

# SEI® investor presentation.



July 2024

**What we do.** We deliver technology and investment solutions that connect the financial services industry.

## Technology & Operations

Helping clients take control and reshape their businesses

Enterprise platform solutions for wealth and investment management, including:

- Front-to-back office technologies
- Operational and administrative outsourcing services
- Processing, infrastructure and cybersecurity services



## Asset Management

Helping investors achieve goals and make confident decisions

Investment solutions for managing wealth, including:

- Goals-based advice and strategies
- Customizable asset management programs
- Flexible suite of investment products



# What we do. Help clients tackle business transformation.

We work with our clients to address the entirety of business transformation—from digitization to change management to data security.

## Digitization.

- Enable data sharing and workflow integration with open-architecture approach and cloud expertise
- Allow clients to operate multiple business lines centrally, remotely and securely
- Modularize our suite of technology platforms to create new solutions for clients' unique needs

## Change management.

- Align clients' technology and business strategies
- Tailor processes and timelines to clients' business objectives (e.g., integration, implementation)
- Enable global operations and provide regulatory expertise

## Data and security.

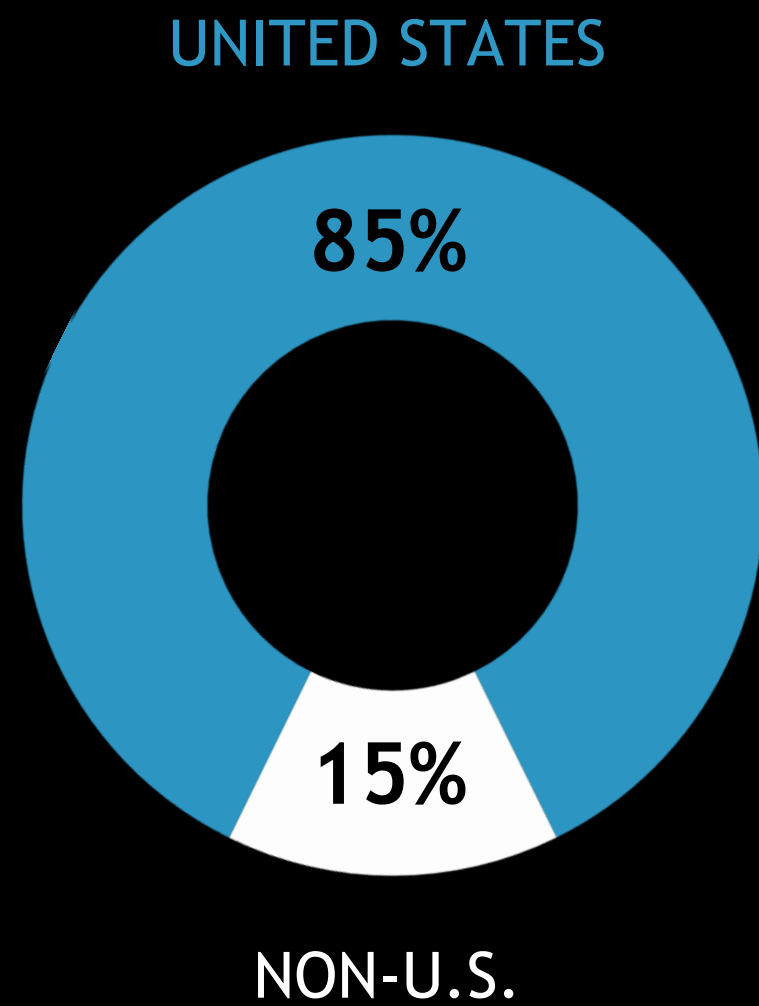
- Stay ahead of ever-evolving cybersecurity threat landscape to protect clients and safeguard data
- Harness aggregated, actionable data to make informed, efficient business decisions
- Provide flexible technology that adapts to shifts in reporting and regulatory demands



# What we do. Operate on a global scale.

We expand our addressable markets, providing our capabilities globally.

## 2023 Global Revenues.



Capabilities	United States	Canada	Europe	Asia	South Africa
Wealth & investment management technology & operations	●	●	●	●	
High-net-worth asset management	●	●	●		
Institutional asset management	●	●	●		●
Major client service centers	Oaks, PA Indianapolis, IN	Toronto	London Dublin Luxembourg	Greater Delhi, India	Johannesburg



# How we do it. Apply a proven business model.

We turn challenges into opportunities, meaningfully engage clients and employees, drive mutual growth, and leverage our financial strength.



## Turn challenges into opportunities

- Address emerging market needs and leverage breadth of capabilities and assets
- Foster a collaborative culture and nurture learnings across the organization



## Engage clients and employees

- Drive a client-first culture and forge intimate client relationships
- Maintain focus on employee safety and corporate social responsibility



## Drive mutual growth

- Focus on achieving sustainable growth and the long term
- Pursue selective acquisitions to enhance strategic growth



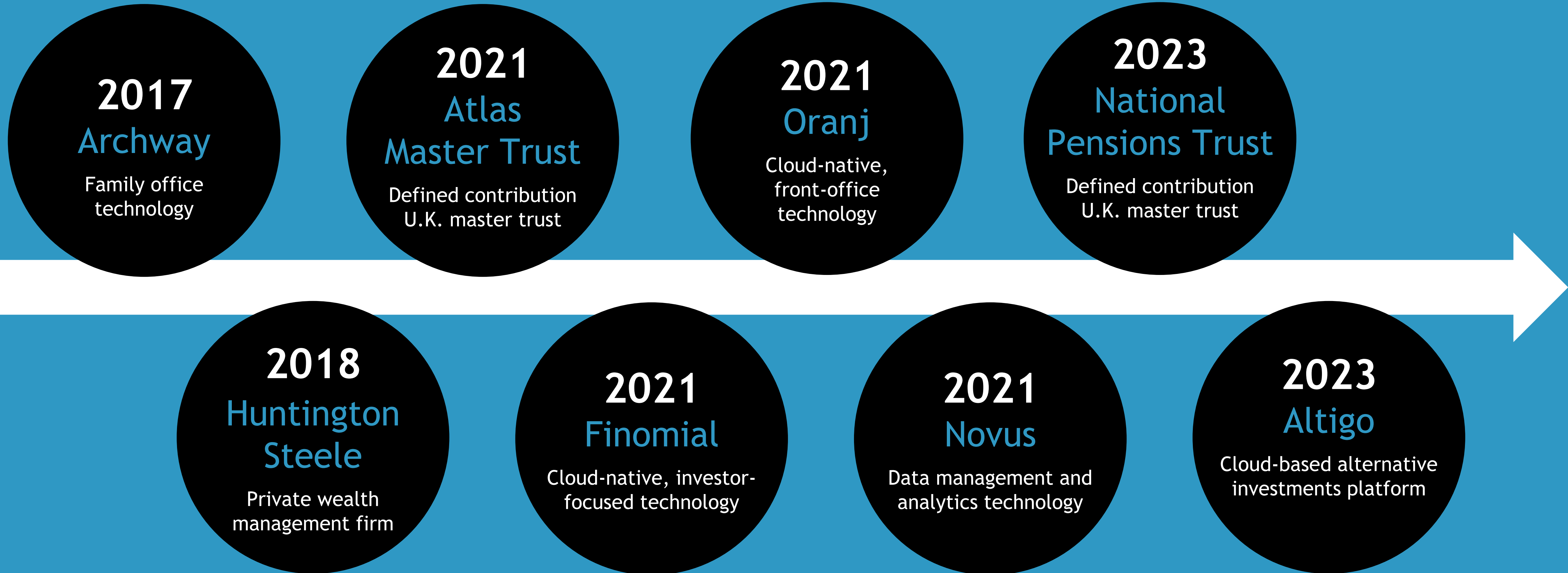
## Leverage financial strength

- Maintain a strong balance sheet
- Return capital through dividends and stock buy-backs



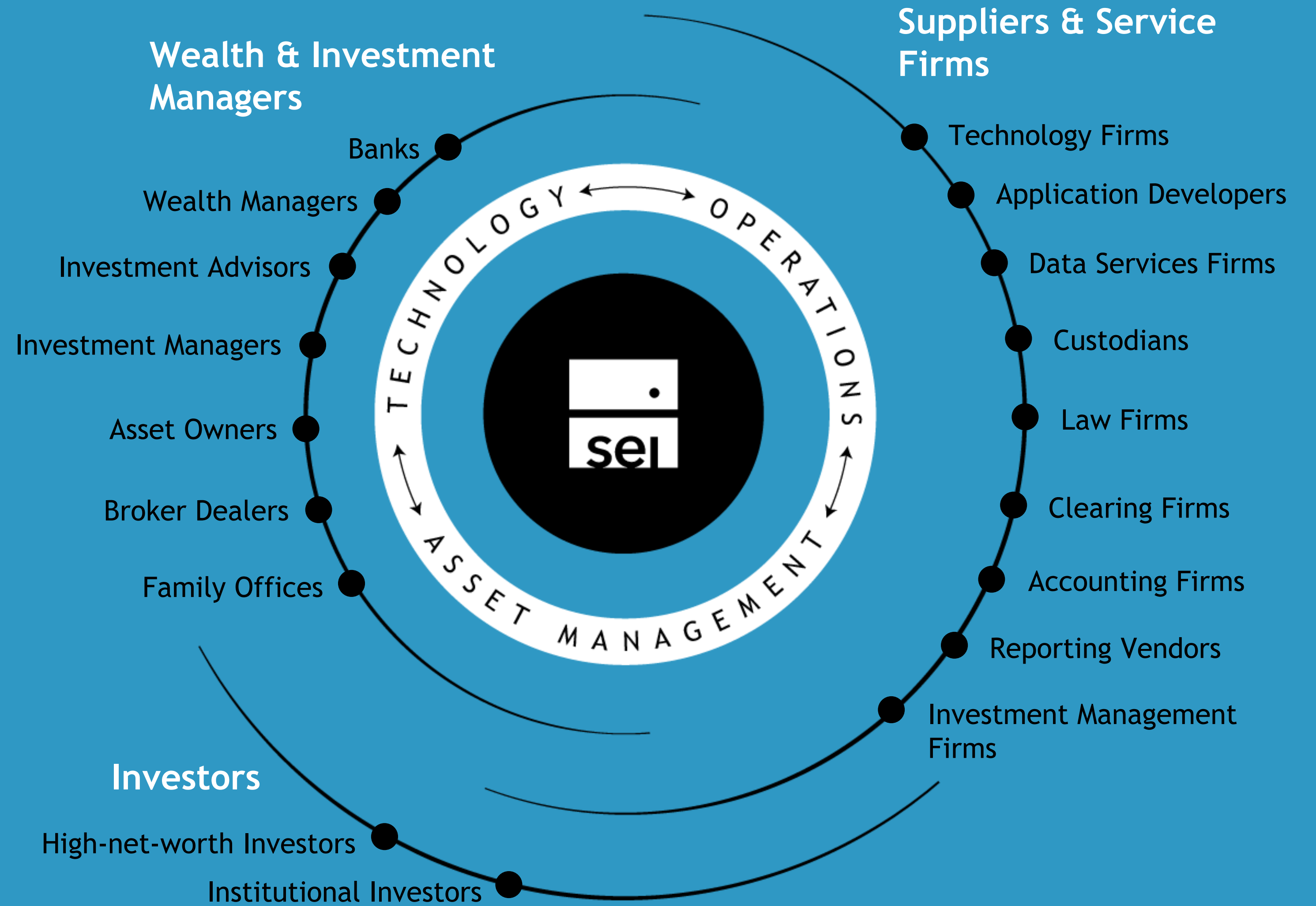
# How we do it. Pursue strategic acquisitions.

Strategic acquisitions help us enhance capabilities, expand markets, and create new business opportunities. These investments also expand our talent pool and deepen our technology and asset management expertise.

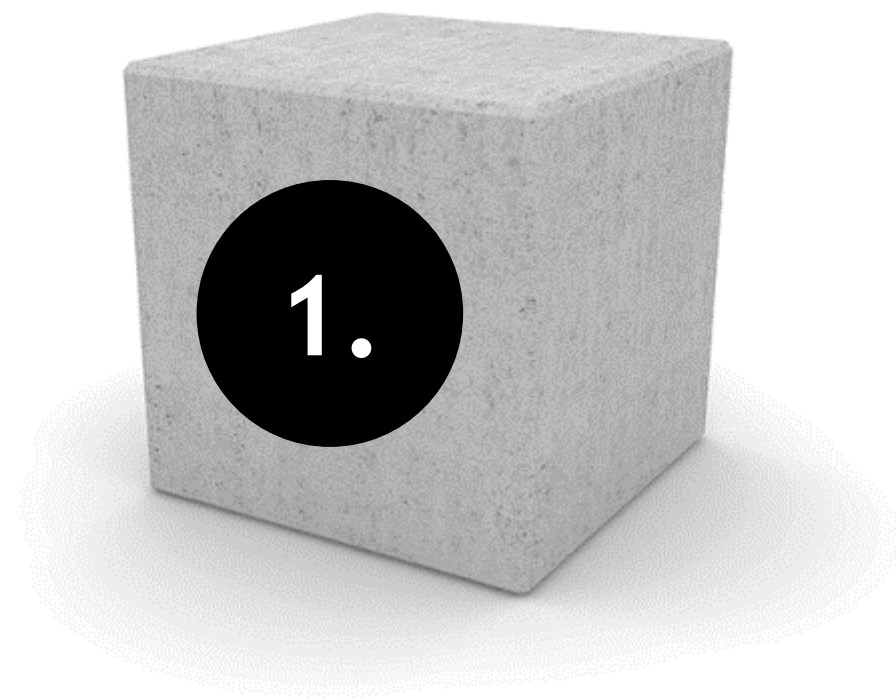


# How we do it. Leverage our reach.

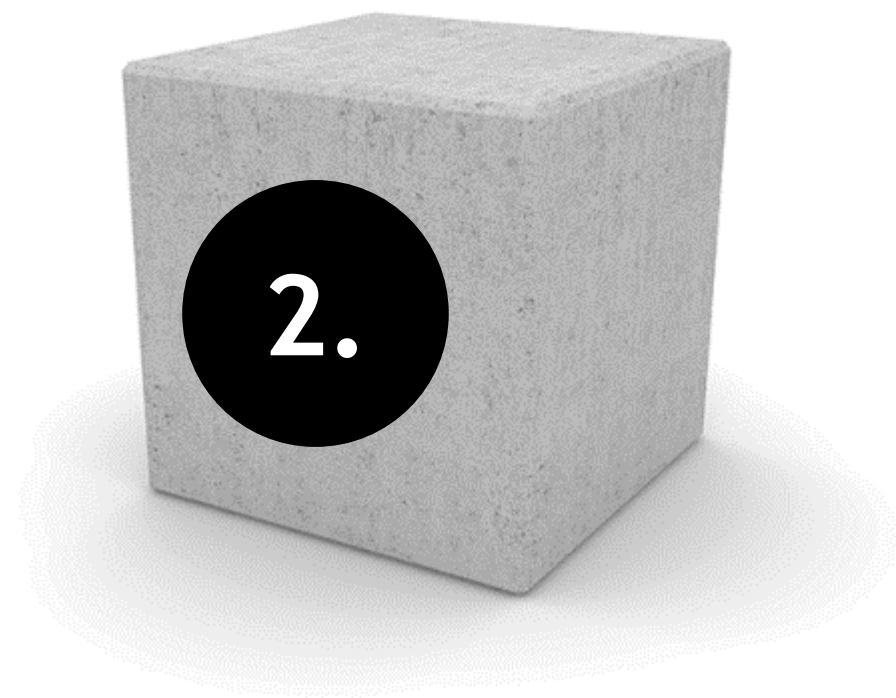
With relationships across the financial services industry, we're uniquely positioned to meet our clients' emerging and converging needs and capture growth opportunities that increase shareholder value.



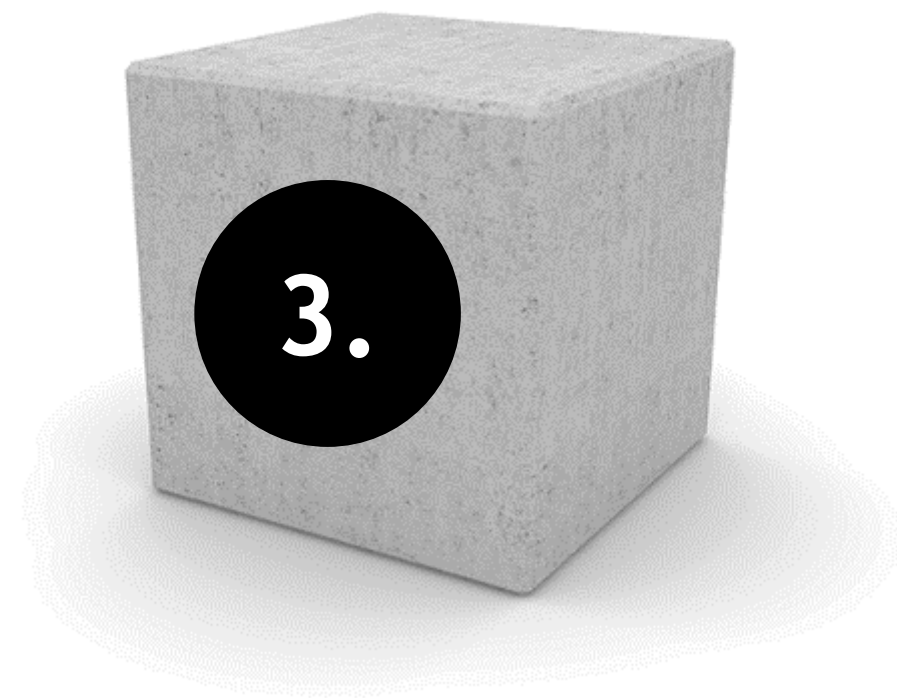
# Where we're going. Capitalize on market trends.



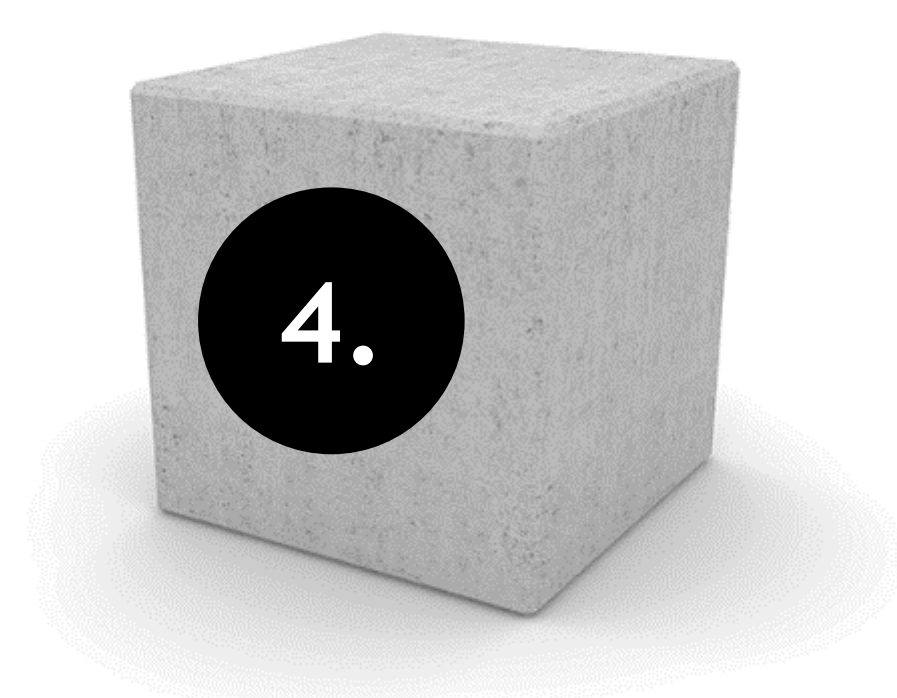
Outsourcing to accelerate growth.



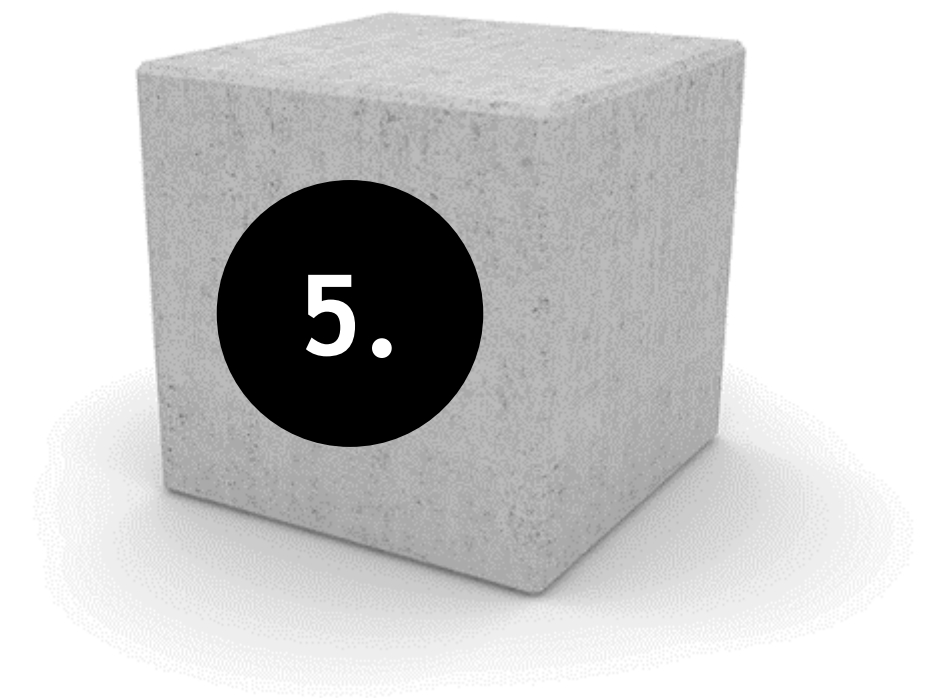
Alternative assets.



Cyber and data.



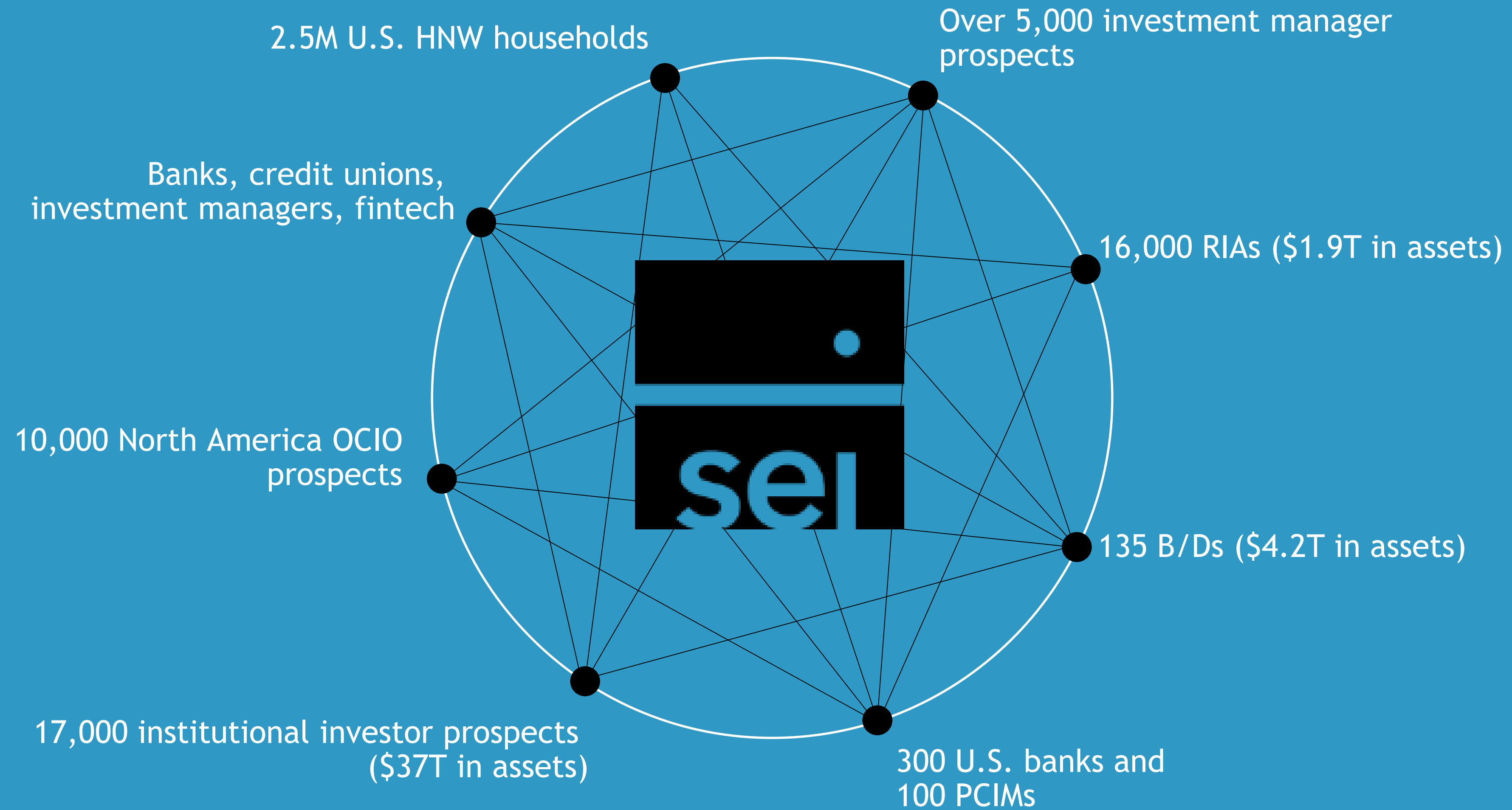
Talent.



RIAs and intermediary growth.



# Where we're going. Connect and seize addressable market opportunities.



\*As of Dec. 31, 2022

# Where we're going. 2024 focus.



# Leveraging our financial strength.

## Financial strength.

Leverage our capital strength to support our growth and invest in the future

- A proven business model
- Strong balance sheet
- Clients and shareholders benefit
- Ability to return capital to shareholders

## Capital allocation.

Continue to be vigilant and make confident decisions as we allocate capital

- Meet current obligations and deliver for our clients
- Invest in growth
- Right-size spending and capture scale with growth
- Acquisitions

## Shareholder value.

Remain committed to returning value to our shareholders

- Accelerate our growth rate and profitability
- Sustainable over time with “paid for” reinvestment
- Dividends and buybacks



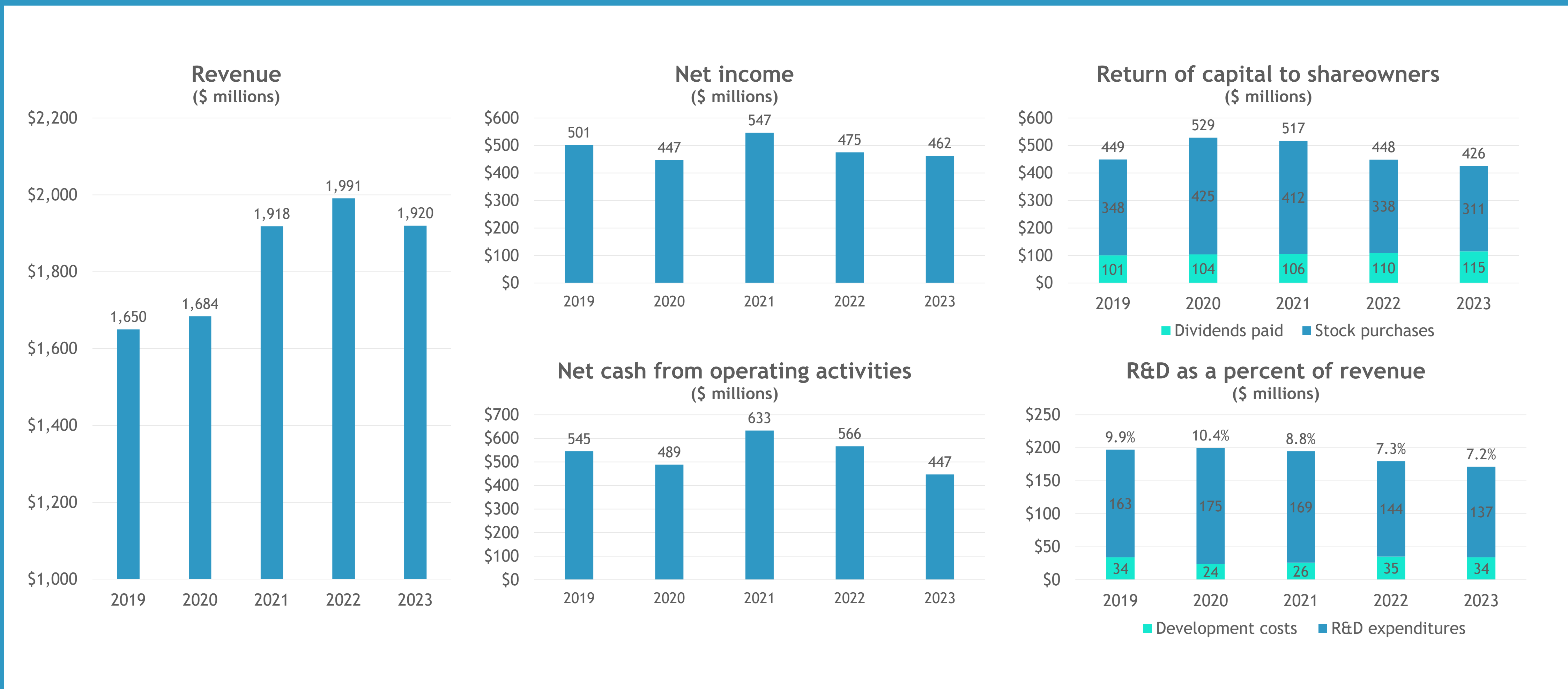
# Key financial metrics.

	SEI				S&P 500			
	1 year	3 years	5 years	10 years	1 year	3 years	5 years	10 years
<b>Return on assets</b>	19.19%	22.27%	23.45%	22.47%	4.02%	3.99%	3.66%	3.47%
<b>Return on equity</b>	21.68%	26.47%	28.00%	26.92%	18.61%	19.18%	17.44%	16.24%
<b>Operating margin</b>	22.11%	26.41%	26.87%	26.39%	14.29%	15.19%	14.41%	14.35%
<b>Net profit margin</b>	24.08%	26.31%	28.09%	26.64%	10.96%	11.73%	11.00%	10.53%



\*SEI data s of Dec. 31, 2023. S&P 500 data provided by FactSet.

# Financial highlights.\*



\*Past performance is not indicative of future results.

## About us. At a glance.

1.5T

Approximately  
\$1.5 trillion in assets under  
management  
and administration\*

5,000

Approximately 5,000  
employees across the globe  
in 7 nations\*

8&43

Clients include 8 of the top  
20 U.S. banks and 43 of the  
top 100 investment managers  
worldwide\*



\*As of June 30, 2024, through its subsidiaries and partnerships in which the company has a significant interest, SEI manages, advises or administers approximately \$1.5 trillion in hedge, private equity, mutual fund and pooled or separately managed assets. Number of employees is approximate and is as of Dec. 31, 2023. Bank client statistics are as of June 30, 2024 and investment manager client statistics are as of Dec. 31, 2023 and collected by *American Bankers Association* and *Pensions & Investments*.

# About us. Our values.

We think and act like owners, embracing risk to drive growth for our clients and company.

We work with each other, our clients, partners, and communities to solve problems that matter.

We build lasting relationships through which we learn, grow, and succeed.

**courage integrity collaboration inclusion connection fun.**

We do what we say and act with transparency (because it's the right thing to do).

We nurture an environment of respect and belonging where people are empowered to be themselves.

We have fun.



# Investor resources.

## Investor information

- [seic.com/investor-relations](https://seic.com/investor-relations)
- [SEI 2023 Annual Report](#)
- [SEI 2023 Form 10-K](#)
- [SEI 2024 Proxy Statement](#)
- [SEI 2022 Corporate Social Responsibility Report](#)

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# Forward-looking statements.

This communication is confidential. It, as well as the presentations and documents referenced in this communication, contain forward-looking statements within the meaning or the rules and regulations of the Securities and Exchange Commission that are based on current expectations and assumptions that involve risks and uncertainties, many of which are beyond our control or are subject to change. If the risks or uncertainties ever materialize or the assumptions prove incorrect, the results of SEI Investments and its consolidated subsidiaries may differ materially from those expressed or implied by such forward-looking statements and assumptions. All statements other than statements of historical fact are statements that could be deemed forward-looking statements, including, but not limited to, statements as to:

- the degree to which market conditions and trends create growth opportunities for us,
- whether we turn challenges into opportunities, meaningfully engage clients and employees, drive mutual growth, or leverage our financial strength,
- whether we are uniquely positioned to meet our clients' emerging and converging needs and capture growth opportunities that increase shareholder value,
- our strategies for investing in our talent, the timing of these investments and whether these investments will enable us to capitalize on opportunities for organic and inorganic growth,
- our ability to expand our relationships and revenue opportunities with new and existing clients,
- our ability to align our talent and solutions capabilities with our go-to-market strategies and the degree to which such alignment will enable us to capitalize on opportunities,
- the success, if any, with which we will connect and seize addressable market opportunities,
- the market trends on which we believe we may be able to capitalize,
- the margins that our businesses may generate and the degree to which our reported margins will decline, increase or normalize,
- the strategic initiatives and business segments that we will pursue and those in which we will invest,
- our commitment to driving greater topline revenue growth and the success of such commitment,
- the success, if any, of the sales and strategic initiatives we pursue,
- whether we will focus on maintaining and accelerating growth in existing businesses,

expanding our focus on new growth engines, or reinvigorating our culture and talent strategies across the company,

- the size of the markets and opportunities we will pursue,
- the organic and inorganic opportunities that will drive our growth,
- the degree to which we will be able to successfully integrate and of the assets or businesses that we may acquire,
- the strength of our balance sheet,
- the degree to which our current practices with respect to stock-buybacks and dividend payments will continue, and
- the success and benefits of our strategic investments.

In some cases you can identify forward-looking statements by terminology, such as “may,” “will,” “expect,” “believe” and “continue” or “appear.” Although we believe the assumptions upon which we base our forward-looking statements are reasonable, they could be inaccurate. Some of the risks and important factors that could cause actual results to differ from those described in our forward-looking statements can be found in the “Risk Factors” section of our Annual Report on Form 10-K for the year ended Dec. 31, 2022, filed with the Securities and Exchange Commission. We will not update any of our forward-looking statements.



Thank you.

