



# SEI<sup>®</sup> 2022 investor conference.

November 15

**Building brave futures<sup>SM</sup>**

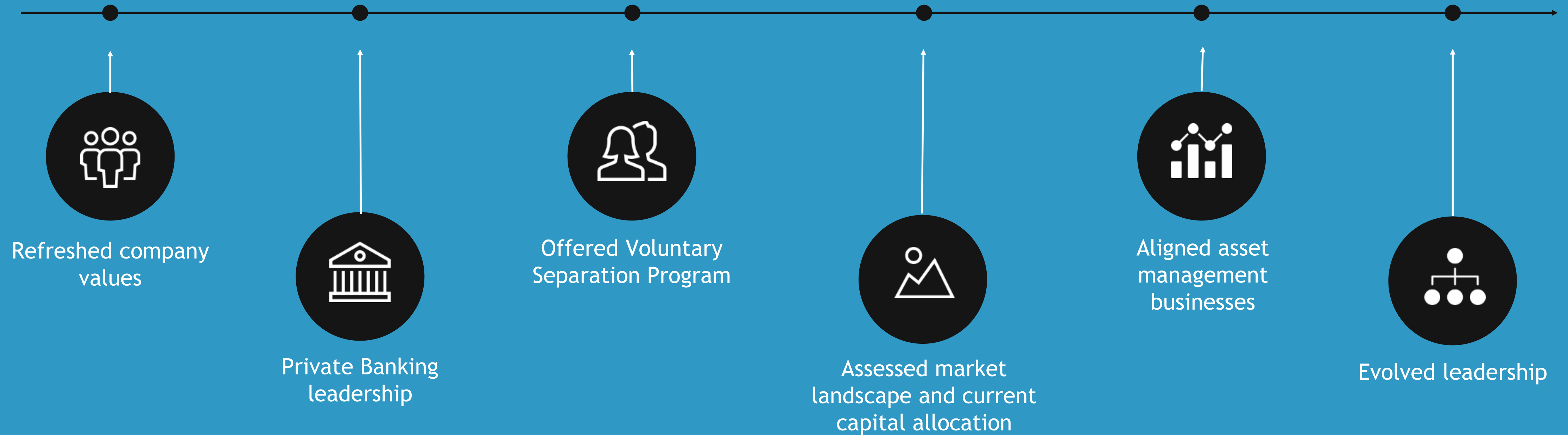




# Our vision.

Building brave futures through the power of connection.

# Off and running: First 100 days.



# Live our values. Our people are SEI.

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).

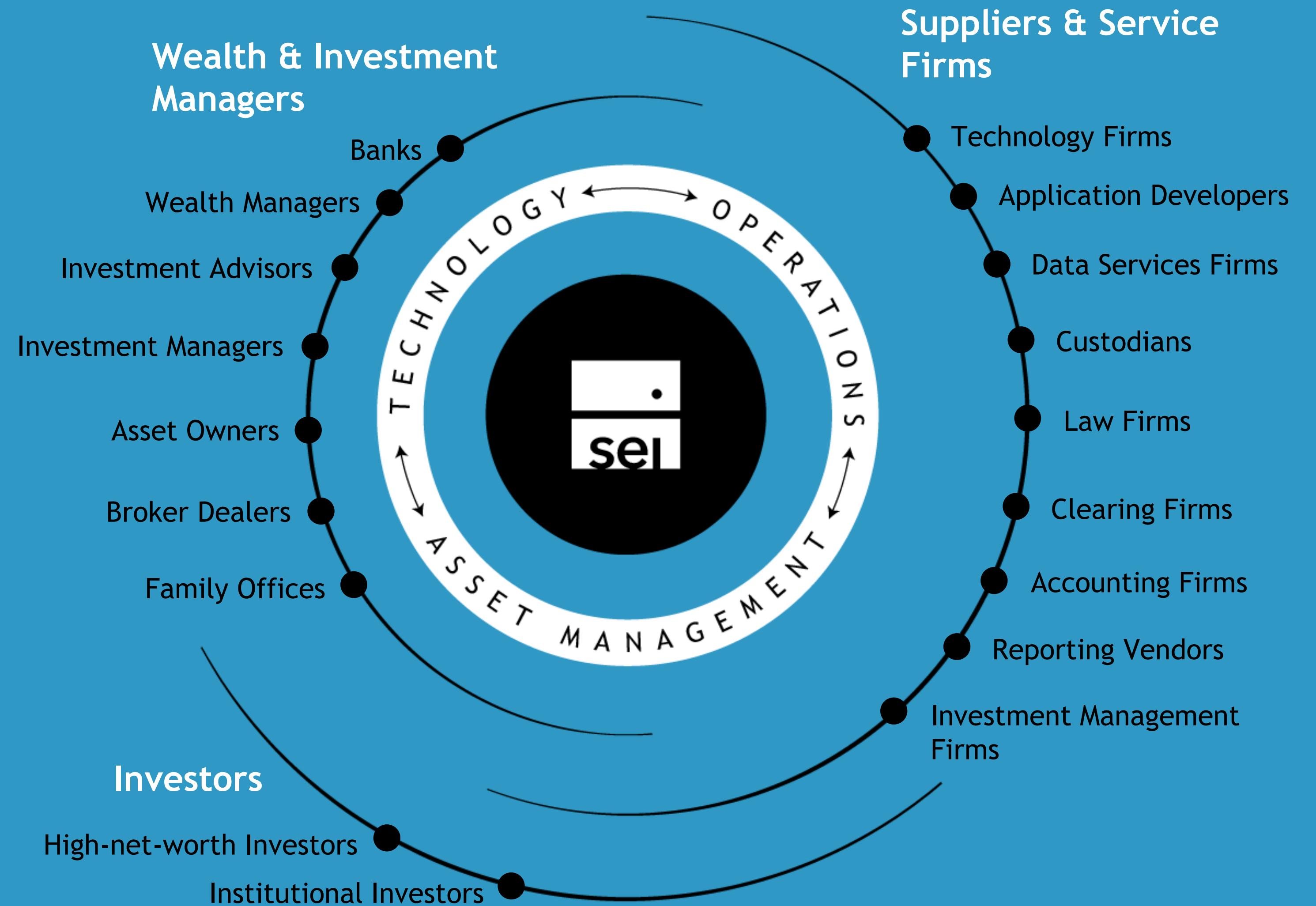
We nurture an environment of respect and belonging where people are empowered to be themselves.

We have **fun**.

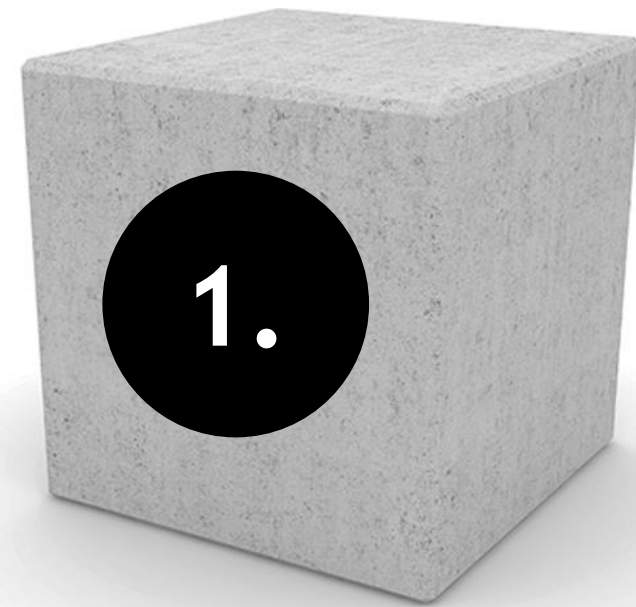


# Leverage our reach.

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.



**Deliver what the market values. Change the market perception.**



Product-centric  
approach and ROI focus.



Sales culture and holistic  
client engagement.



Organic and  
inorganic strategies.



Investment in talent  
and new ideas.



**Be aggressive.**

Reclaim SEI's position  
as the leading solutions  
provider and valued  
partner globally—inside  
and outside the financial  
services industry.

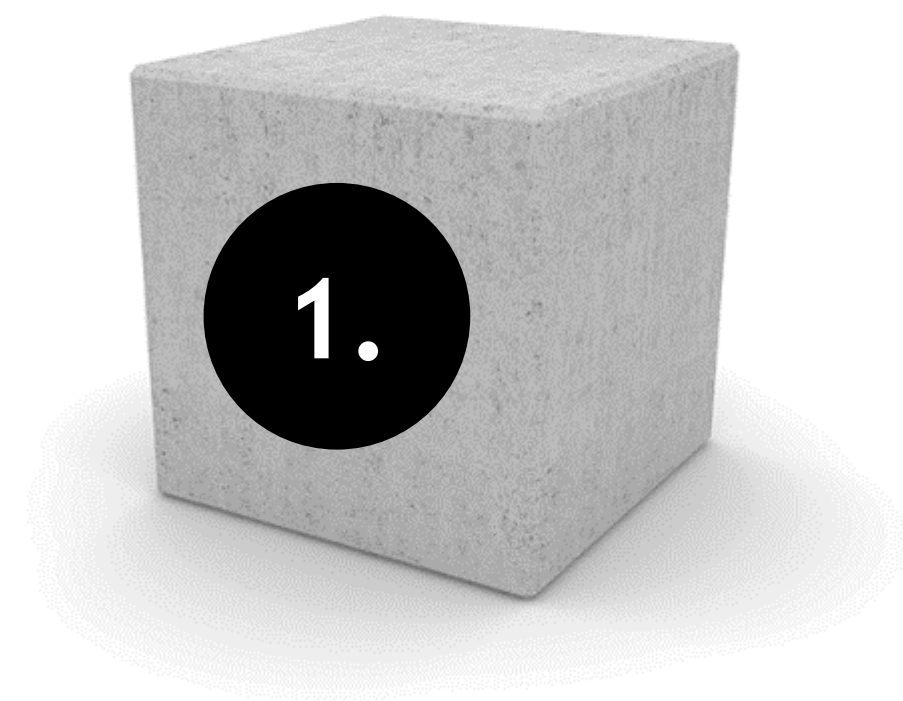
**2x**

Double our business  
in the next 5-7 years.

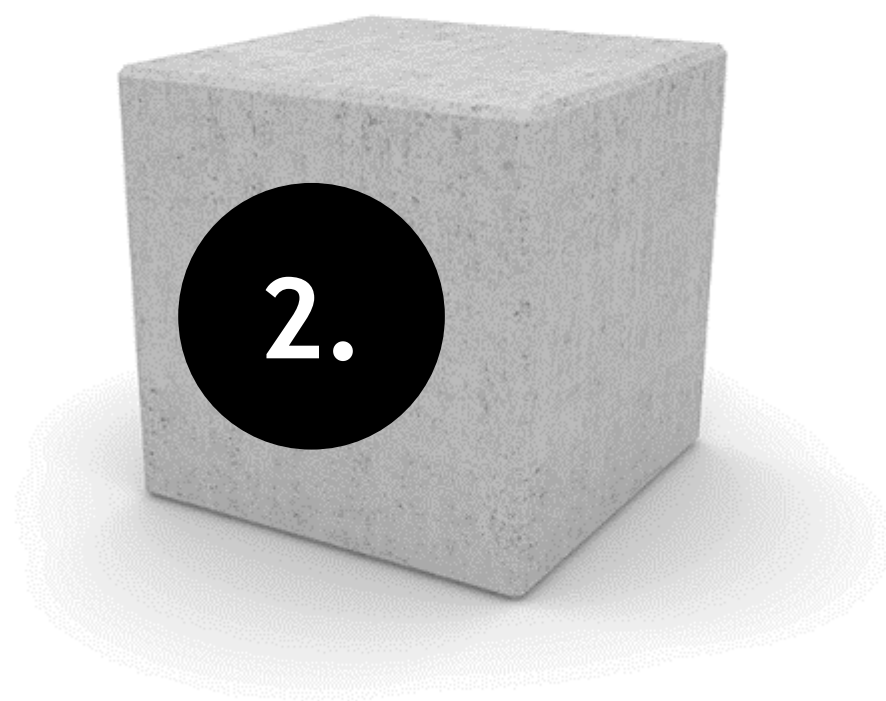




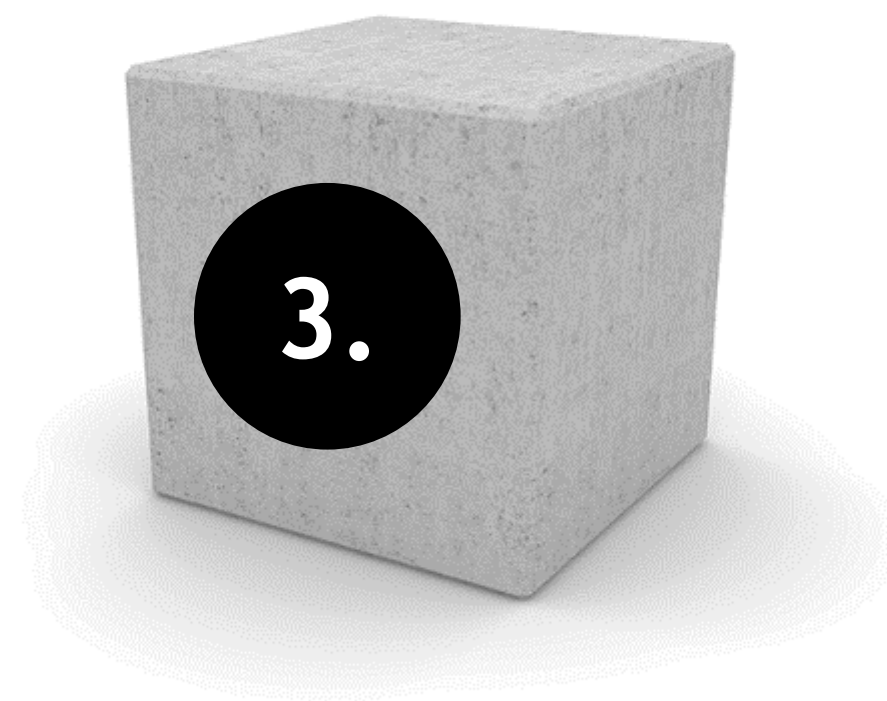
## Capitalize on market trends.



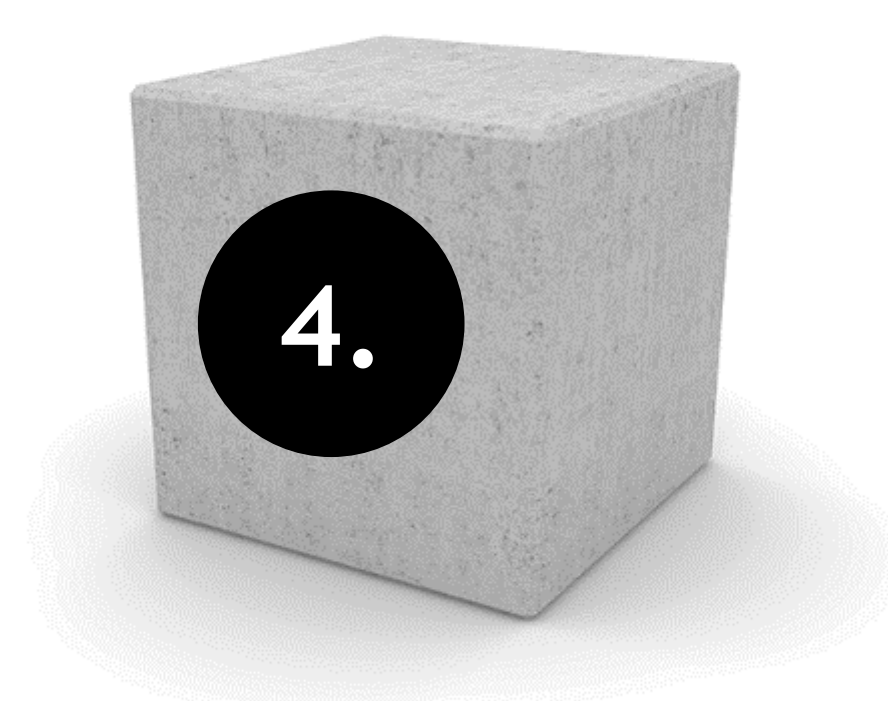
Outsourcing to  
accelerate growth.



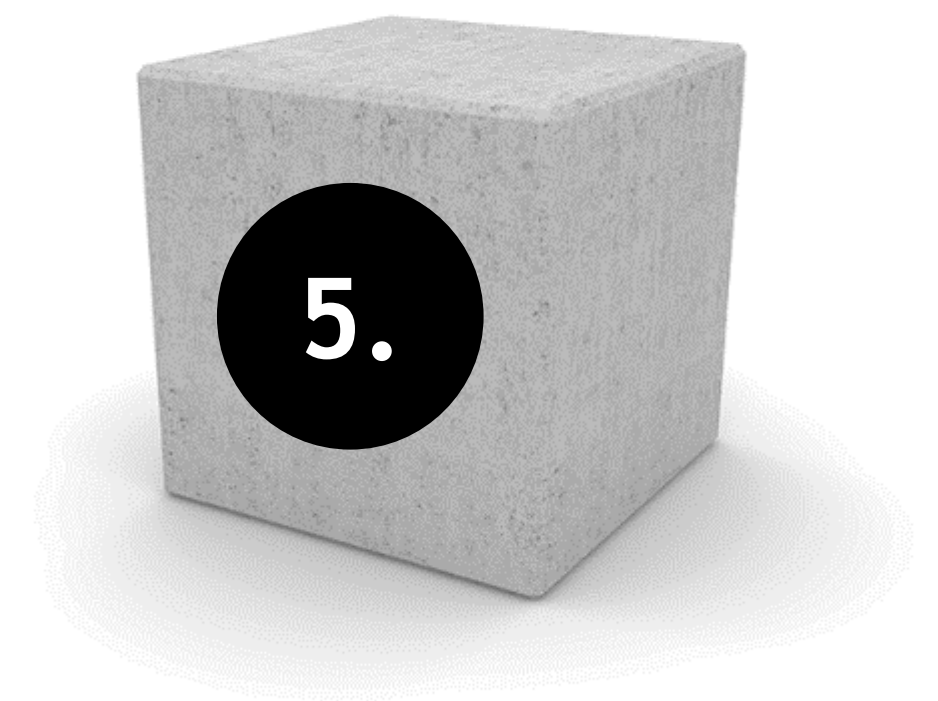
Alternative assets.



Cyber and data.



Talent.



RIAs and  
intermediary growth.

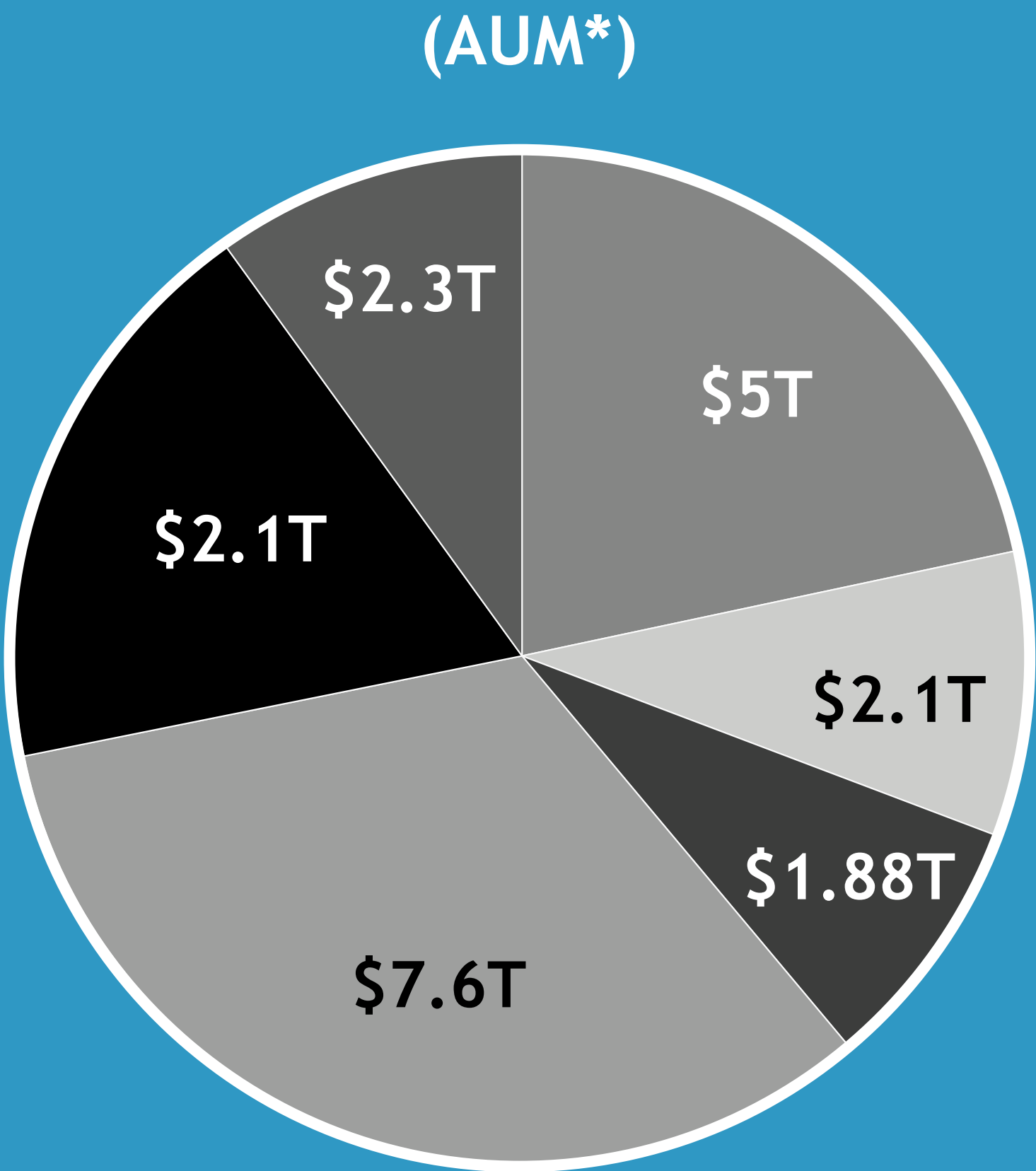


Capitalize on market trends. **Alternatives.**

**\$23T**      **35%**

Projected total  
alts under  
management  
by 2027\*

of 25-to-44-year-old  
investors indicate  
increased demand  
for alts\*\*



■ Private equity    ■ Private debt    ■ Real estate  
■ Venture capital   ■ Hedge funds   ■ Infrastructure



\*Source: Preqin, “The Future of Alternatives in 2027” \*\*Source: 2022 Preqin Global Alternatives Reports

# Capitalize on market trends. RIAs.

**+3.5T**

Growth of RIA assets  
2010-2020

**+21,700**

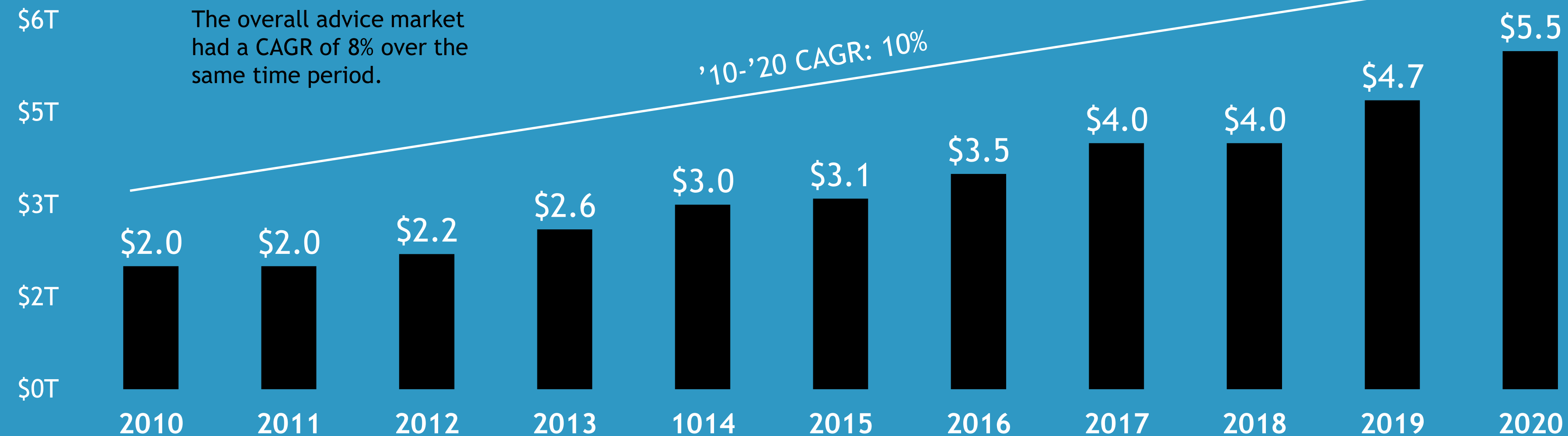
Growth in number of  
advisors 2010-2020

**16%**

2015-2020 large RIA  
AUM CAGR<sup>2</sup>

## RIA assets(1)

(In \$ trillions)

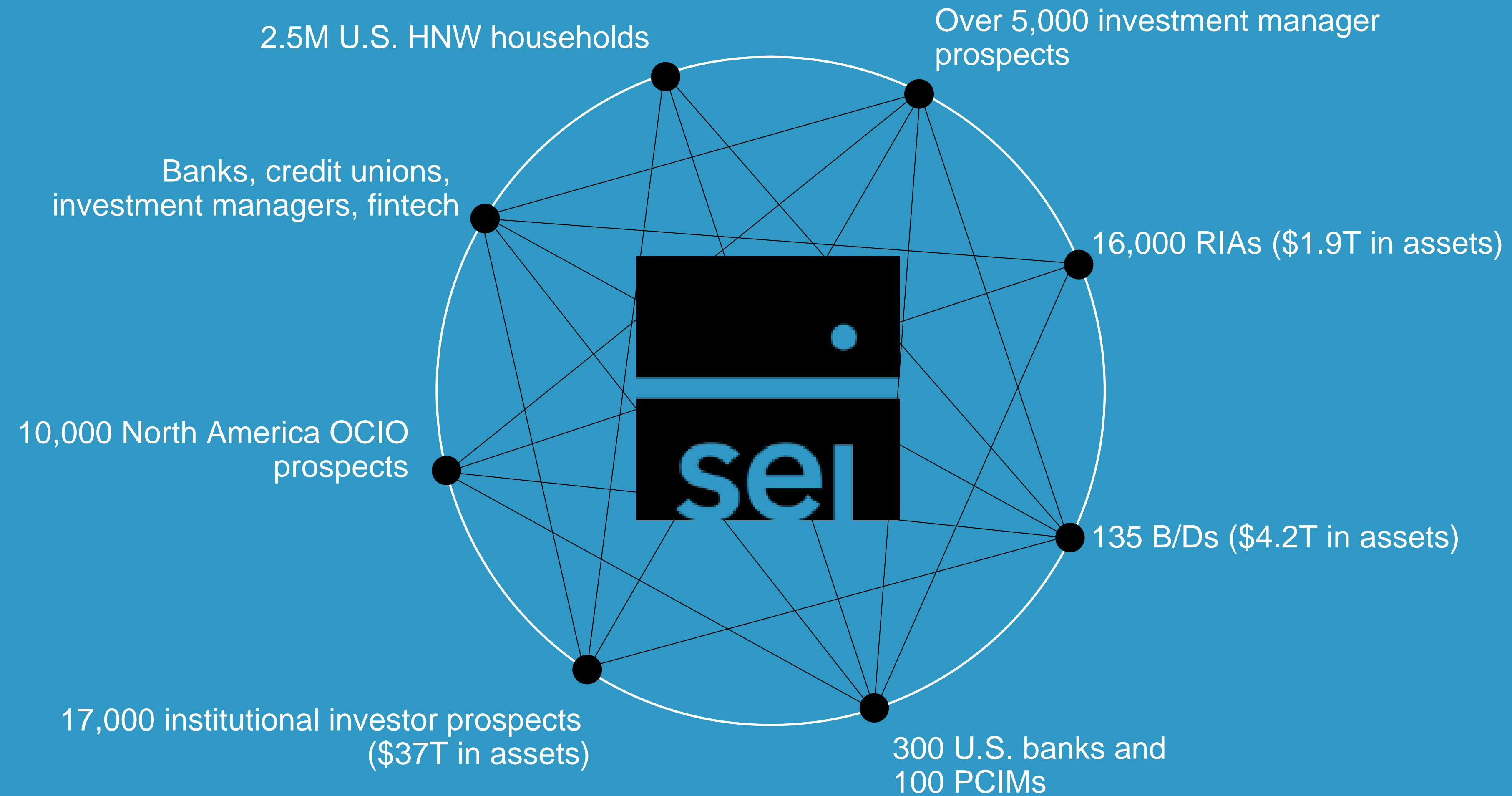


<sup>1</sup>Excludes Hybrid RIA brokerage assets. <sup>2</sup>Assets by firm AUM includes independent RIA and hybrid RIA. Hybrid RIA assets include advisory and brokerage assets held at a broker dealer.

Source: Cerulli Intermediary Lodestar and U.S. RIA Marketplace 2021



# Connect and seize addressable market opportunities.

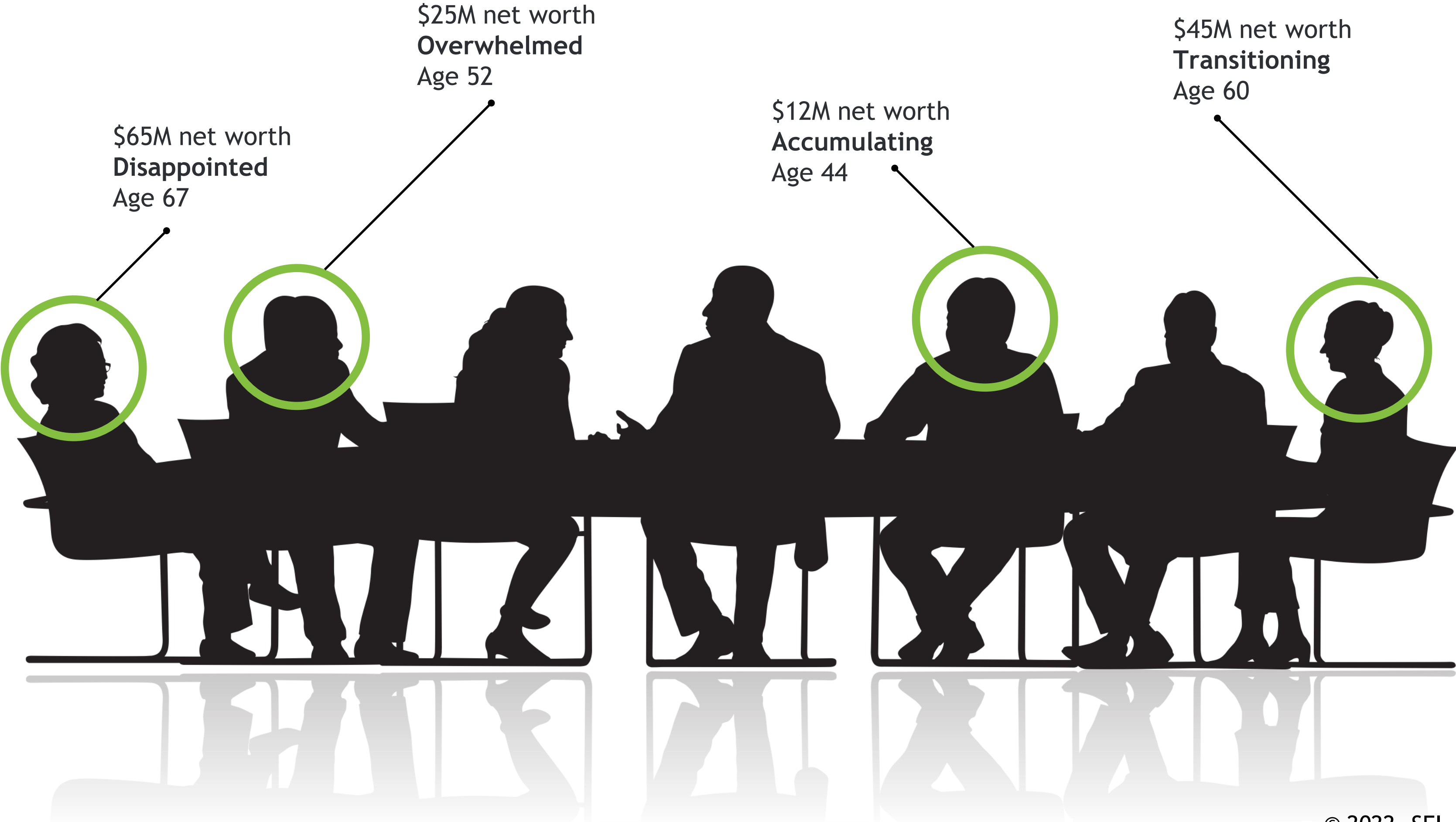


# Use our industry position as power.

## ABC Healthcare System Investment Committee

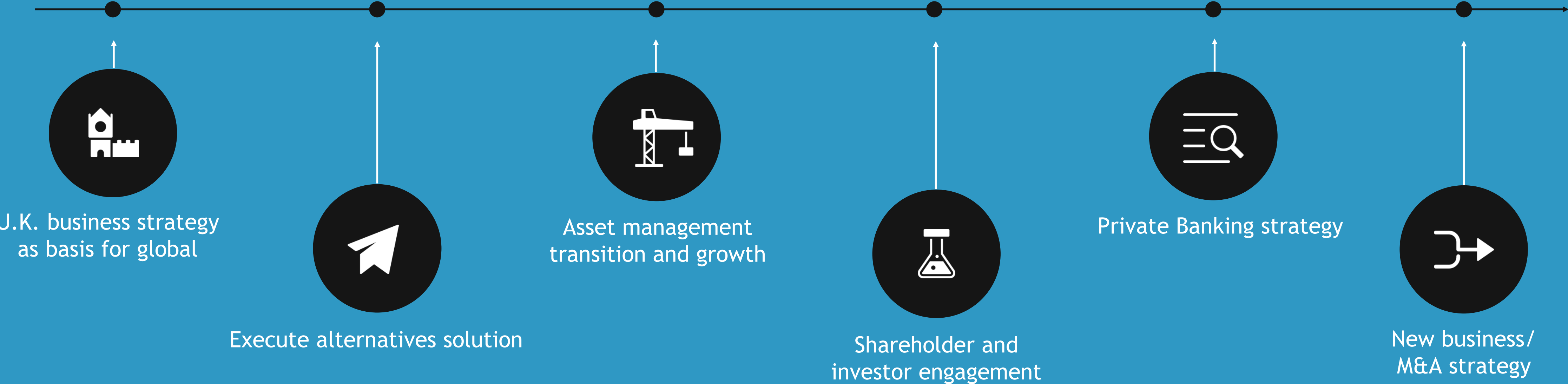
\$275M defined benefit plan  
\$550M operating assets  
\$95M endowment  
\$45M self insurance reserve

Total AUM = \$965M





# Continue momentum: Next 100 days.



Be on offense. 2023 focus.



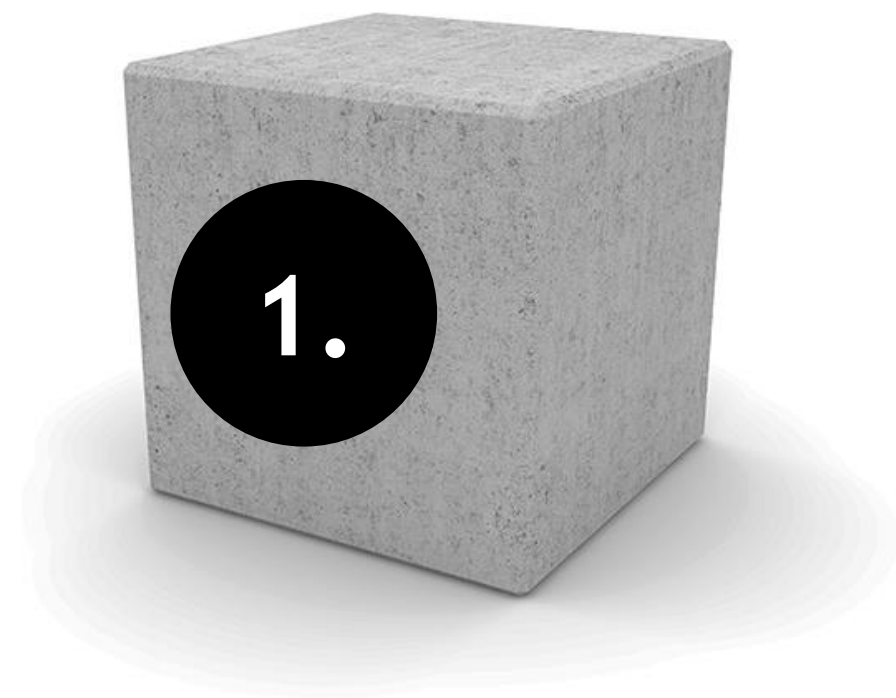


# Questions?

# Our financial strength.



## Leveraging our financial strength.



Business model.



Capital allocation.



Shareholder value.



Key financial metrics.

# 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



Leveraging our financial strength. Key financial metrics.

	SEI				S&P 500			
	1 year	3 years	5 years	10 years	1 year	3 years	5 years	10 years
Return on assets	22.54%	22.99%	24.09%	22.77%	3.91%	3.26%	3.28%	2.86%
Return on equity	26.35%	27.02%	28.23%	26.55%	9.63%	8.04%	8.00%	7.04%
Operating margin	25.79%	26.94%	27.13%	26.40%	14.72%	13.39%	13.36%	12.94%
Net profit margin	24.98%	26.79%	28.36%	26.57%	11.37%	10.34%	10.20%	9.08%





# Building brave futures<sup>SM</sup>





# SEI Sphere<sup>SM</sup>

The future of cyber protection.



## Capitalize on market trends. Growth in outsourcing.



## Leverage our expertise.

Protect sensitive  
data and  
defend against cyber  
threats

Build and maintain  
applications and  
networks

Operate private  
and public cloud  
environments

Deliver business  
outcomes within IT

Exist in a heavily  
regulated industry



# Deliver on market needs.



## Cybersecurity.

- Email, endpoint, and network
- Detection through remediation
- 24x7 security operations center (SOC)



## Network operations.

- Management and maintenance
- Triage and recovery
- 24x7 network security operations (NOC)



## Cloud.

- Design and architecture
- Migrations
- Operations and Security

## Be on offense.

- Expand addressable markets
- Focus on growth-oriented, small-to-medium-sized businesses
- Invest in sales and marketing
- Land and expand new clients

# Questions?



# SEI Connect.



## Capitalize on market demands.

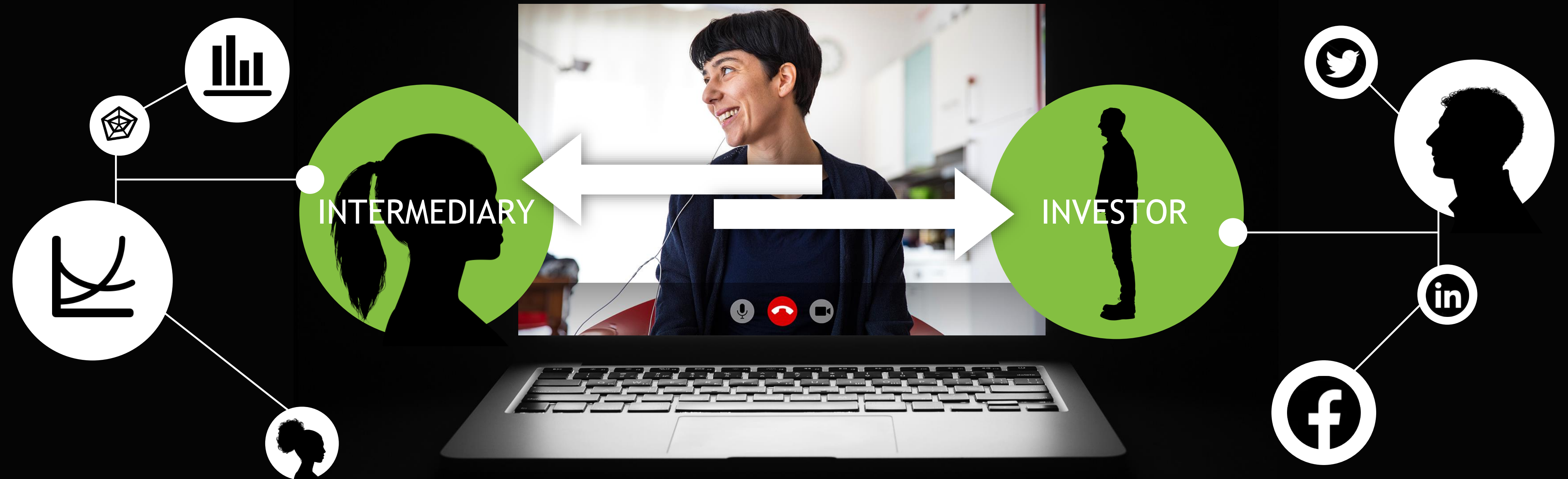


# What is personalization?



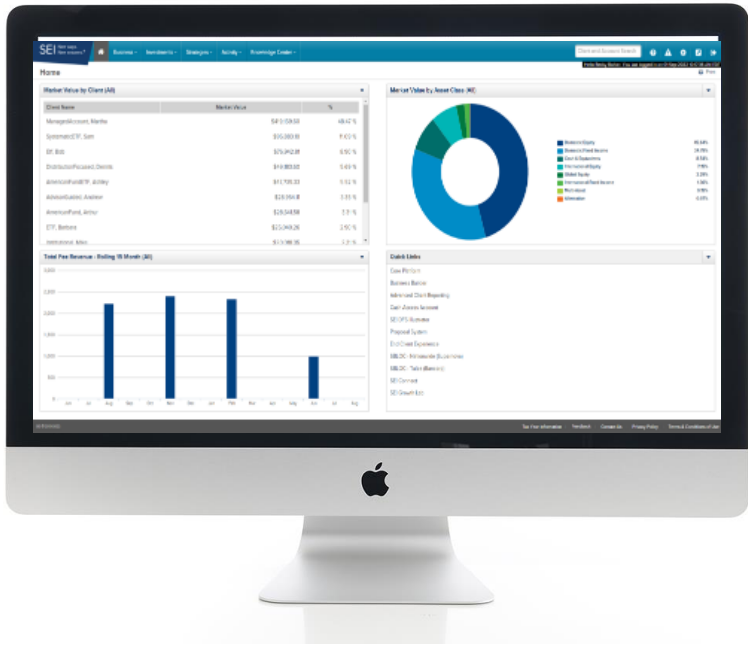


# Deliver a personalized experience.

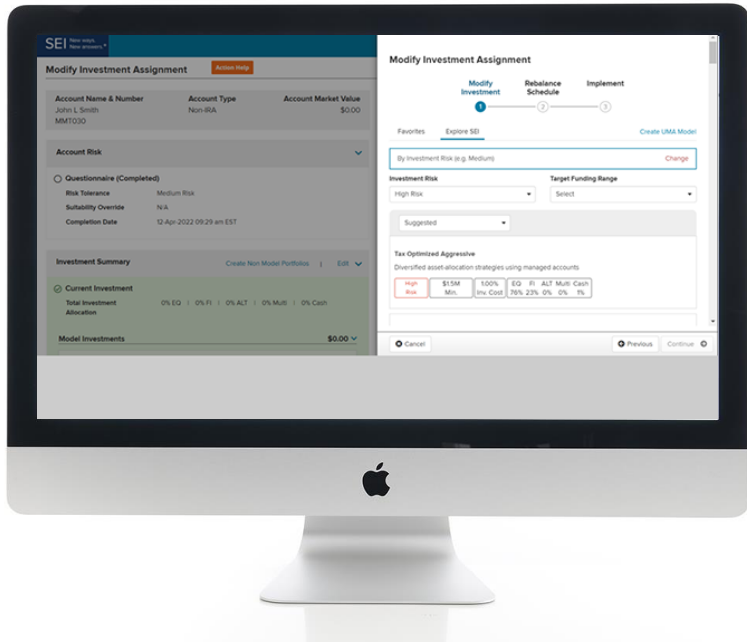


# Deliver a connected experience. SEI Connect.

Advisor Desktop



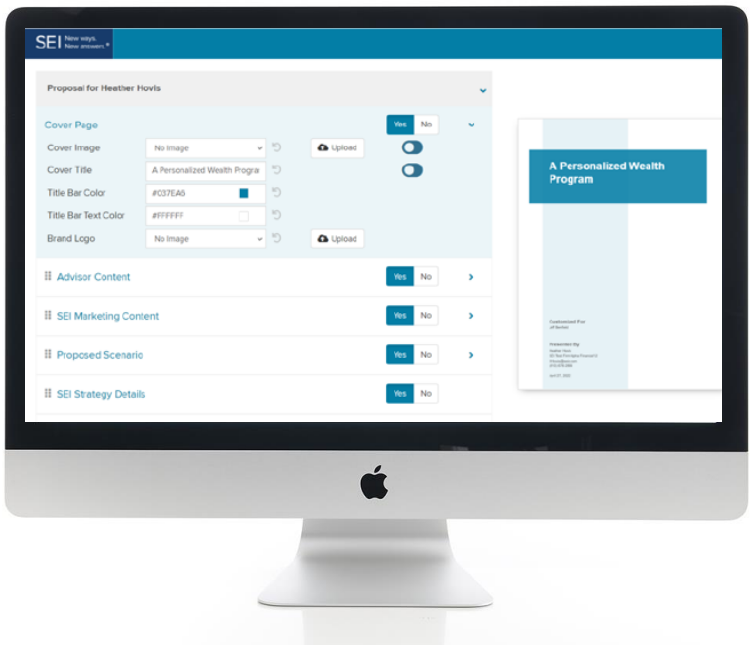
Model Management and Trading



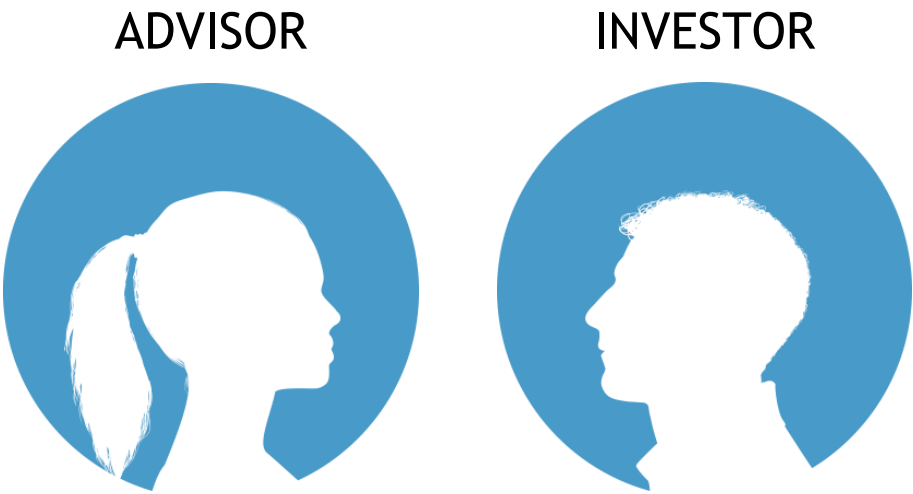
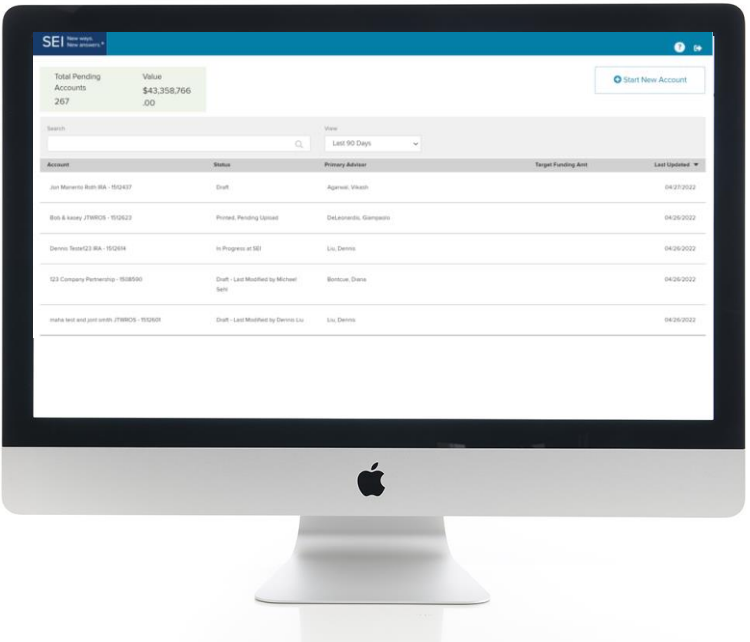
Investor Portal



Proposal Builder

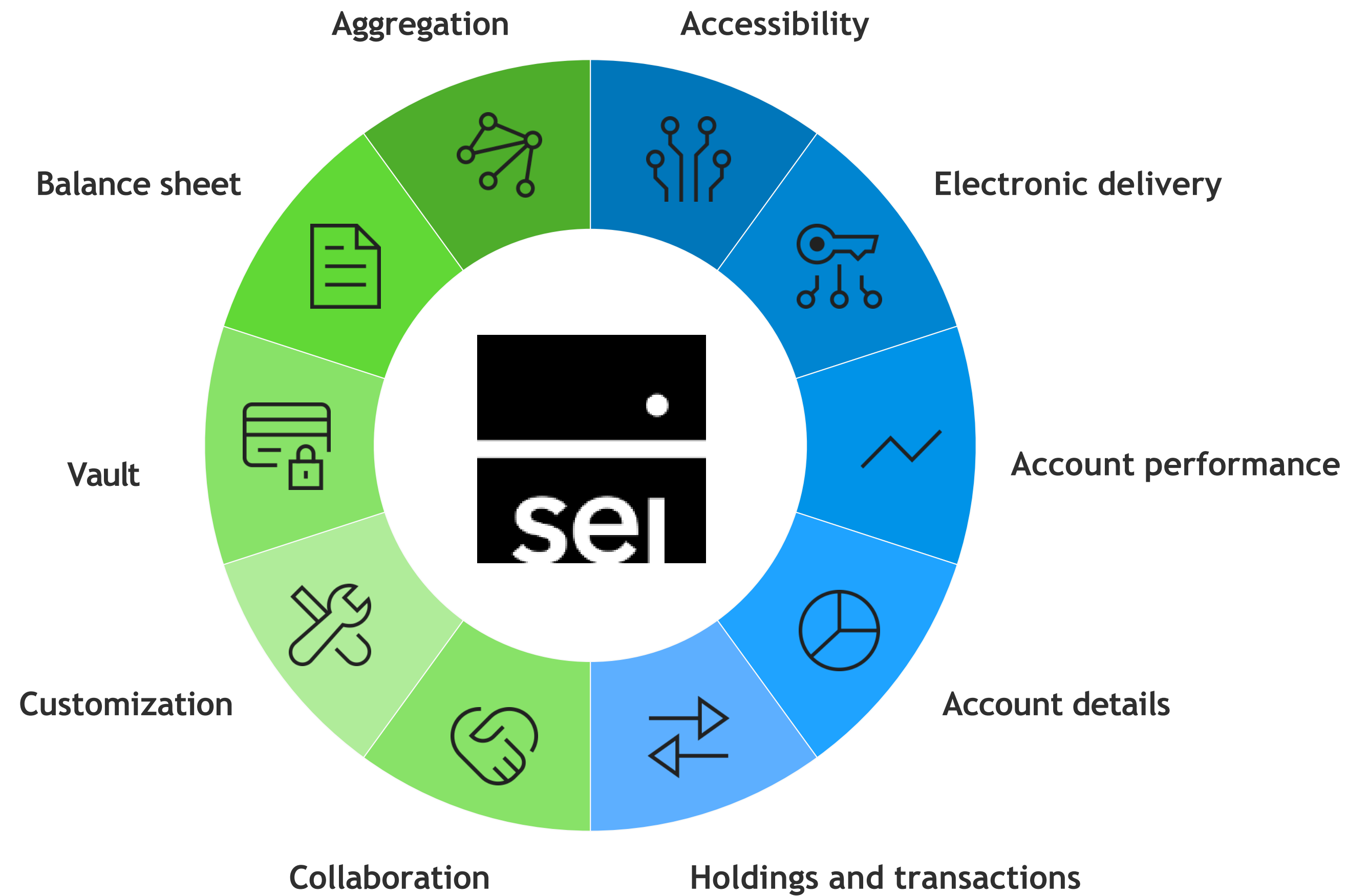


Digital Account Open

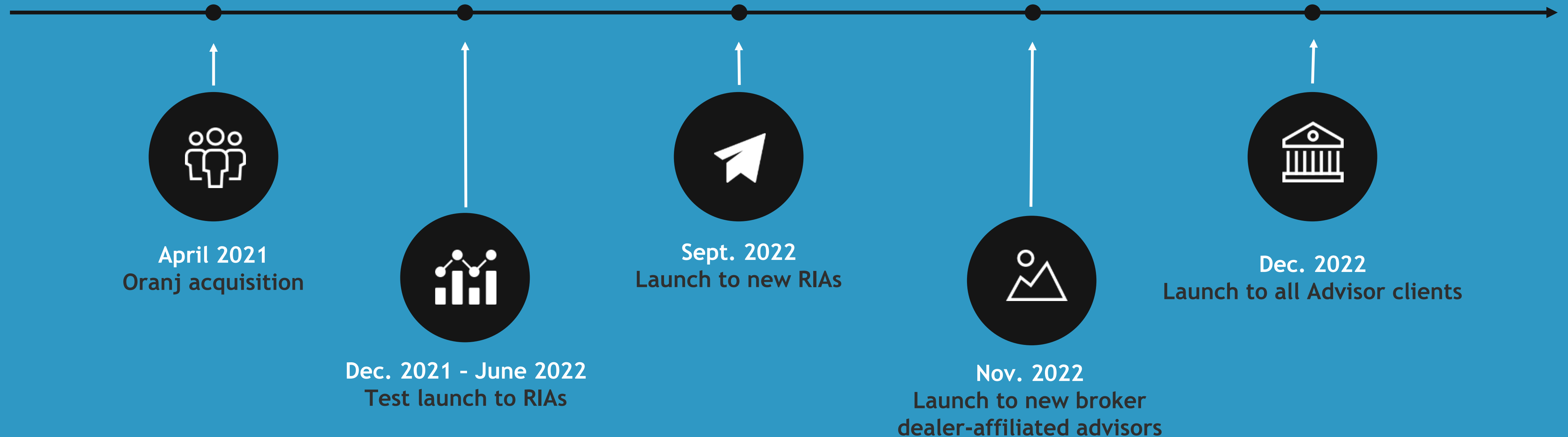




# Deliver a connected experience. SEI Connect's Investor Portal.



# Be aggressive: Integration and speed to market.





# Questions?

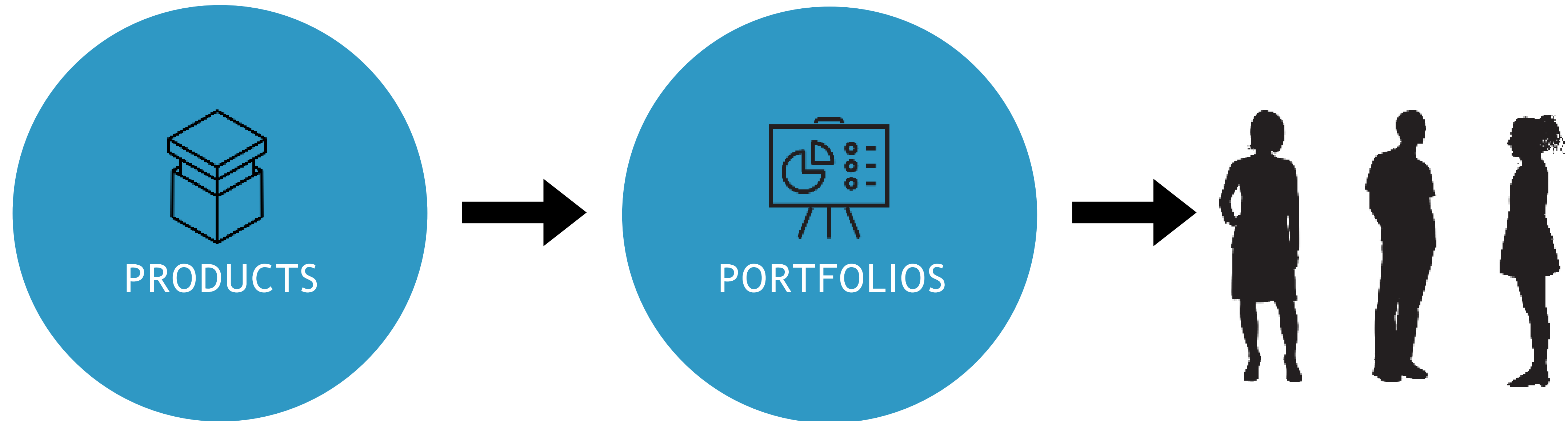
# Investment personalization.



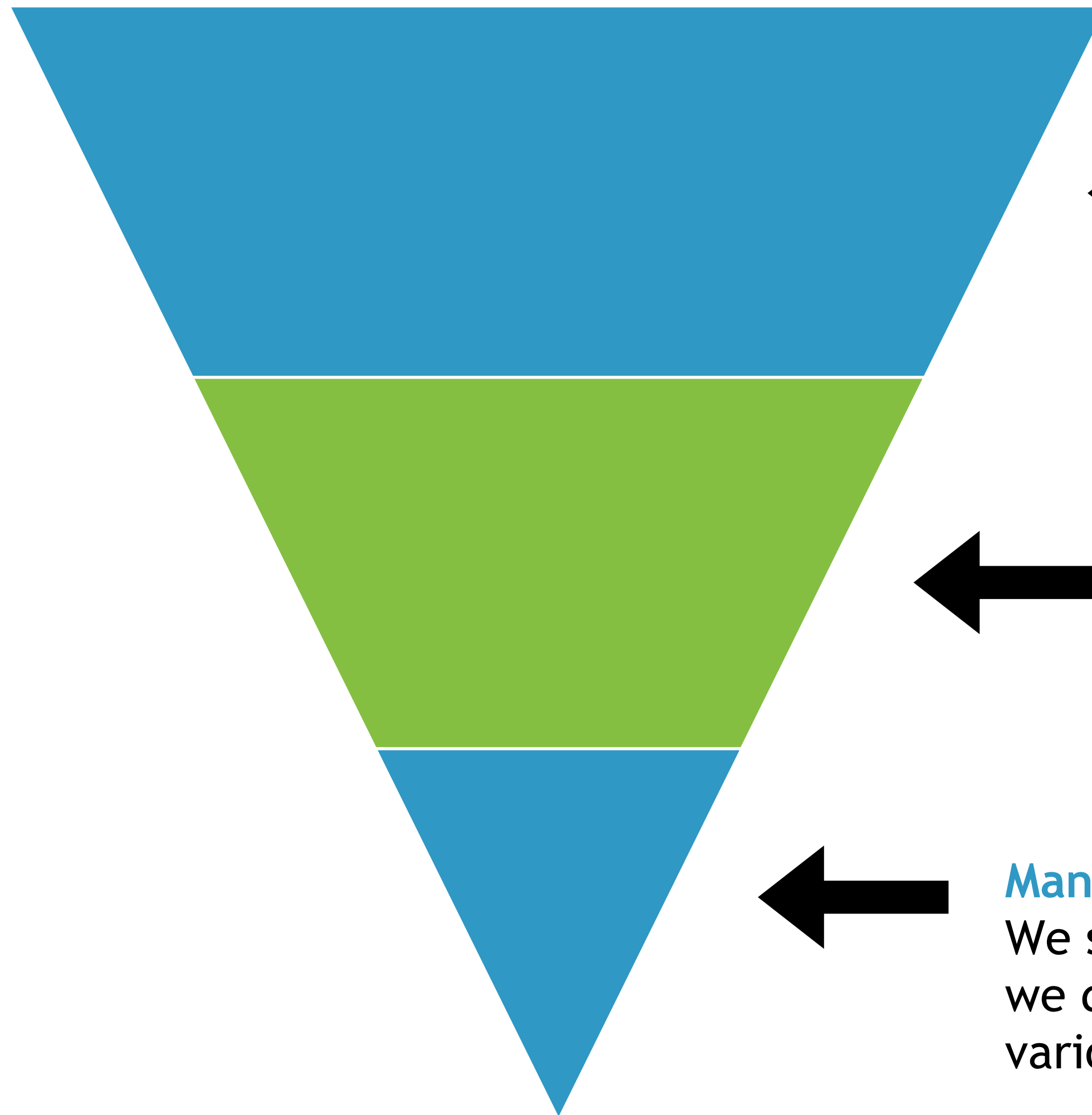
## Capitalize on market demands.



Evolve our approach.



## Unbundle our capabilities.



### Design asset allocations.

We determine the best structure for portfolios or glide paths given the need for growth, income, or capital preservation.

### Construct portfolios.

We select the underlying components or strategies that will make up a model.

### Manage investments.

We select and manage subadvisors, and we directly manage securities across various strategies or in overlays.



# Deliver investment flexibility.

## Systematic core strategies.

- Modernize traditional structure of passive investing
- Cost-effective, greater transparency, and easily implemented
- Tailored solutions that best suit investors' financial goals and sustainable investing priorities
- Designed and managed by SEI

## Vista fund.

- Designed to benefit from the correction of imbalances created by post-GFC policy regimes
- Focused on FX, rates, and derivatives markets across multiple asset classes
- Tailored exposures are designed to be long volatility (left and right tail)
- Designed by SEI and managed by carefully selected third-party managers

## ETFs.

- Factor-based strategies designed to support a goals-based wealth management approach
- Utilize quantitative-based, active stock selection investment strategy to evaluate large-capitalization stocks tailored to each factors
- Optimized to a portfolio with exposure to equity securities
- Actively managed by SEI

# Questions?





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## Building brave futures.

- Leverage our reach.
- Deliver what the market values. Change the market perception.
- Be aggressive.
- Capitalize on market trends.
- Connect and seize addressable market opportunities.
- Use our industry position as power.
- Be on offense.



# Forward-looking statement.

This presentation contains forward-looking statements within the meaning or the rules and regulations of the Securities and Exchange Commission. In some cases you can identify forward-looking statements by terminology, such as “may,” “will,” “expect,” “believe” and “continue” or “appear.” Our forward-looking statements include our current expectations as to:

- the degree to which market conditions and trends create growth opportunities for us,
- 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, and
- 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,
- whether we are positioned for sustainable growth and to take advantage of opportunities to increase shareholder value,
- 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 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.

You should not place undue reliance on our forward-looking statements, as they are based on the current beliefs and expectations of our management and subject to significant risks and uncertainties, many of which are beyond our control or are subject to change. 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 December 31, 2021, filed with the Securities and Exchange Commission.



# Thank you.