

Moderator: Steve Everett, SVP/Director, Northern Trust

Panelists:

- Albert Ciafre, VP, Corporate Funding & Investment, Capital One
- Craig Calle, VP/Treasurer, Gateway, Inc
- Jim Colby, Asst. Treasurer, Honeywell Int'l Inc.

Global Liquidity

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Treasury & Risk's 12th annual

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BEST PRACTICES SUMMIT



Liquidity Management

Alexander Hamilton Best Practices Conference

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Northern Trust

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Northern Trust Overview – Alexander Hamilton Awards 2007

**A heritage built
over 118 years.**

Northern Trust, 1889



Northern Trust, Today



Who We Are:

- Founded in 1889, today one of the world's largest private banking, asset management, and asset servicing firms.

Company Infrastructure:

- Worldwide Staff: 10,600
- Ownership
 - 65% - Institutional Investors
 - 16% - Employees, Directors, and Retirees
 - 19% - Other Investors

Global Reach:

- Offices in 18 countries (including coverage in key U.S. cities)
- Clients in 41 countries
- Custody services in 95 markets

Summary Financial Statistics (3Q07):

- Assets under Custody US\$ 4.1 Trillion
- Assets under Management US\$ 761.4 Billion
- Average Corporate Assets US\$ 61.3 Billion
- Market Capitalization US\$ 14.6 Billion



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- Liquidity Management – What Does it Mean to You?
- Cash Management
- Investment Management
- Debt Management
- Infrastructure Management
- Relationship Management
- Supply Chain Management
- Other?



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■ Agenda

- ◆ Presentations and Awards
- ◆ Liquidity Management Panel Discussion

■ Panel Discussion Themes

- ◆ Sub-Prime Market Fallout
- ◆ Globalization of Liquidity Management
- ◆ Strategic Role of Supply Chain Management
- ◆ Role of Technology in Liquidity Management
- ◆ Q and A



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