

SEI®

SEI Investments Company

(NASDAQ: SEIC)

**Where
technology
and investments
intersect**

Investor Presentation

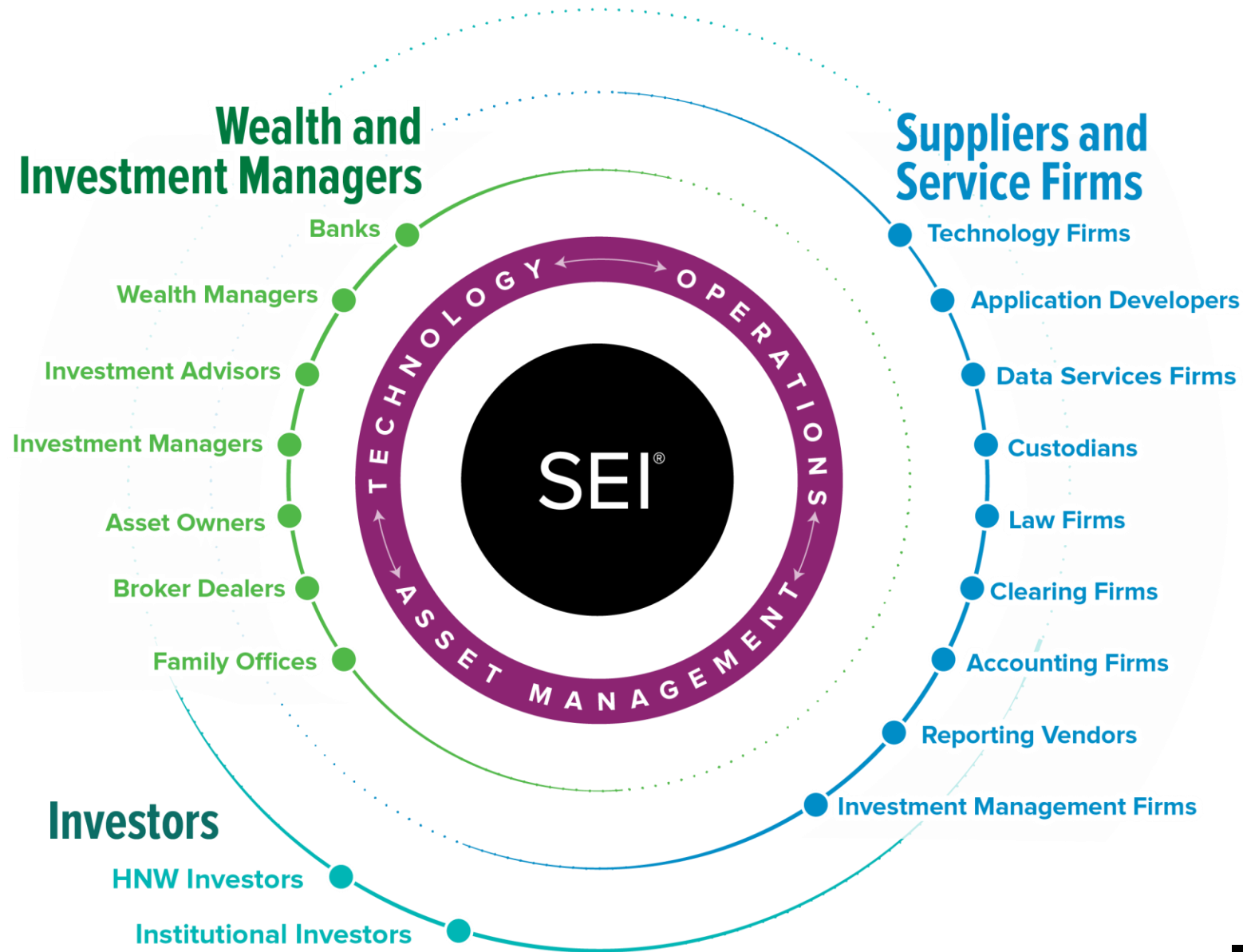
Q2 2021

Who we are

We're a pioneer, helping our clients face and embrace change by delivering financial technologies and investment management solutions.

Distinct position

With relationships spanning the wealth and investment management industry, we are uniquely positioned to address the emerging and increasingly converging needs of wealth managers, investment managers and investors.



At a glance

We challenge the status quo. We think ahead. We embrace transformation. A dynamic, diverse and client-focused workforce is key to mutual success.

1968

Founded in 1968 by Alfred P. West, Jr.

1981

A public company since 1981

\$1 trillion

Approximately \$1 trillion in assets under management and administration*

4,000

Approximately 4,000 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 March 31, 2021, through its subsidiaries and partnerships in which the company has a significant interest, SEI manages, advises or administers approximately \$1 trillion in hedge, private equity, mutual fund and pooled or separately managed assets, including approximately \$384 billion in assets under management and \$836 billion in client assets under administration. Number of employees is approximate and is as of March 31, 2021. Bank client and investment manager client statistics are as of December 30, 2020.

Financial highlights*

Recurring revenues

>90% of revenues are recurring

Profitable

Long-term track record of GAAP profitability and growth

Strong cash flow

Cash flow from operations of \$489 million in 2020 or \$3.28 per share

Commitment to clients

Target 8-10% of revenues for research and development

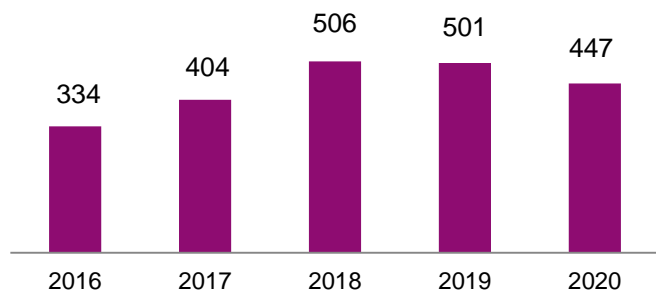
Commitment to shareholder value

Return capital to shareholders through dividends and stock purchases, approximately \$529 million in 2020

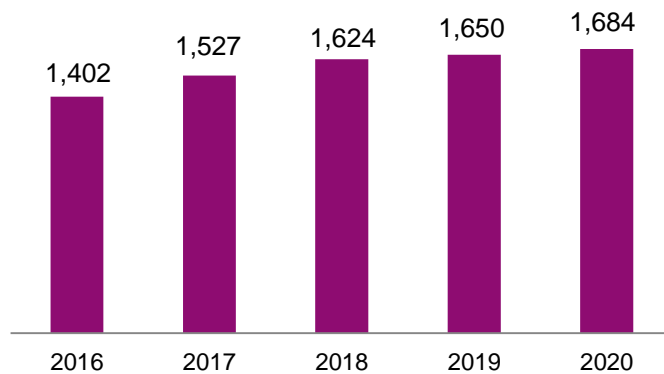
*Past performance is not indicative of future results.

Financial highlights*

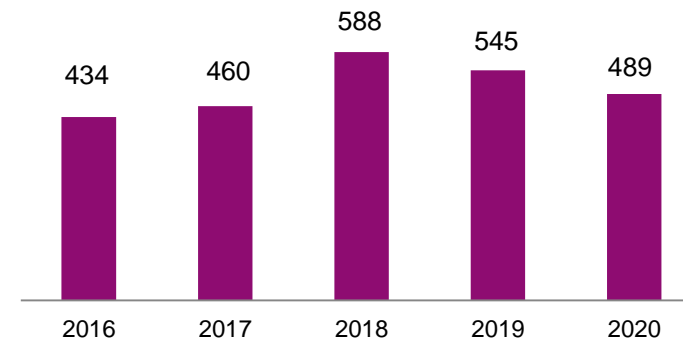
Net income (\$m)



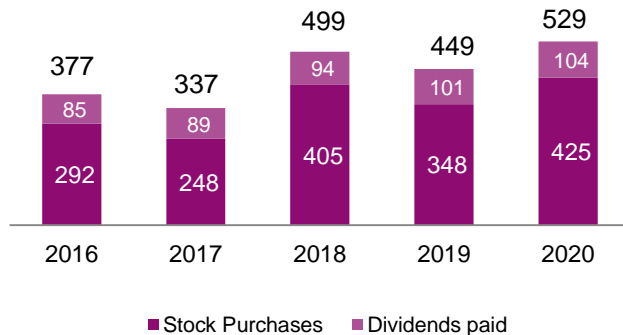
Revenue (\$m)



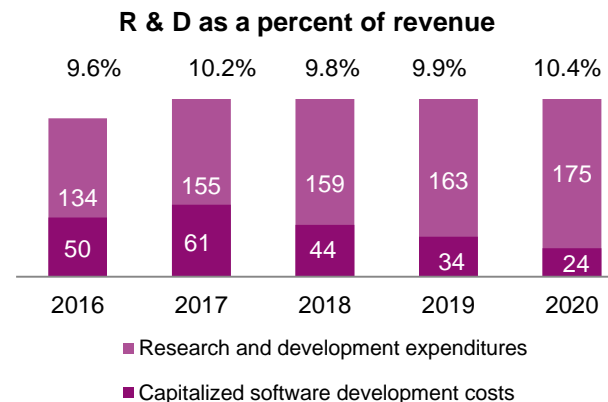
Net cash from operating activities (\$m)



Return of capital to shareowners (\$m)



Research and Development (\$m)



*Past performance is not indicative of future results.

Committed to corporate social responsibility

2020 Snapshot

Sustainable Investing

- Signatory to the United Nations Principles for Responsible Investment (UN PRI)
- Issued SASB-aligned corporate social responsibility report
- Launched a global investment stewardship strategy
- Joined other investment consulting firms in the U.K. to establish the Investment Consultants Sustainability Working Group

Human Capital

- Launched or expanded external partnerships, aimed at impacting youth of color and Black, Indigenous and people of color (BIPOC) communities
- Implemented initiatives and policy changes to address employees' changing needs while working from home
- Created a senior management subcommittee, focused on equity and opportunity within our global workforce
- Founded the SEI Black Professionals Network
- Expanded on internal programs to recruit, keep and educate a diverse base of employees

Environmental Impact

- Joined Climate Action 100+
- Established baselines for measuring greenhouse gas emissions
- Completed the construction of a new 104,000-square-foot office building that exceeds high-efficiency standards from the Building Owners and Managers Association (BOMA)

Additional information can be found in our [2019 Corporate Social Responsibility Report](#) and [2021 Proxy Statement](#).

What we do

We connect technology and investments by delivering capabilities across the spectrum of wealth and investment management globally.

Offer a differentiated set of capabilities

Our solutions address three critical client needs: technology, operations and asset management.

Technology: The heartbeat of our business.

From the front to back office, we've developed end-to-end platforms for wealth and investment management, delivered as flexible outsourced infrastructure solutions that include processing, network and cybersecurity services.

Operations: Transforming our clients' operational infrastructure into a competitive advantage.

Our platforms provide technology-enabled solutions from the front to back office, such as information analytics and investor capabilities, administrative and investment services, and fund administration and accounting services.

Asset management: Helping investors achieve their goals and make sound investment decisions.

We offer goals-based advice, customized wealth management solutions, and outsourced investment management programs that are constructed to help clients achieve personal, business and investment objectives.

Combine capabilities into solutions for multiple markets

	WEALTH AND INVESTMENT MANAGERS			INVESTORS	
SEGMENT	Private Banks	Investment Advisors	Investment Managers	Institutional Investors	Investments in New Business (R&D Segment)
SEI SOLUTION	Global wealth management services including technology, operations and asset management	Comprehensive wealth management platform for U.S. investment advisors	Global investment management services including technology and operations	Outsourced Chief Investment Officer (OCIO) solutions	Comprehensive life and wealth solution for ultra-high-net-worth families
MARKETS	U.S. and U.K. banks Wealth managers	Independent RIAs	Traditional and alternate investment managers worldwide Family offices	Retirement plan sponsors and institutional investors in in select global markets	Ultra-high-net-worth investors

Operate on a global scale

We adapt solutions globally, expanding our addressable markets.



SOLUTION	UNITED STATES	CANADA	EUROPE	SOUTH AFRICA
Wealth management technology and operations	✓	✓	✓	
Investment management technology and operations	✓	✓	✓	
HNW asset management	✓	✓	✓	
OCIO services and institutional asset management	✓	✓	✓	✓
Independent Advisor Solutions	✓			
MAJOR CLIENT SERVICE CENTERS	Oaks, PA USA	Toronto, Canada	London, UK Dublin, IRE	Johannesburg, South Africa

How we do it

We focus on four tenets: turning challenges into opportunities, meaningfully engaging clients and employees, driving growth, and leveraging our financial strength.

Apply a proven business model

Our growth strategies are anchored in our robust business model. We consistently work to identify and implement initiatives that reflect these core fundamentals.

Turn challenges into opportunities

- Focus on the long-term; seek opportunities to turn market headwinds into tailwinds
- Invest 8-10% of revenues in R&D and be patient with new potential winners
- Foster a collaborative culture, nurture initiatives and learn from mistakes

Grow

- Focus on achieving organic growth
- Leverage assets through the One SEISM strategy
- Consider selective acquisitions that may enhance strategic growth

Engage Clients and Employees

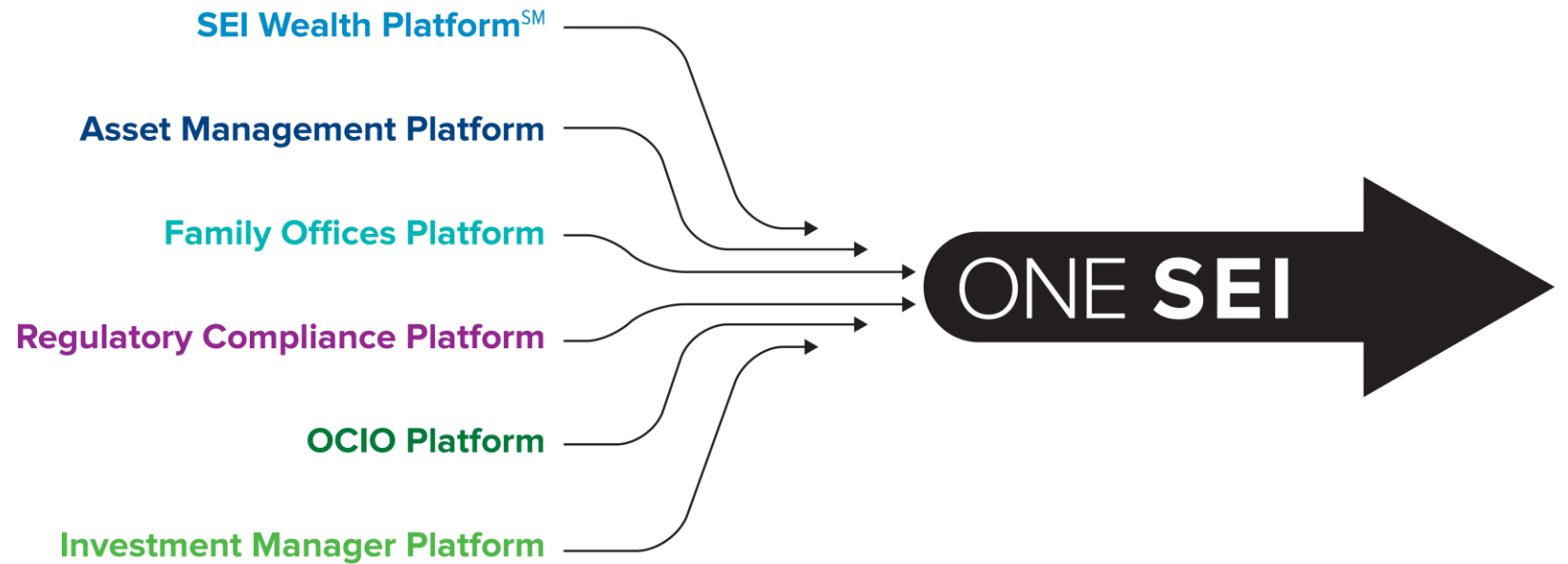
- Drive a client-first culture and forge intimate client relationships
- Be thought leaders
- Maintain focus on employee safety and corporate social responsibility

Financial strength

- Focus on generating sustainable growth in earnings-per-share, recurring revenue and predictable cash flows
- Maintain a strong balance sheet
- Return capital through dividends and stock buy-backs

Approach with a One SEISM mindset

We take a broader view of our clients' needs and then look across our company to help them address multiple challenges. By integrating people, processes and technology, we provide clients with the capabilities and human capital to support their strategic objectives—even in times of change.



One SEI: A mindset and a strategy

Expanding market opportunities and increasing the size of addressable markets

Modularization and APIs

EXAMPLE

Enable an unbundled approach to product delivery and integration

Cross-selling solutions into adjacent markets

EXAMPLE

SEI Family Office Services

Combining existing capabilities to create new solutions for new markets

EXAMPLE

Enhanced OCIO for large institutional investors

Bringing to market what we built for ourselves

EXAMPLE

SEI IT Services

Unbundling services

EXAMPLE

Global Regulatory Compliance Services

Investor Resources

Investor information

- seic.com/investor-relations
- [SEI 2020 Annual Report](#) and [Form 10-K](#)
- [SEI 2021 Proxy Statement](#)
- [SEI 2019 Corporate Social Responsibility Report](#)

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Forward-looking statements

This document contains forward-looking statements within the meaning of the rules and regulations of the Securities and Exchange Commission. In some cases you can identify forward-looking statements by the words “may,” “will,” “expect,” “plan,” “believe” and “continue” or “appear.” Our forward-looking statements include discussions about future initiatives, opportunities, solutions, platforms, operations, strategies and financial results, including:

- our commitments to and plans for social responsibility,
- focus on long-term growth and initiatives and strategies for growth,
- the rate of our investments in innovation,
- our focus on focus on sustainable growth in earnings-per-share, generating recurring revenue and predictable cash flows, maintaining a strong balance sheet and returning capital through dividends and stock buy-backs,
- the timing of our introduction, if any, of new capabilities, platforms or solutions and the success of these endeavors,
- the elements of our business model,
- our ability to unlock the power and potential of our assets,
- the elements of our One SEI mindset and strategy and the degree to which we may develop these elements,
- our ability to adapt to changing market, and
- the degree to which our strategies will create opportunities for growth and value.

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, 2020, filed with the Securities and Exchange Commission and available on our website at <https://www.seic.com/investor-relations> and on the Securities and Exchange Commission’s website (www.sec.gov). There may be additional risks that we do not presently know or that we currently believe are immaterial which could also cause actual results to differ from those contained in our forward-looking statements. We do not undertake to update the forward-looking statements to reflect the impact of circumstances or events that may arise after the date of the forward-looking statements.

Thank You