

Connecting financial services.

SEI Investments Company (NASDAQ:SEIC)
Investor Presentation, Q3 2023



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

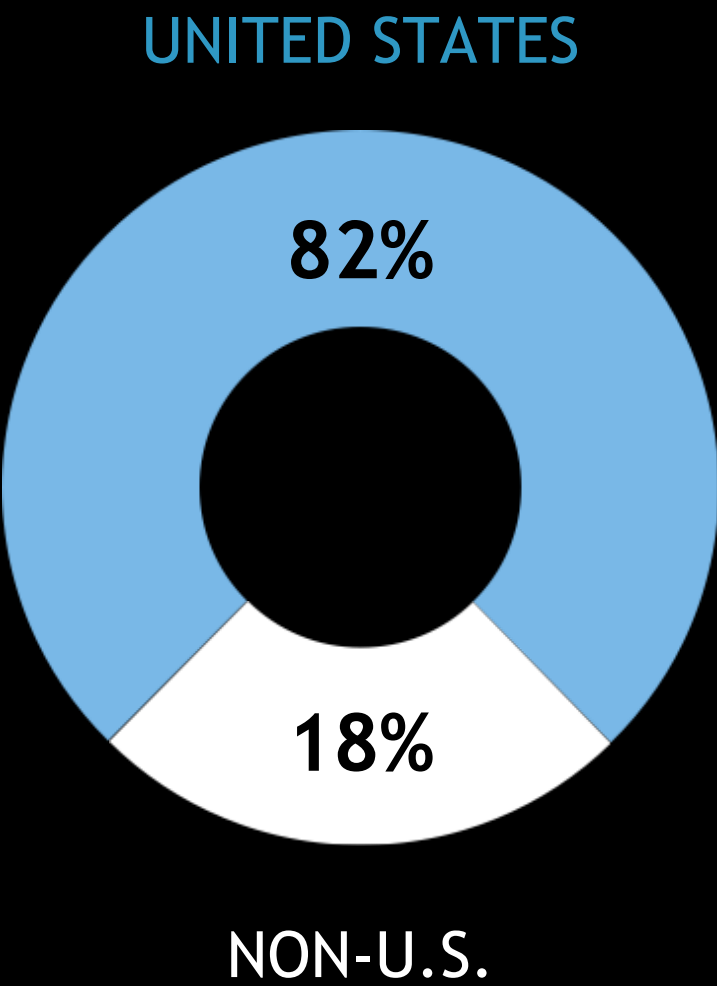
Data and security.

- 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.

2022 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 assets through the One SEISM strategy
- Foster a collaborative culture, nurture initiatives and learn from mistakes



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 and invest 8-10% of annual revenues in R&D
- 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.

2021
Novus

Data management and
analytics technology

2021
Finomial

Cloud-native, investor-
focused technology

2018
**Huntington
Steele**

Private wealth
management firm

2021
Oranj

Cloud-native,
front-office
technology

2021
**Atlas
Master Trust**

Defined contribution
master trust
in the U.K.

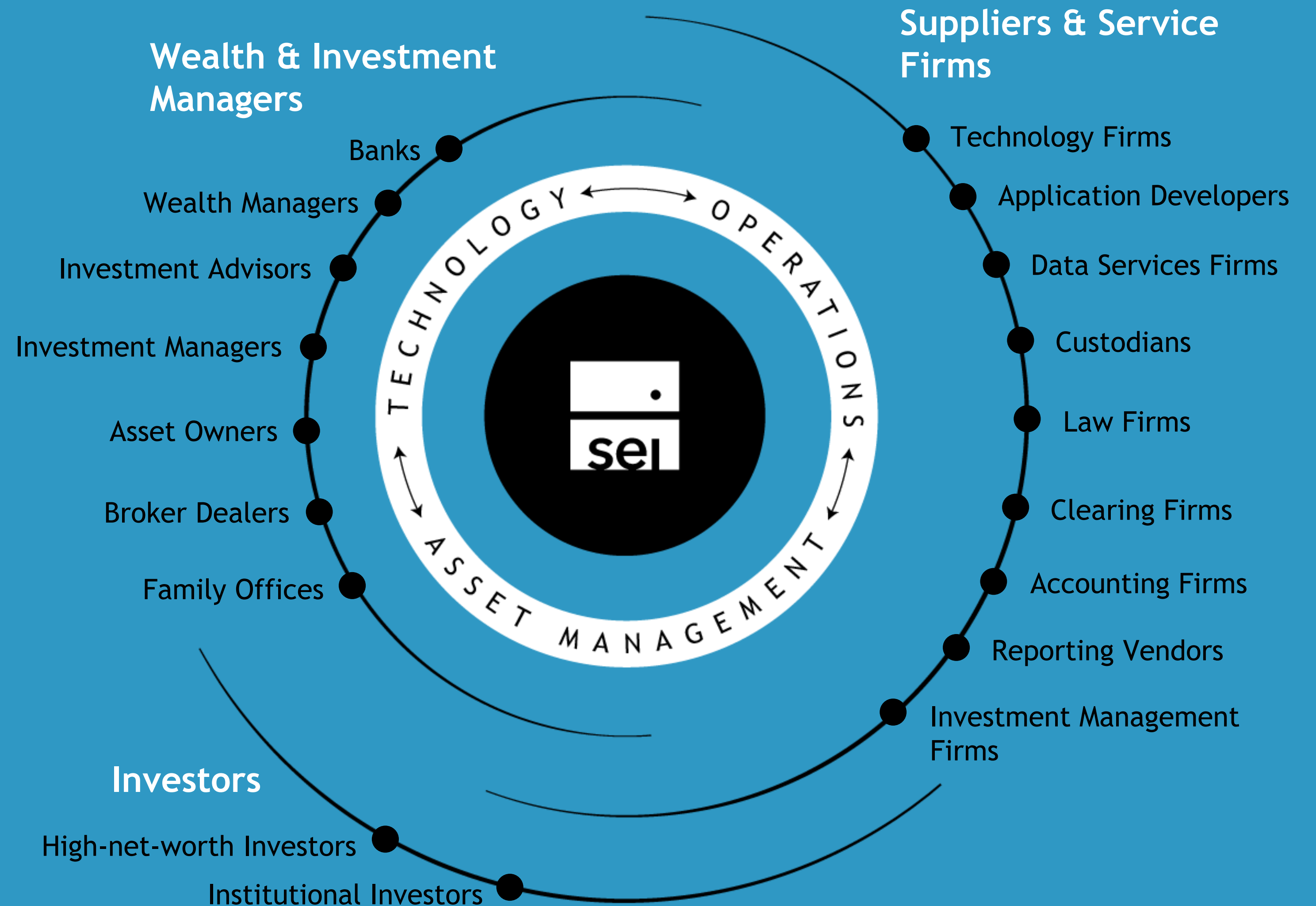
2017
Archway

Family office
technology



How we do it. Leverage our reach.

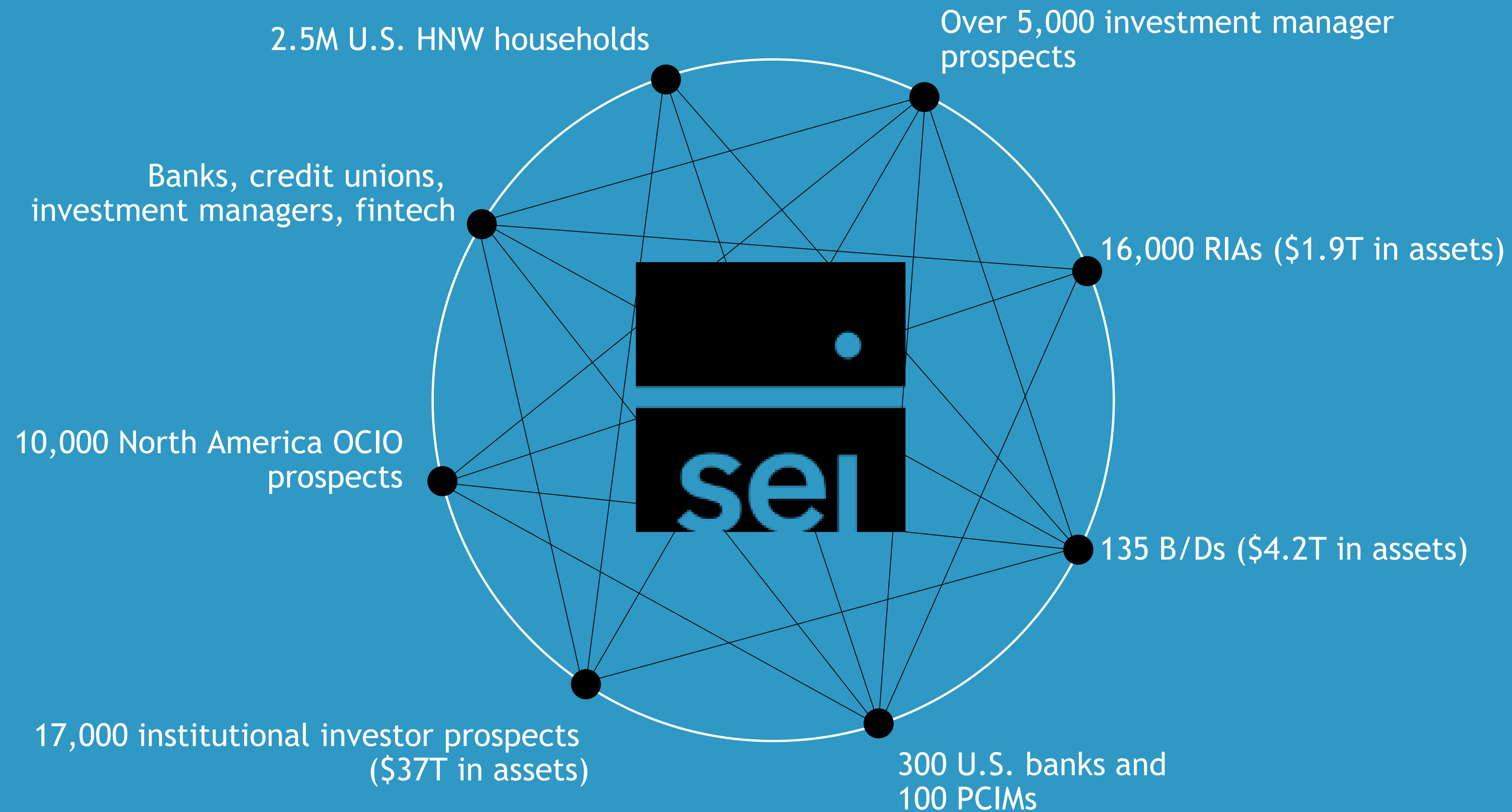
With relationships across the financial services industry, we're uniquely positioned to meet our clients' emerging and converging needs and capture growth opportunities that increase shareholder value.



Where we're going. Capitalize on market trends.



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



Where we're going. 2023 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

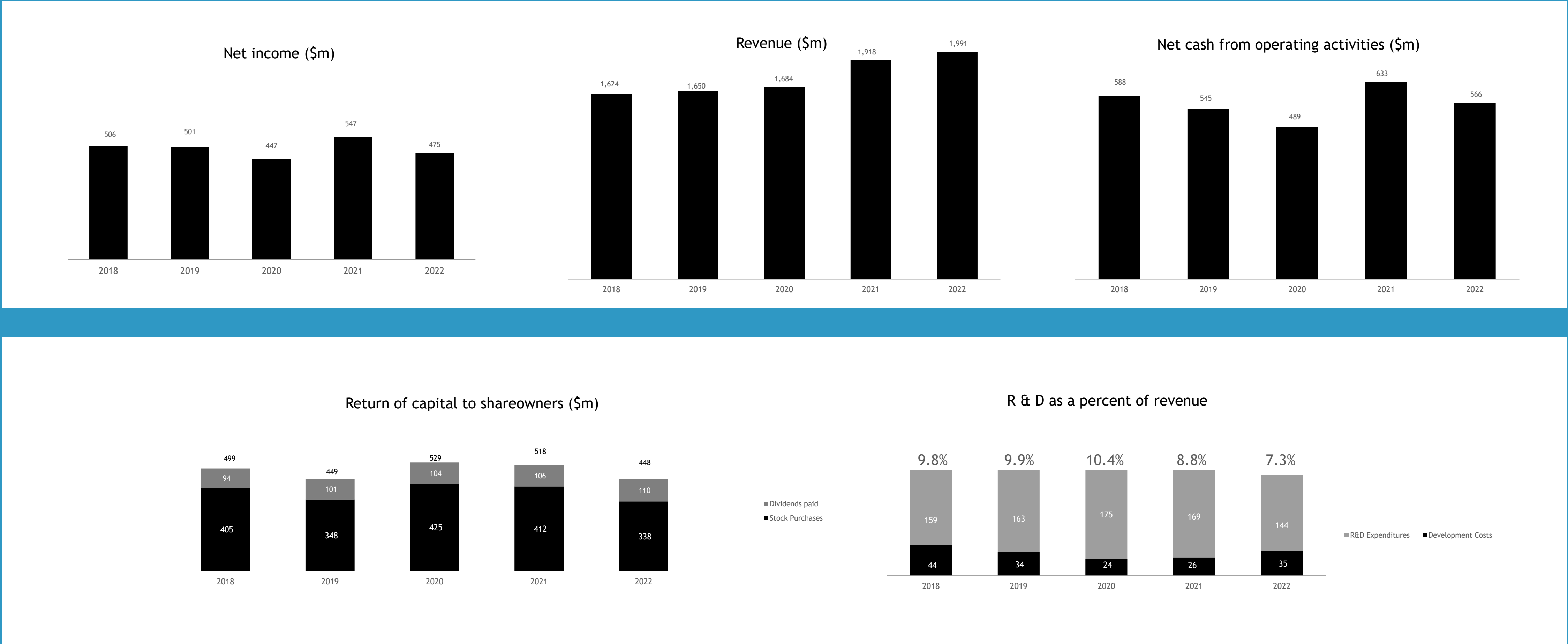
- Accelerate our growth rate and profitability
- Sustainable over time with “paid for” reinvestment
- Dividends and buybacks

Key financial metrics.

	SEI				S&P 500			
	1 year	3 years	5 years	10 years	1 year	3 years	5 years	10 years
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%



Financial highlights.*



*Past performance is not indicative of future results.

About us. At a glance.

1.3T

Approximately
\$1.3 trillion in assets under
management
and administration*

5,000

Approximately 5,000
employees across the globe
in 8 nations*

10&49

Clients include 10 of the top
20 U.S. banks and 49 of the
top 100 investment managers
worldwide*



*As of Sept. 30, 2023, through its subsidiaries and partnerships in which the company has a significant interest, SEI manages, advises or administers approximately \$1.3 trillion in hedge, private equity, mutual fund and pooled or separately managed assets. Number of employees is approximate and is as of June 30, 2023. Bank client and investment manager client statistics are as of Dec. 31, 2022 and collected by *American Bankers Association* and *Pensions & Investments*.

About us. Our values.



Investor resources.

Investor information

- seic.com/investor-relations
- [SEI 2022 Annual Report](#)
- [SEI 2022 Form 10-K](#)
- [SEI 2023 Proxy Statement](#)
- [SEI 2021 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.