of the nonpassive assets of that trade or business, and to the extent that the liquidation proceeds are not attributable to passive assets within the meaning of section 6166(b)(9)(B), such proceeds may include such a note or other obligation if such note or other obligation is adequately secured, requires periodic payments on a non-deferred basis, is issued at market interest rates, and has a fair market value on the date of liquidation or redemption equal to the liquidation proceeds." Prop. Treas. Reg. 25.2704-3(b)(iv).

Loans and Installment Sales Today

- Applicable federal rate (long-term, not short or mid-term);
- 10% (or less) equity;
- No prepayment penalty; and
- Adequate security not required.
- Promissory Notes Will Need to Be:
 - Adequately secured;
 - Requires periodic payments on a non-deferred basis;
 - Issued at market interest rates; and
 - Has a fair market value equal to the liability.





Leveraging the Historically Low 7520 Rate

Long-Term GRATs Back-Loaded Grantor CLATs Deferred & Increasing Private Annuities

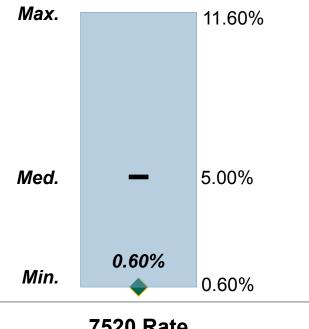




Historically Low 7520 Rate

Section 7520 Rate

(Since Inception) Mar. 1989 – Jun. 2020







100 Years? 365 Years?

Estate Tax Inclusion is LESSER of:

- FMV of GRAT assets; or
- Amount of Principal to Pay Annuity in PERPETUITY
 - = Annuity Payment 7520 Rate at Death

100 Year GRAT

Annuity	\$133,273.05
7520 Rate	0.6%
Years	100
PV of Grantor's Retained Interest	\$10,000,000
Annuity Factor	75.0339257
Life Factor	0.450203554
Remainder Factor	0.549796446

7520 Rate at Death	§ 20.	2036-1(c)(2) Inclusion
1.0%	\$	13,327,305
2.0%	\$	6,663,652
3.0%	\$	4,442,435
4.0%	\$	3,331,826
5.0%	\$	2,665,461
6.0%	\$	2,221,217
7.0%	\$	1,903,901

GRAT Asset Value		
	Annual Return	
Years	7%	
5	\$ 13,259,099	
10	\$ 17,830,153	
15	\$ 24,241,294	
20	\$ 33,233,250	
25	\$ 45,844,934	

365 Year GRAT

Annuity	\$ 67,617.18
7520 Rate	0.6%
Years	365
PV of Grantor's Retained Interest	\$10,000,000
Annuity Factor	147.8914141
Life Factor	0.887348485
Remainder Factor	0.112651515

7520 Rate at Death	§ 20.203	6-1(c)(2) Inclusion
1.0%	\$	6,761,718
2.0%	\$	3,380,859
3.0%	\$	2,253,906
4.0%	\$	1,690,429
5.0%	\$	1,352,344
6.0%	\$	1,126,953
7.0%	\$	965,960

GRAT Asset Value		
	Annual Return	
Years	7%	
5	\$ 13,636,669	
10	\$ 18,737,284	
15	\$ 25,891,162	
20	\$ 35,924,845	
25	\$ 49,997,605	





What About Very Long-Term GRATs?

50 Year GRAT

Annuity	\$232,092.69
7520 Rate	0.6%
Years	50
PV of Grantor's Retained Interest	\$10,000,000
Annuity Factor	43.08623336
Life Factor	0.2585174
Remainder Factor	0.7414826

7520 Rate at Death	§ 20	0.2036-1(c)(2) Inclusion
1.0%	\$	23,209,269
2.0%	\$	11,604,635
3.0%	\$	7,736,423
4.0%	\$	5,802,317
5.0%	\$	4,641,854
6.0%	\$	3,868,212
7.0%	\$	3,315,610

GRAT Asset Value		
	Annual Return	
Years	7%	
5	\$ 12,690,813	
10	\$ 16,464,817	
15	\$ 21,758,053	
20	\$ 29,182,090	
25	\$ 39,594,687	

60 Year GRAT

Annuity	\$198,956.95
7520 Rate	0.6%
Years	60
PV of Grantor's Retained Interest	\$10,000,000
Annuity Factor	50.26213003
Life Factor	0.30157278
Remainder Factor	0.69842722

7520 Rate at Death	§ 20	.2036-1(c)(2) Inclusion
1.0%	\$	19,895,695
2.0%	\$	9,947,847
3.0%	\$	6,631,898
4.0%	\$	4,973,924
5.0%	\$	3,979,139
6.0%	\$	3,315,949
7.0%	\$	2,842,242

GRAT Asset Value		
	Annual Return	
Years	7%	
5	\$ 12,881,368	
10	\$ 16,922,635	
15	\$ 22,590,722	
20	\$ 30,540,507	
25	\$ 41,690,491	

70 Year GRAT

Annuity	\$175,372.92
7520 Rate	0.6%
Years	70
PV of Grantor's Retained Interest	\$10,000,000
Annuity Factor	57.02134671
Life Factor	0.34212808
Remainder Factor	0.65787192

7520 Rate at Death	§ 20.2036-1	(c)(2) Inclusion
1.0%	\$	17,537,292
2.0%	\$	8,768,646
3.0%	\$	5,845,764
4.0%	\$	4,384,323
5.0%	\$	3,507,458
6.0%	\$	2,922,882
7.0%	\$	2,505,327

GRAT Asset Value		
	Annual Return	
Years	7%	
5	\$ 13,016,993	
10	\$ 17,248,483	
15	\$ 23,183,365	
20	\$ 31,507,345	
25	\$ 43,182,158	



Long-Term GRATs with a Bonus Exclusion Gift

\$10 Mil. Contribution - \$4.21 Mil. Retained Annuity = \$5.79 Mil. Taxable Gift

50 Year GRAT

00 1001 01011	
Annuity	\$ 97,711.02
7520 Rate	0.6%
Years	50
PV of Grantor's Retained Interest	\$ 4,210,000
Annuity Factor	43.08623336
Life Factor	0.2585174
Remainder Factor	0.7414826

7520 Rate at Death	§ 20.20	36-1(c)(2) Inclusion
1.0%	\$	9,771,102
2.0%	\$	4,885,551
3.0%	\$	3,257,034
4.0%	\$	2,442,776
5.0%	\$	1,954,220
6.0%	\$	1,628,517
7.0%	\$	1,395,872

GRAT Asset Value		
	Annual Return	
Years	7%	
5	\$ 13,463,607	
10	\$ 18,321,494	
15	\$ 25,134,933	
20	\$ 34,691,133	
25	\$ 48,094,198	

60 Year GRAT

Annuity	\$ 83,760.88
7520 Rate	0.6%
Years	60
PV of Grantor's Retained Interest	\$ 4,210,000
Annuity Factor	50.26213003
Life Factor	0.30157278
Remainder Factor	0.69842722

7520 Rate at Death	§ 20.203	6-1(c)(2) Inclusion
1.0%	\$	8,376,088
2.0%	\$	4,188,044
3.0%	\$	2,792,029
4.0%	\$	2,094,022
5.0%	\$	1,675,218
6.0%	\$	1,396,015
7.0%	\$	1,196,584

GRAT Asset Value		
	Annual Return	
Years	7%	
5	\$ 13,543,830	
10	\$ 18,514,236	
15	\$ 25,485,487	
20	\$ 35,263,026	
25	\$ 48,976,532	

70 Year GRAT

Annuity	\$ 73,832.00
7520 Rate	0.6%
Years	70
PV of Grantor's Retained Interest	\$ 4,210,000
Annuity Factor	57.02134671
Life Factor	0.34212808
Remainder Factor	0.65787192

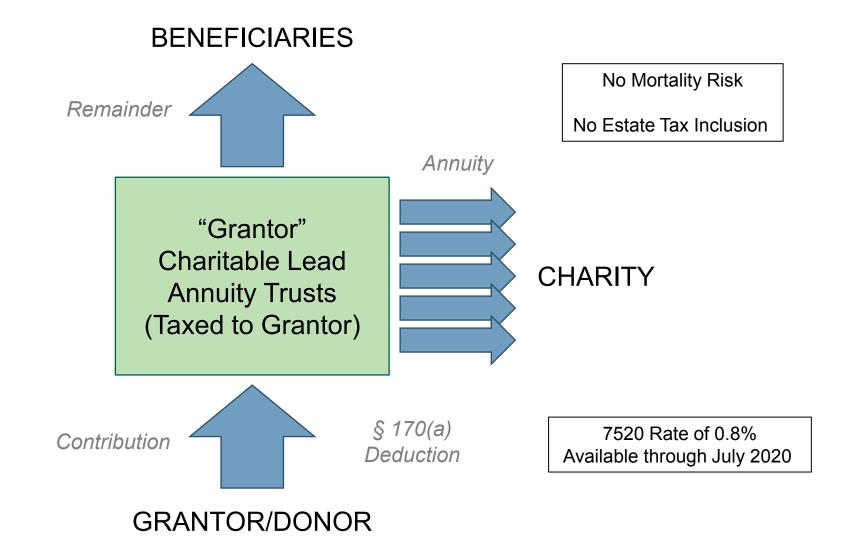
7520 Rate at Death	§ 20.20	36-1(c)(2) Inclusion
1.0%	\$	7,383,200
2.0%	\$	3,691,600
3.0%	\$	2,461,067
4.0%	\$	1,845,800
5.0%	\$	1,476,640
6.0%	\$	1,230,533
7.0%	\$	1,054,743

GRAT Asset Value								
	Annual Return							
Years	7%							
5	\$ 13,600,929							
10	\$ 18,651,418							
15	\$ 25,734,989							
20	\$ 35,670,065							
25	\$ 49,604,524							





"Intentionally Defective" Grantor Charitable Lead Trusts





Rev. Proc. 2007-45, 2007-29 I.R.B. 89

- IRS Forms for Charitable Lead Trusts
- Guaranteed Annuity
 - Determinable amount
 - Paid periodically
 - Not less than annually
- Payment Requirements
 - Not subject to any minimum or maximum payout
 - May provide for an annuity amount that is
 - Fixed dollar
 - Increases during the annuity period
 - Provided that the value of the annuity is ascertainable at the time the trust is funded





Possible Guaranteed Annuities (\$10 Mil. for 20 Yrs. @ 0.6%)

Year	Level	120%		150%		"Shark-Fin"	
1	\$ 532,097	\$	58,762	\$	1,675	\$	1,000
2	\$ 532,097	\$	70,514	\$	2,512	\$	1,000
3	\$ 532,097	\$	84,617	\$	3,769	\$	1,000
4	\$ 532,097	\$	101,541	\$	5,653	\$	1,000
5	\$ 532,097	\$	121,849	\$	8,480	\$	1,000
6	\$ 532,097	\$	146,218	\$	12,719	\$	1,000
7	\$ 532,097	\$	175,462	\$	19,079	\$	1,000
8	\$ 532,097	\$	210,554	\$	28,619	\$	1,000
9	\$ 532,097	\$	252,665	\$	42,928	\$	1,000
10	\$ 532,097	\$	303,198	\$	64,392	\$	1,000
11	\$ 532,097	\$	363,838	\$	96,588	\$	1,000
12	\$ 532,097	\$	436,606	\$	144,881	\$	1,000
13	\$ 532,097	\$	523,927	\$	217,322	\$	1,000
14	\$ 532,097	\$	628,712	\$	325,983	\$	1,000
15	\$ 532,097	\$	754,455	\$	488,975	\$	1,000
16	\$ 532,097	\$	905,346	\$	733,462	\$	1,000
17	\$ 532,097	\$	1,086,415	\$	1,100,193	\$	1,000
18	\$ 532,097	\$	1,303,698	\$	1,650,289	\$	1,000
19	\$ 532,097	\$	1,564,437	\$	2,475,434	\$	1,000
20	\$ 532,097	\$	1,877,325	\$	3,713,150	\$	11,250,744
Total	\$ 10,641,931	\$	10,970,140	\$	11,136,101	\$	11,269,744

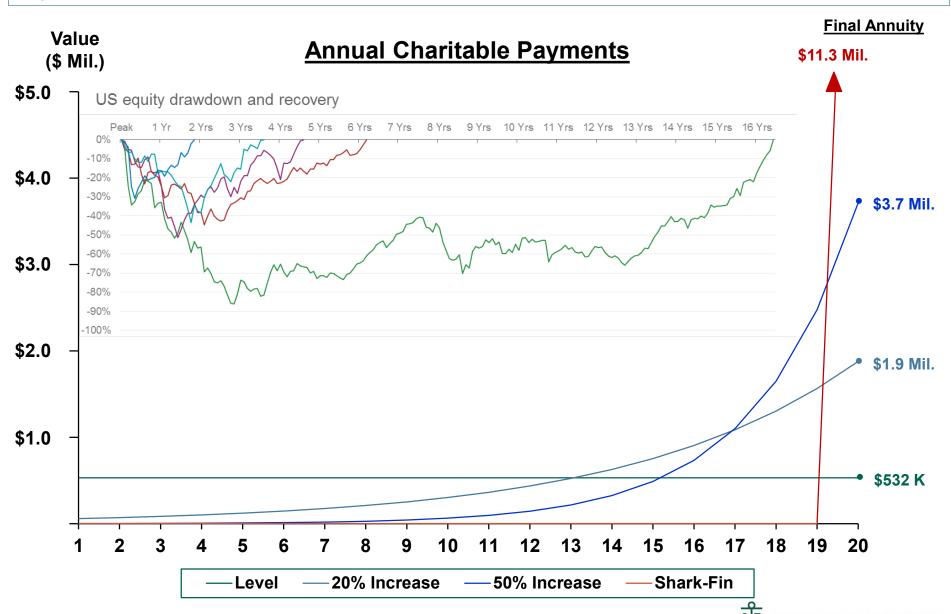
Present Value of \$10 Mil.

(Gift or Estate Tax Deduction)

(Income Tax Deduction if Grantor CLAT)



Back-Loading: Allows for Volatility and More Wealth Transfer





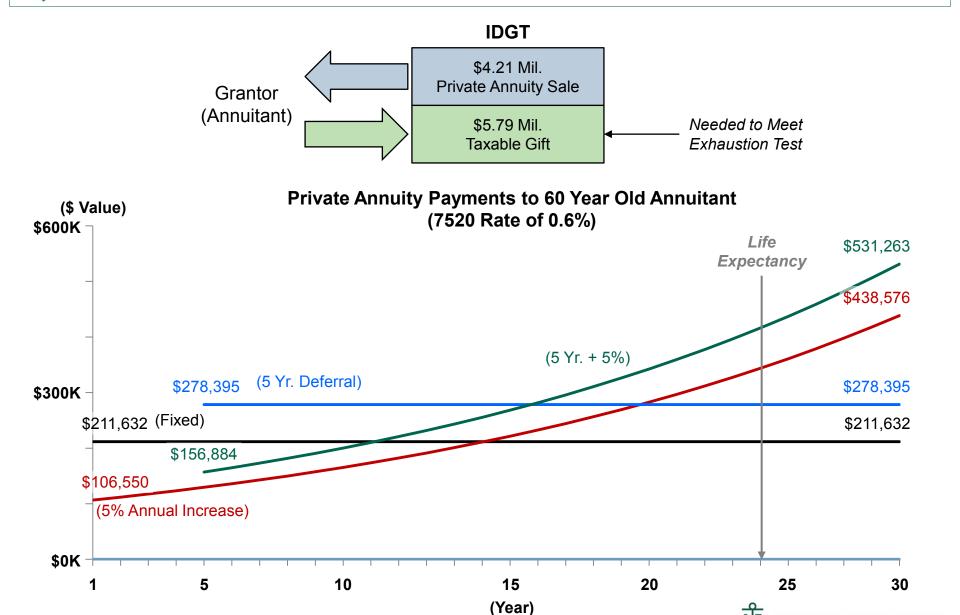
Return Will Determine Value to Children at End of 20 Years

Ending Remainder Value to Children (\$10 Mil. Contribution)

Return	Level	20% Increase 5		50% Increase		Shark-Fin	
3%	\$ 3,763,478	\$	5,433,705	\$	6,217,069	\$	6,784,498
5%	\$ 8,938,696	\$	12,553,797	\$	14,165,685	\$	15,250,167
7%	\$ 16,883,284	\$	23,116,846	\$	25,759,068	\$	27,406,105

Aggregate Amount Paid to Charity Over Term

	Level	20% Increase		50% Increase		Shark-Fin	
Charity	\$ 10,641,931	\$	10,970,140	\$	11,136,101	\$	11,269,744



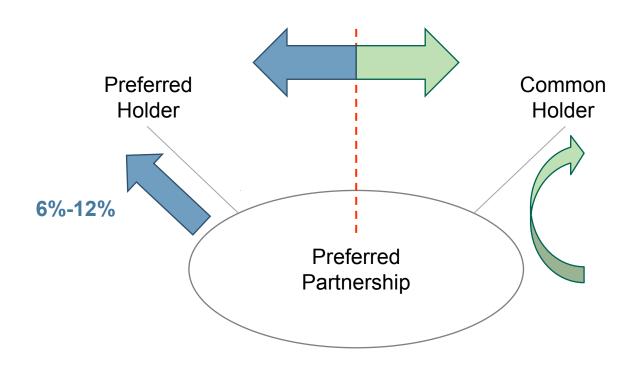


Retaining Cash Flow & Transferring Future Growth

Preferred Partnerships: Qualified or Non-Qualified



Preferred & Common: Retain or Transfer?



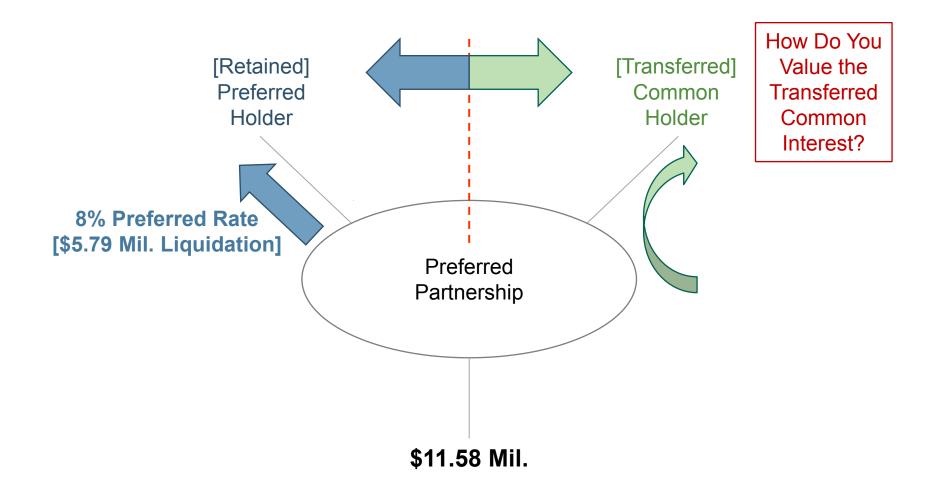
- Fixed Liquidation Value
- Annual Distribution at Fixed Rate/Amount
- Tax Items Preferentially Allocated
- o Retain (Traditional), § 2701 Applies
- o Transfer (Reverse), Normal Gift Tax Rules

- All Value in Excess of Preferred
- No Fixed Annual Distribution
- Residual Tax Items
- If Retain, Normal Gift Tax Rules
- If Transfer, § 2701 Applies





"Forward Freeze" Preferred Partnership Transaction





Forward Freeze: Subtraction Method (Valuing Common Interest)

- Step 1: Determine
 - Value of all family-held interests

- Step 2: Subtract
 - Value of senior equity interests

- Step 3: Allocate
 - Among the transferred interests

- Step 4: Determine
 - ◆ Value of the gift

Section 2701

Not liquidation value

No minority interest discount

Zero OR

Value of

"Qualified Payment" Interest

Minority interest discount

Lack of marketability discount

Subordination discount

Qualified Payment
Annual
Cumulative
Fixed Rate

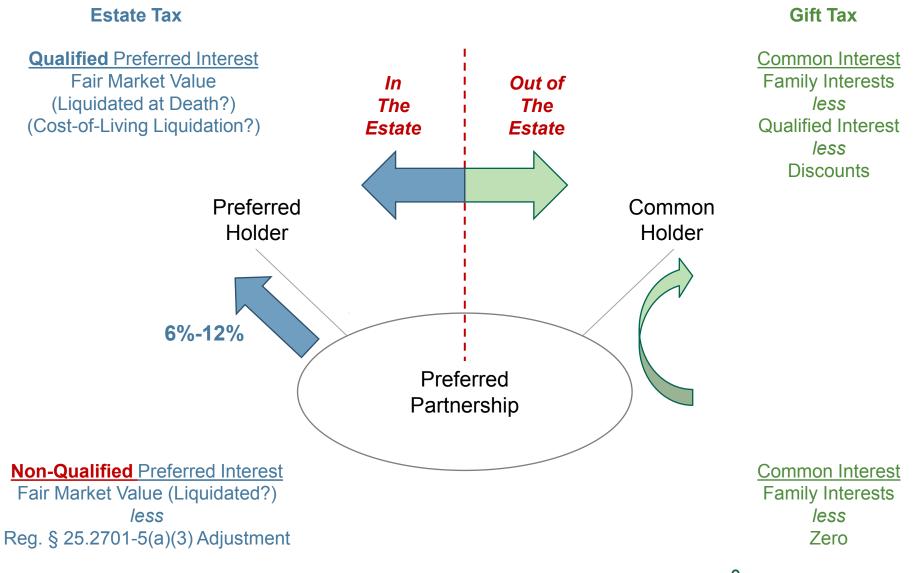
Rev. Rul. 83-120

No ability to inflate value above liquidation





Retain Preferred/Transfer Common: Qualified or Non-Qualified





Tax Basis Management

Maximizing the "Step-Up" in Basis

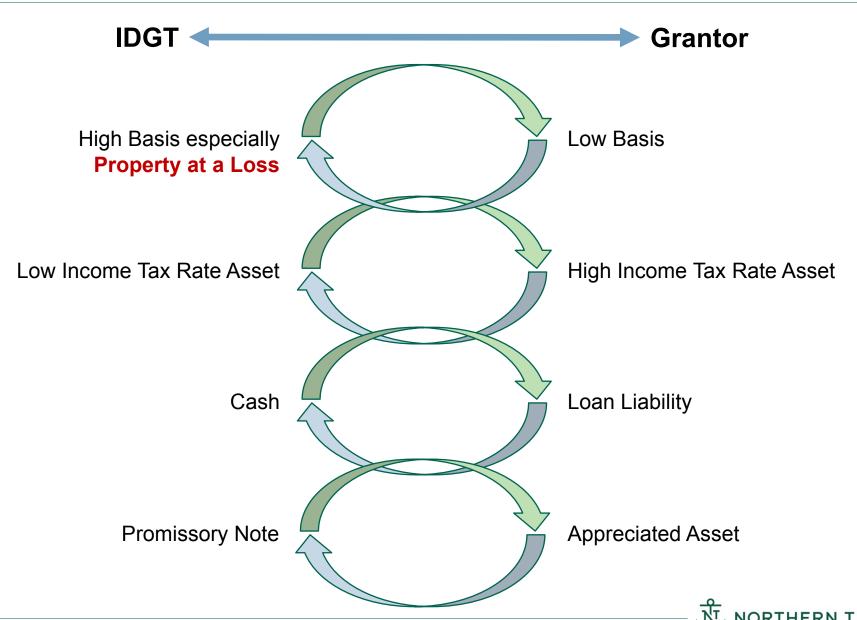


Some Assets Benefit from "Step-Up"—Some Do Not





Tax Basis Management Basics: Grantor Trust Swapping?



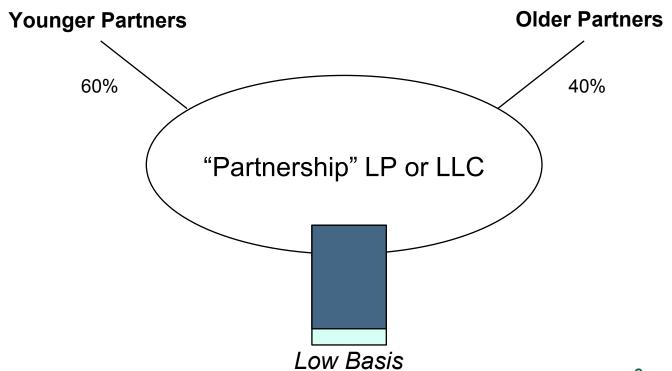


Maximizing the Step-Up in Basis

Eliminating Valuation Discounts On Pre-Existing FLP Interests Included in the Gross Estate

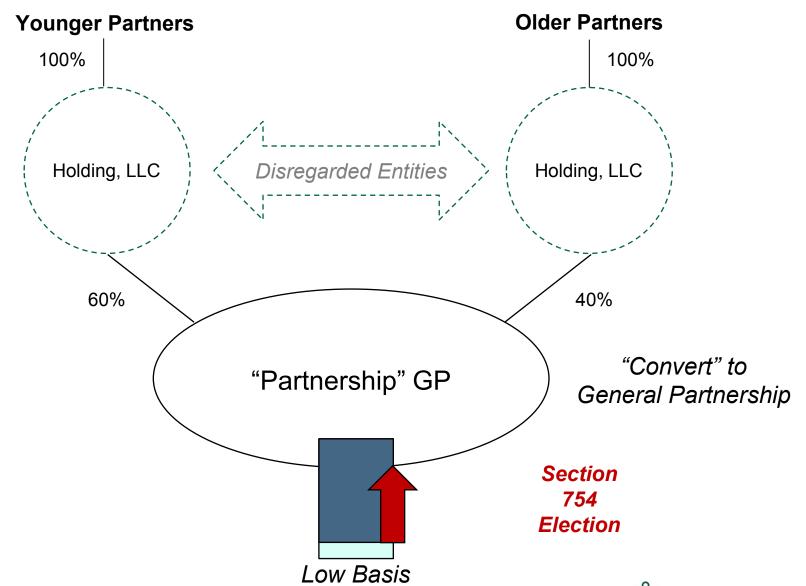


Eliminating Valuation Discounts on Pre-Existing FLPs





Eliminating Valuation Discounts on Pre-Existing FLPs





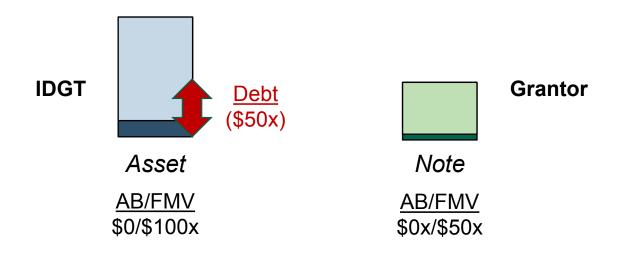
Planning with Outstanding Installment Notes

Eliminating Outstanding Installment Notes, Avoiding Gain At Death, and Getting A "Step-Up" On The IDGT Property





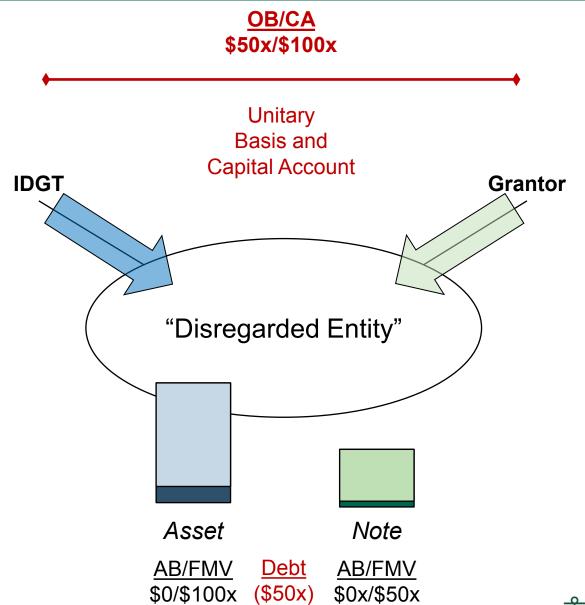
Installment Sale to IDGT and Outstanding Note



Potential \$50x Taxable Gain
Upon Conversion of
Grantor Trust to Non-Grantor Trust

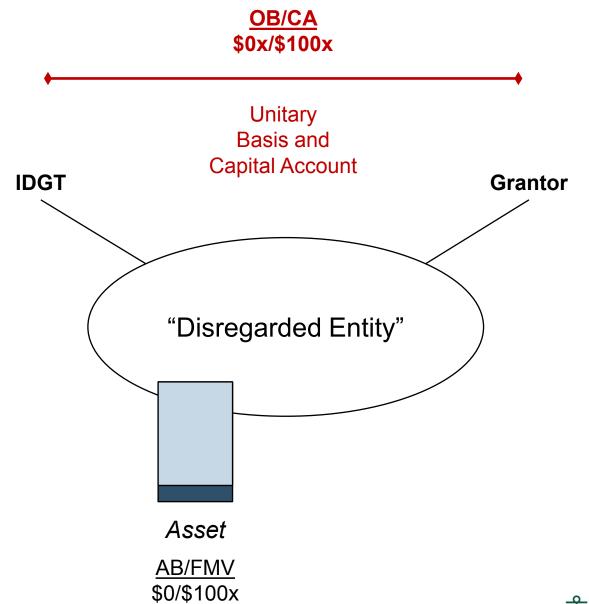


Contribution to Disregarded Entity





Debt Merges and Disappears





Conversion to Non-Grantor Trust & Partnership at Death

partn

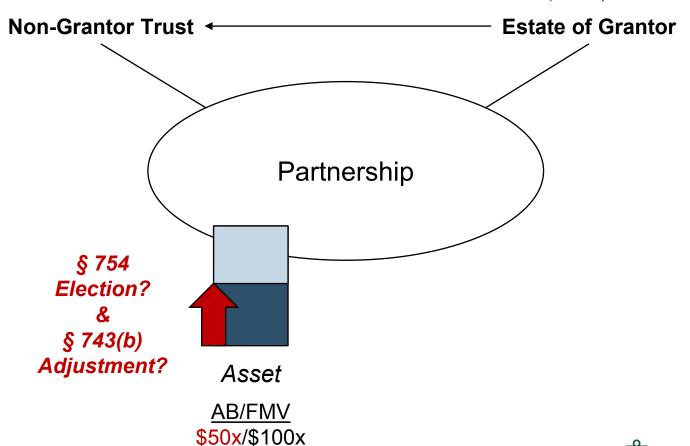
OB/CA

\$0x/\$50x

Conversion of disregarded entity to partnership created by transfer of an interest treated as purchase of assets and contribution to a new partnership.

Rev. Rul. 99-5:

OB/CA \$50x/\$50x



"Grantors" and "Grantor Trusts"

Planning With "Grantors" and "Grantor Trusts" (BDOTs)



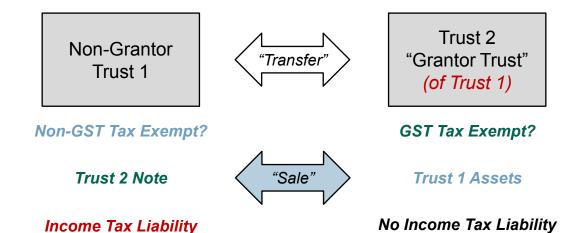
Making a Trust a "Grantor Trust" as to Another Trust?

PLR 201633021

- Trust 1
 - Grantor deceased.
 - F/B/O children, spouse, and issue.
 - Trustee proposes to transfer assets to Trust 2.
- Trust 2
 - ▶ F/B/O children, spouse, and issue.
 - Trust 1 retains sole power to revest net income of Trust 2.
 - Lapses on the last day of the calendar year.
 - ▶ "Net income" includes income under § 643(b) and capital gain.

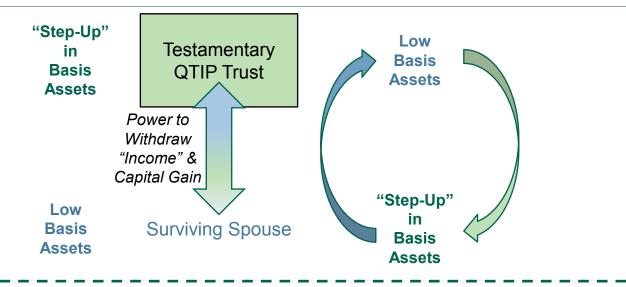
RULING:

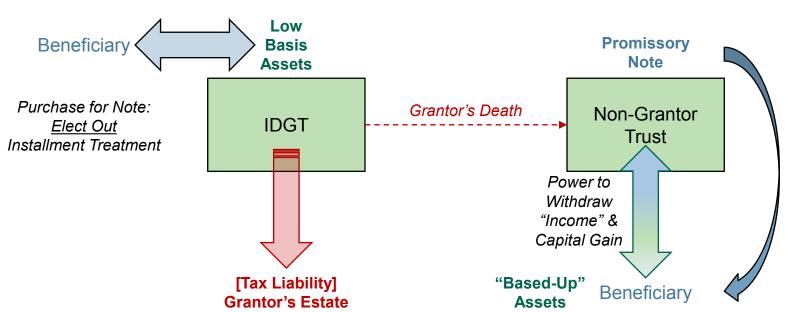
Trust 1 will be treated as the owner of the portion of Trust 2 over which they have the power to withdraw under § 678(a).





Basis Opportunities with Grantor Trusts of a Beneficiary?







Spouse 1 Grantor Trust and Spouse 2 Grantor Trust

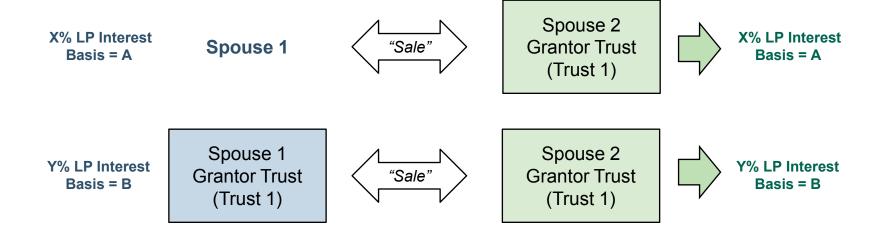
PLR 201927003

- Trust 1
 - Created and funded by Spouse 1
 - ▶ Grantor trust of Spouse 1 under § 675(4) [swap power]
 - Trustee proposes to transfer assets to Trust 2.
- Trust 2
 - Created and funded by Spouse 2
 - Grantor trust of Spouse 2 under § 675(4) [swap power]
- Transaction
 - Spouse 1 will sell LP interest in Partnership to Trust 2
 - Trust 1 will sell LP interest in Partnership to Trust 2

RULING:

Spouse 1 will recognize no gain or loss on the sales by Spouse 1 and Trust 1.

Basis of property acquired by Trust 2 from Spouse 1 and Trust 1 will be the same as the basis in the property of Spouse 1 and Trust 1 under § 1041(b)(2)



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