

#### SEI

SEI is a leading global provider of asset management, investment processing and investment operations solutions.

We help professional wealth managers, institutional investors, investment management firms, and private investors create and manage wealth – and enable their long term success – by providing solutions that are both innovative and comprehensive.

years as a leading innovator and outsourcer in the wealth management industry

2,800

Employees in 8 nations\*

7,300

Client relationships\*

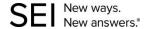
\$638b

Assets under management or administration\*

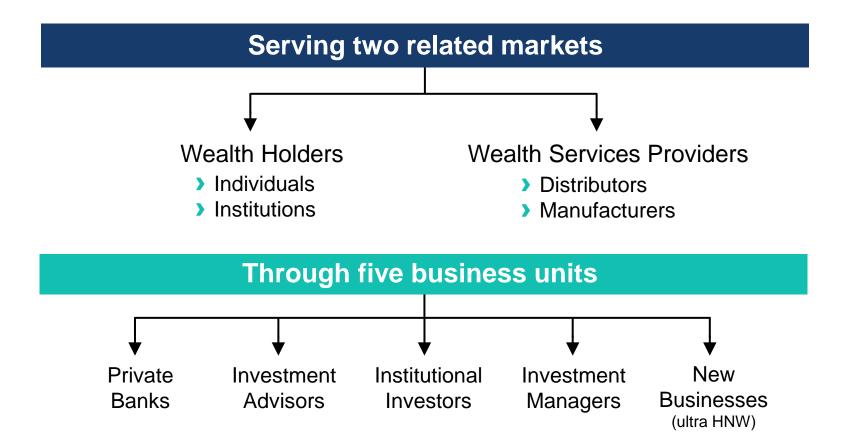
\$7.9b

Market capitalization\*

<sup>\*</sup>As of September 30, 2015, through its subsidiaries and partnerships in which the company has a significant interest, SEI manages or administers \$638b in mutual fund and pooled or separately managed assets, including \$245b in assets under management and \$393b in client assets under administration. Client and employee statistics as of December 31, 2014. Market capitalization as of September 30 2015.

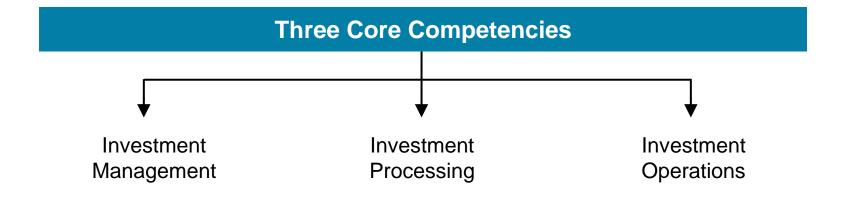


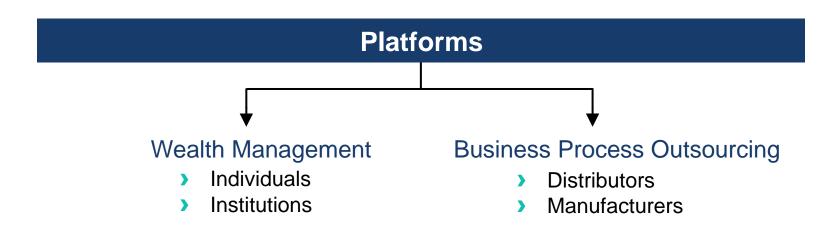
#### **SEI** markets & businesses

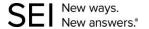




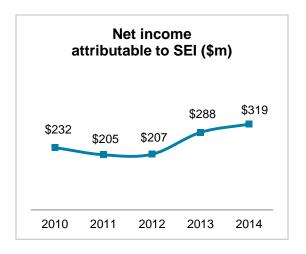
# SEI wealth management enterprise platforms

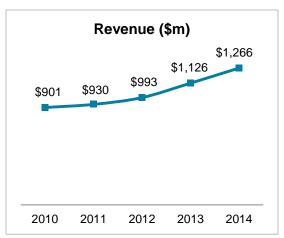


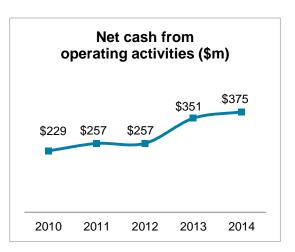


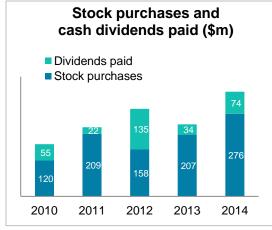


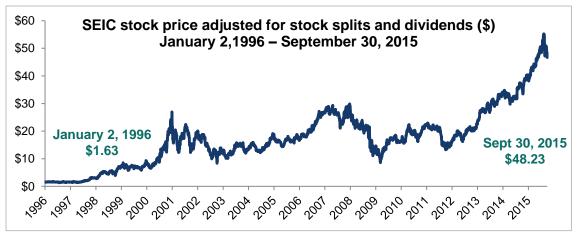
# **SEI** financial highlights







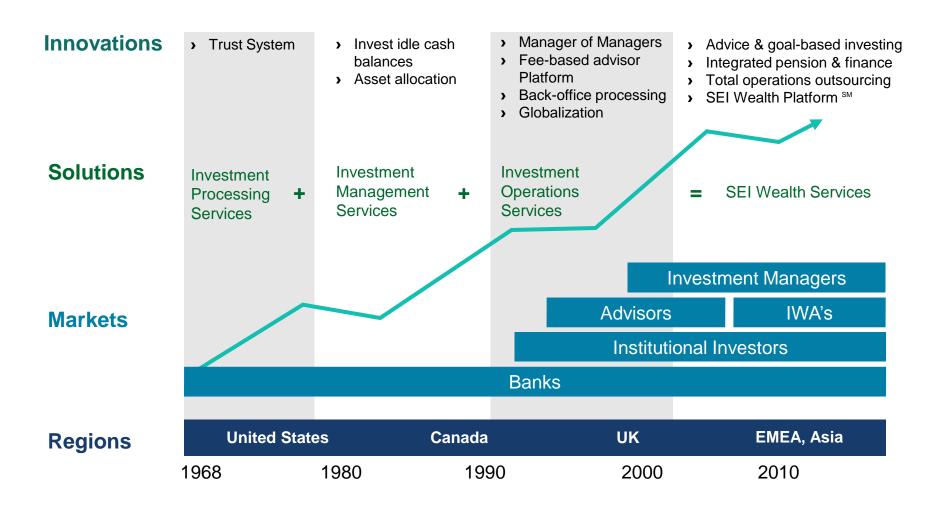




Source: company annual 10-K filings



## SEI: a history of innovation and market expansion





### **SEI** segments and target markets

#### Banks

- Global banks
- U.S. national and regional banks; large community banks
- Non-bank private wealth managers and asset management distributors globally

#### Advisors

- U.S. registered investment advisors
- Financial planners
- Broker/dealers

#### Institutional Investors

- Global and U.S. corporations and retirement plans (DB & DC)
- U.S. hospitals and healthcare organizations
- > Foundations, endowments and not-for-profit organizations
- U.S. municipalities and public pension plans

#### **Investment Managers**

- Global hedge fund and private equity managers
- Traditional money managers



## SEI global presence and services offered

# Canada Institutional/HNW asset management United States Bank/advisory investment processing Institutional/HNW asset mgt.

#### **Major Operations Centers:**

Investment manager

operations/fund processing

- > Oaks, PA, United States
- > London, United Kingdom
- > Dublin, Ireland

#### Europe

#### **United Kingdom**

- Bank/advisory investment processing
- Institutional/HNW asset mgt.

#### **Netherlands**

Institutional asset mgt.

# Middle East United Arab Emirates Institutional asset mgt.

East Asia
Hong Kong
Institutional/HNW
asset mgt.

#### South Africa

Institutional asset mgt.

#### **SEI** business model

#### Organic Growth

- > Focus on emerging client needs
- Deliver enterprise platforms
- Selective acquisitions

#### Client Relationships

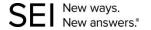
- Forge intimate client relationships
- Be a thought-leader
- "Win-win" pricing models

#### Financial Strength

- > Focus on sustainable growth in earnings-per-share
- Generate recurring revenue & predictable cash flows
- Maintain strong balance sheet
- Grow dividends and stock buy-backs

#### Innovation

- Long-term focus
- Make capital investments in new ways
- Foster collaborative, innovative culture
- Fail fast and learn from mistakes



## **SEI** competitive advantages

#### Market Leadership

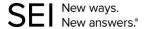
- SEI recognized as an industry leader
- Large and diverse client base
- Facilitates new business and cross-sale success

#### Complete Strategies

- Strategies well-developed and coordinated
- Current economic climate reinforces value propositions
- Continuous research & development

#### **Differentiated Solutions**

- Create new categories of solutions
- Solve large business issues in support of clients' objectives
- Integrate advice, investments, technology & operations



# **SEI Platform Overviews**



# Private Banks solution SEI Wealth Platform SM

# ASSET MANAGEMENT

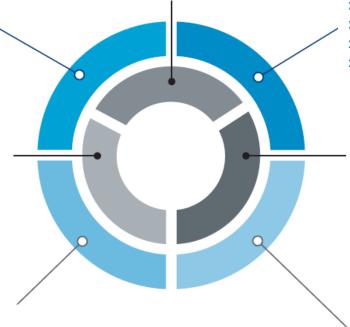
- > End-client website
- > End-client statements
- Tax reporting
- > Confirms/advices

#### BUSINESS MANAGEMENT SERVICES

MI reporting, SLA/KPI tracking, audit reporting, data integration, document management, professional services

# INVESTMENT PROCESSING SERVICES

Asset services, cash management, corporate actions, custody, reconcilement, settlement, fee & tax processing



#### **END CLIENT**

- > 360° view of relationships
- > Prospect management
- > Dashboards & reporting
- > Portfolio planning & proposals
- > Alerts & monitoring
- > Tasks & activities

## INFRASTRUCTURE SERVICES

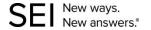
Business continuity, hosting, information security, release management, production services, system administration

#### **WEALTH ADMINISTRATION**

- > Multi-level risk analysis & reporting
- > Consolidated portfolio analysis & reporting
- > Stress testing

#### **WEALTH ADVISORY**

- > Portfolio structure
- > Manager research and selection
- > Dynamic asset management



#### **Investment Advisors solution**

# Flexible turnkey asset management platform

# Solution category

# Traditional turn-key asset management platform

# Flexible Oper turn-key asset Pl management platform SEI Wealth Platform

Open Custody
Platform
Do-It-Yourself

#### **Capabilities**

- Full custody platform with middle office
- Single system architecture
- Limited front/middle office technologies
- SEI investment program

#### Full custody platform with middle office

- Single system architecture with extendable integration
- Integrated front/middle office technologies with workflow
- Full range of investment products and securities

#### Full custody platform

- Advisor purchased component technology
- Front/middle office supermarket technologies without workflow
- Investment supermarket

# Market – Firm Size

#### Firms

#### **Advisors**

#### **Assets**

#### \$5m - \$250m

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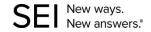
85,680

\$1.13T

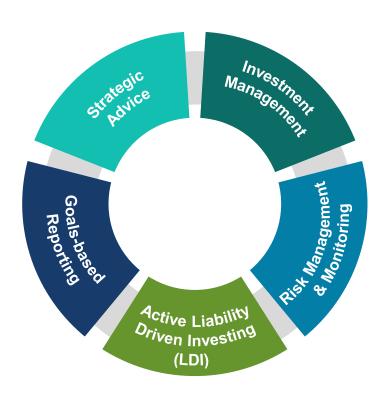
\$251m - \$3b			
2,043			
14,518			
\$1.48T			

DIY \$3b+	Total
205	13,774
3,267	103,465
\$1.50T	\$4.11T

Sources: Matt McGinness, Best Practice Research; Dennis Gallant, GDC Research.



# Institutional Investors solution Fiduciary Management



#### **Strategic Advice**

- Goal setting & monitoring
- Asset / liability study
- Investment policy formulation

#### **Investment Management**

- Portfolio structure
- Manager research & selection
- Dynamic asset management

#### **Risk Management & Monitoring**

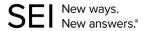
- Multi-level risk analysis & reporting
- Consolidated portfolio analysis & reporting
- Stress testing

#### **Active Liability Driven Investing (LDI)**

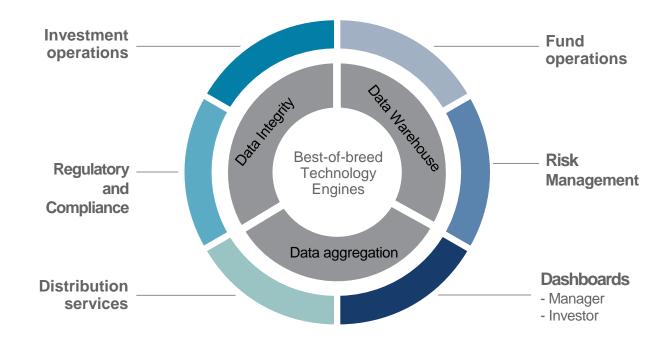
- Active management relative to liabilities
- Glidepath optimization
- Capital market point of view

#### **Goals-based Reporting**

- Reconciliation of funded status
- Pension surplus decomposition
- Attribution of interest rate changes

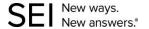


# **Investment Managers solution Total Operational Outsourcing Platform**



# Flexible, integrated handling of:

- Fund Administration
- Fund Accounting
- Investment Operations / Middle Office
- InformationManagement
- Workflow/ProcessManagement
- Risk Management Analytics
- Regulatory and Compliance



## **Forward Looking Statements**

This presentation may include "forward-looking statements," and discussions about future operations, strategies and financial results. Future revenues and income could differ from expected results. We have no obligation to publicly update or correct any statements herein as a result of future developments. You should refer to our periodic SEC filings for a description of various risks and uncertainties that could affect our future financial results.



# Thank you

