

SEI investor presentation.



April 2024

SEI Investments Company (NASDAQ: SEIC)

Who we are.

Helping clients more intelligently deploy their capital to grow their business.

\$1.5T

\$1.5 trillion
in AUM & AUA*

\$6.9T

\$6.9 trillion in assets
processed on our wealth
management platforms*

5,000

Approximately
5,000 employees
across the globe*

9&48

Clients include 9 of the top 20 U.S.
banks and 48 of the top 100
investment managers worldwide*

*As of March 31, 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. Assets processed on wealth management platforms is as of Dec. 31, 2023. Number of employees is approximate and is as of March 31, 2024. Bank client statistics are as of March 31, 2024 and collected by *American Bankers Association*. Investment manager client statistics are as of Dec. 31, 2022 and collected by *Pensions & Investments*.



What we do.

Deliver capabilities standalone or as comprehensive solutions.

Technology

Powering the future of wealth

- Front-to-back office technologies
- Flexible, scalable, and unified technology
- Open architecture and APIs for seamless integrations

Operations

Achieving operational excellence

- Fund administration and investment accounting
- Custody / sub-custody processing services and safeguarding of assets
- Data and information management, analytics, and reporting
- Network operations, cloud, and cybersecurity services

Asset management

Connecting investors to what matters most

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

How we do it.

Operate on a global scale.

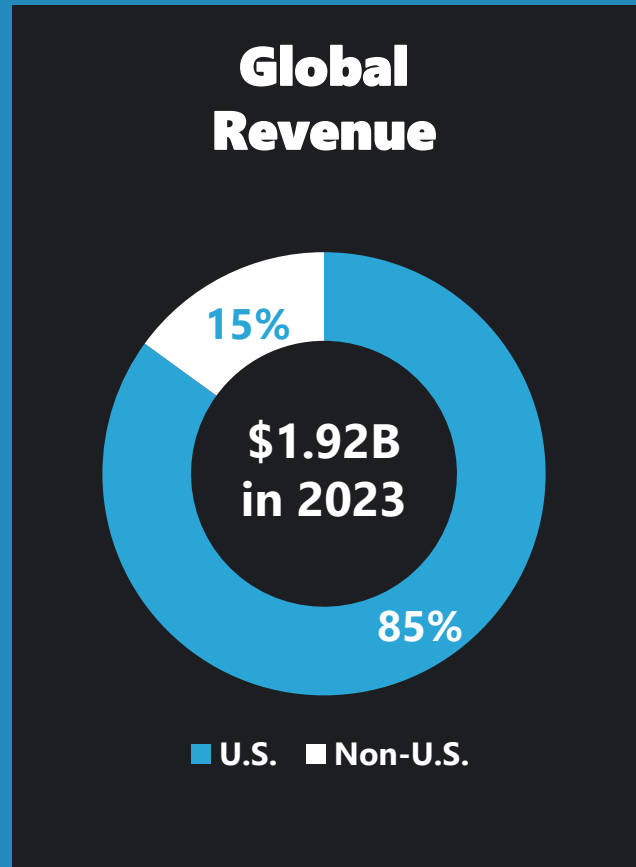
Offices in:

U.S.
Canada
U.K.
Ireland
India
Luxembourg
South Africa



How we do it.

Operate on a global scale.



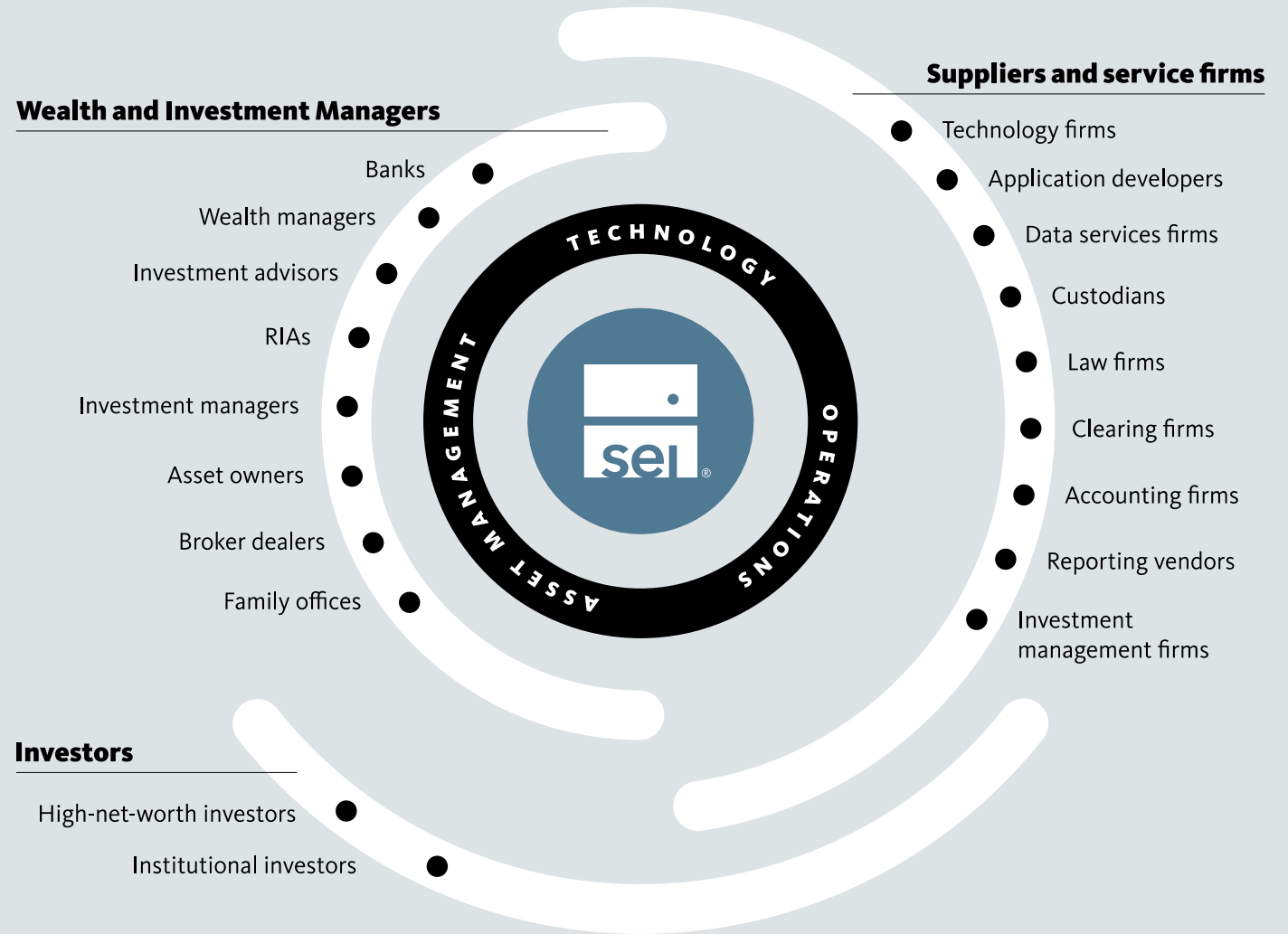
Capabilities	United States	Canada	Europe	Asia	South Africa
Wealth & investment management technology & operations	●	●	●	●	
High-net-worth asset management	●	●	●		
Institutional asset management	●	●	●		●
Major client service centers	Oaks, PA Indianapolis, IN	Toronto	London Dublin Luxembourg	Greater Delhi,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



How we do it.

Leverage our industry position.

With relationships across the financial services industry, we're uniquely positioned to meet our clients' emerging and converging needs and help them drive growth.



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



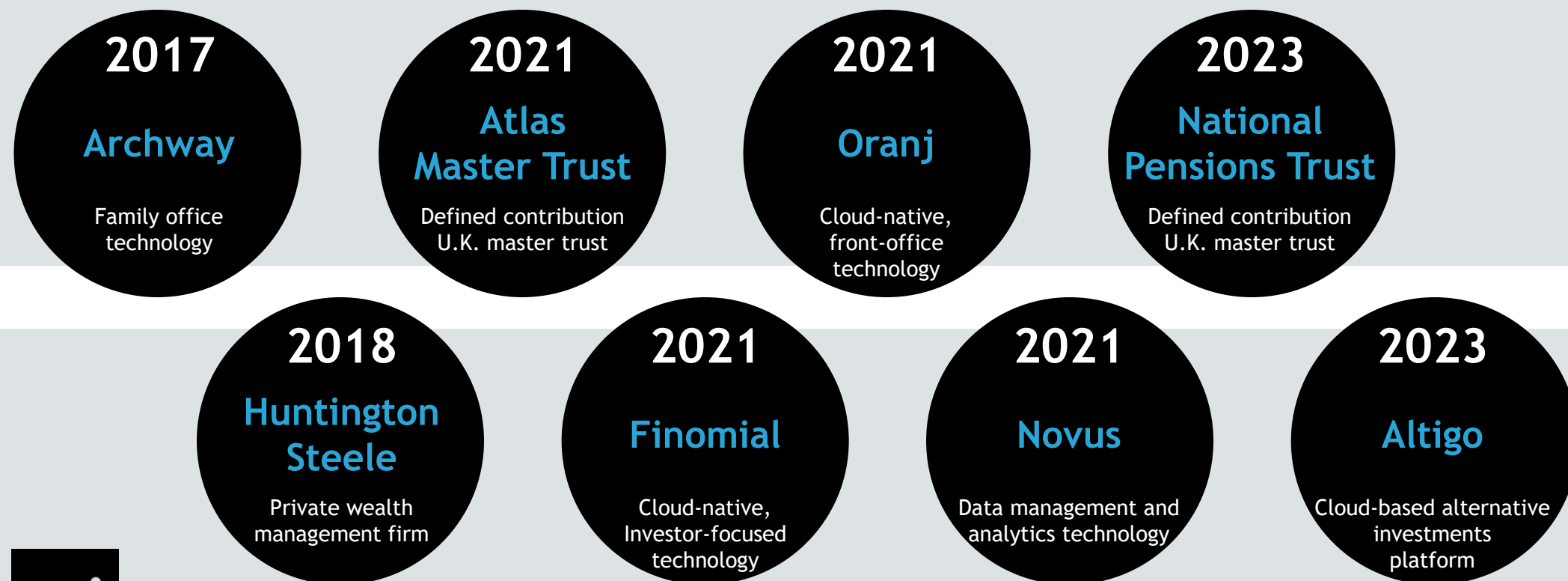
Leverage financial strength

- Maintain a strong balance sheet and invest approximately 7-10% 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.



Where we're going.

Capitalize on market trends.

1.

**Outsourcing
to accelerate
growth**

2.

**Alternative
assets**

3.

**Cyber and
data**

4.

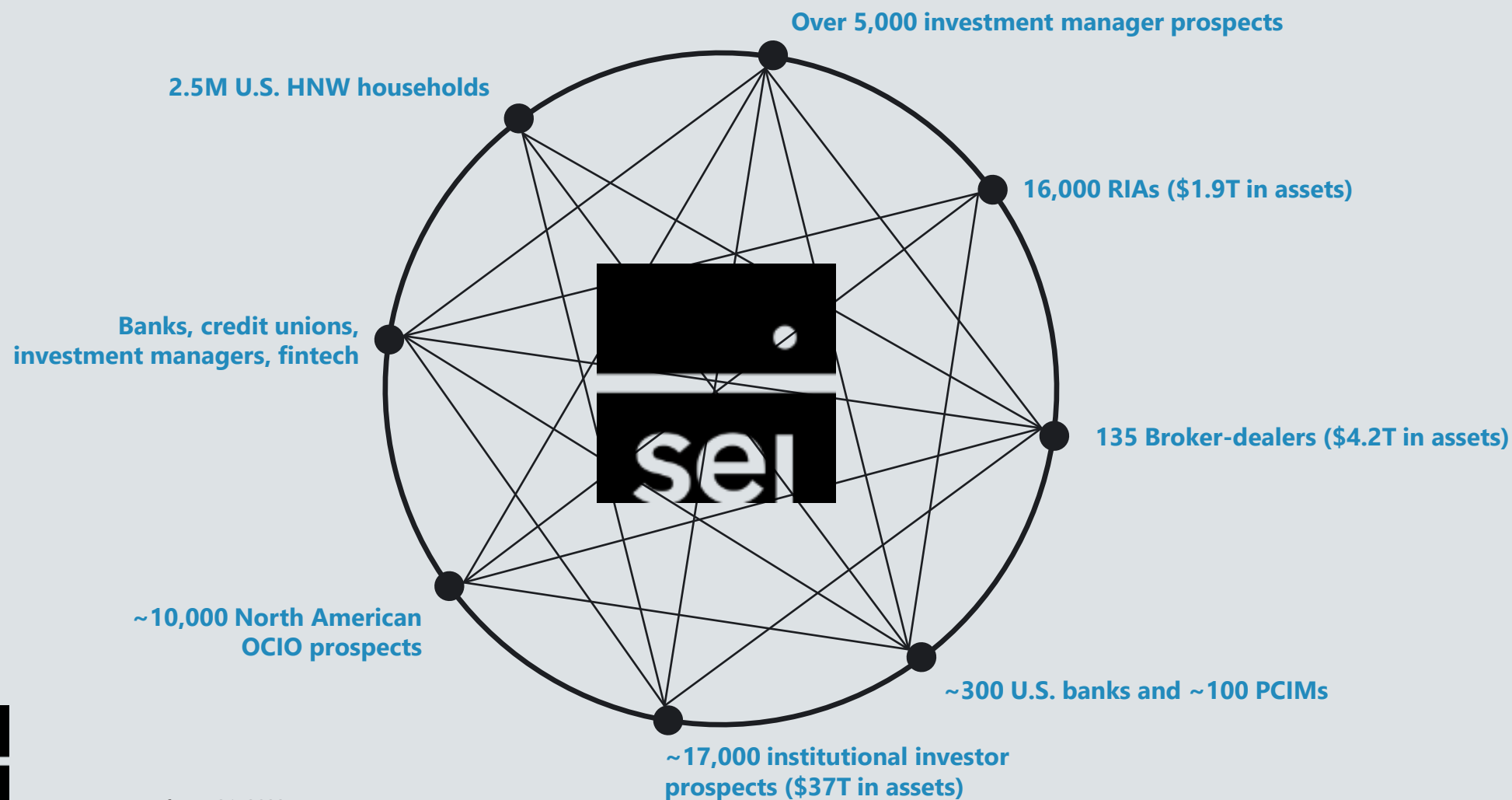
Talent

5.

**RIAs and
intermediary
growth**

Where we're going.

Connect and seize addressable market opportunities.



*As of Dec. 31, 2022

Where we're going.

Capitalize on market trends.

1.

Sales

2.

**New business
ideas**

3.

**Client
penetration**

4.

**Employee
engagement**

5.

Profit

Where we're going.

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 driving long-term, sustainable growth for our shareholders

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

Our performance.

Key financial metrics.

SEIC

S&P 500

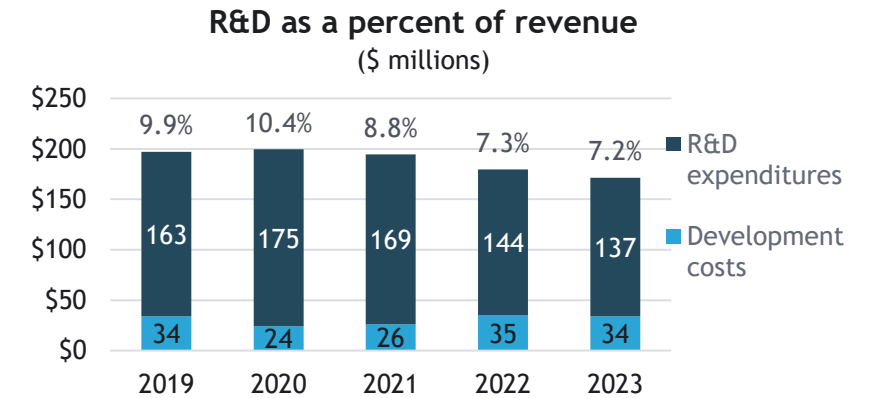
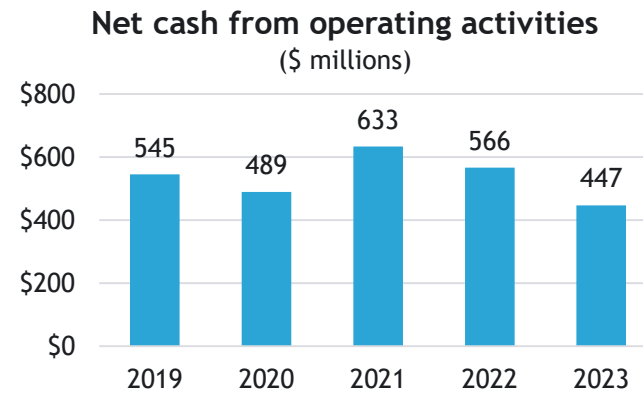
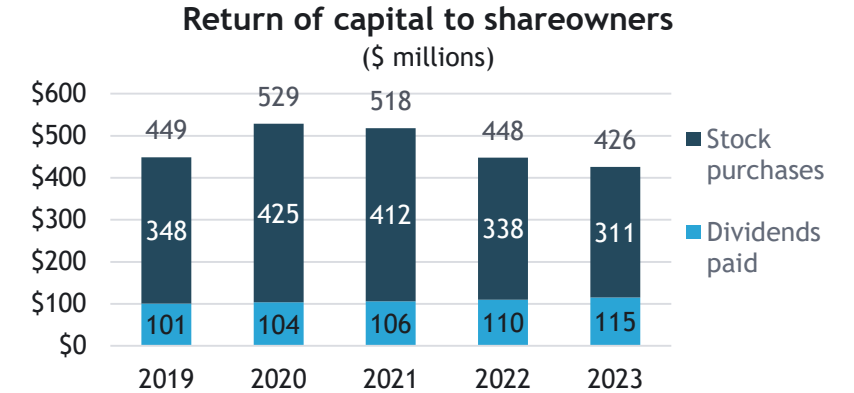
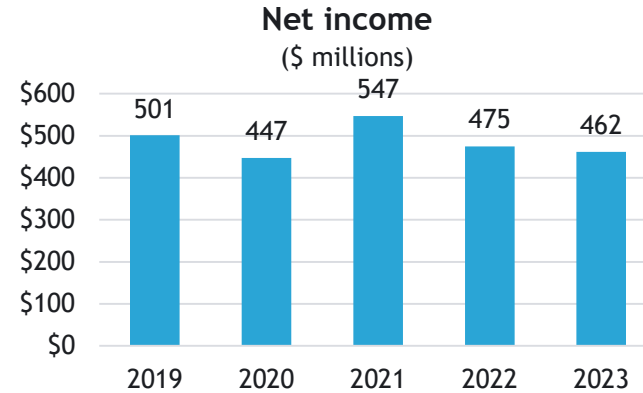
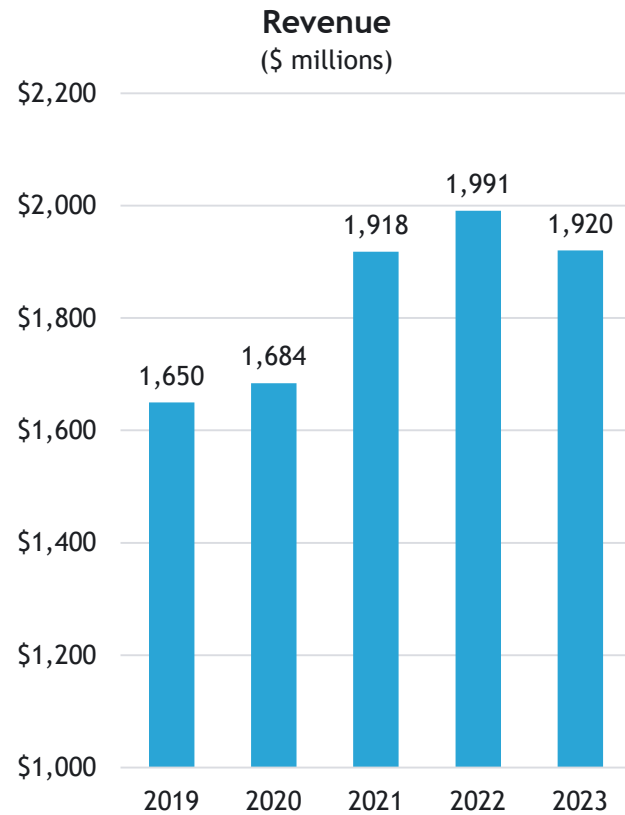
	1 year	3 years	5 years	10 years	1 year	3 years	5 years	10 years
Return on assets	19.19%	22.27%	23.45%	22.47%	4.02%	3.99%	3.66%	3.47%
Return on equity	21.68%	26.47%	28.00%	26.92%	18.61%	19.18%	17.44%	16.24%
Operating margin	22.11%	26.41%	26.87%	26.39%	14.29%	15.19%	14.41%	14.35%
Net profit margin	24.08%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



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

Our performance.

Financial highlights.*



*Past performance is not indicative of future results..

About us.

Our values.

courage.

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

integrity.

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

collaboration.

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

inclusion.

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

connection.

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

fun.

We have fun.



Investor resources.

Investor information

- **Website:**

- seic.com/investor-relations

- **Email:**

- SEIinvestorrelations@seic.com

- **Annual Reports:**

- [SEI 2023 Annual Report](#)
- [SEI 2024 Proxy Statement](#)
- [SEI 2022 Corporate Social Responsibility Report](#)

Social media.



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[@sei_hq](#)



[/company/SEI](#)



[@SEIInvestments](#)



[@SEI_Investments](#)



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, 2023, filed with the Securities and Exchange Commission. We will not update any of our forward-looking statements.



Thank you.

