

SEI New ways.
New answers.®



Get to know why

YOUR ADVISOR CHOSE SEI

seic.com/advisors

In working

TOWARD YOUR GOALS,

your advisor has chosen to use the resources of SEI. Because we want you to feel as comfortable with us as your advisor does, we'd like to share our story with you.

Who is SEI?

As an acknowledged industry leader, we have developed specialized tools and services by drawing on our expertise in financial industry knowledge, leading-edge investment strategies and asset management technology.

Founded in 1968, SEI is headquartered in Oaks, Pennsylvania, with offices based around the world. For over 50 years, we have used the most up-to-date research to anticipate changing investor needs and create innovative solutions designed for people like you and institutional investors. As of December 31, 2018, we hold \$307 billion in assets under management and \$573 billion in assets under administration.

Our products and services help corporations, financial institutions, and you create and manage wealth to support your goals.

- › *SEI was named the "Top OCIO Provider" at the Institutional Asset Management Awards in November 2018.*
- › *Pensions & Investments named SEI one of the Best Places to Work in Money Management in 2017. SEI also won this award in 2016, 2015, 2013 and 2012 (December 2017).*

We safeguard your assets at SEI Private Trust Company

Many of the communications you receive from us will come from SEI Private Trust Company (SPTC), which is a wholly owned subsidiary of SEI. As a trust institution, SPTC segregates your assets from its own assets and holds them as custodian. Assets held in accounts at a trust company are not assets of the trust company. Therefore, trust company creditors have no claim to such assets.

Your investments are held in your name at SPTC. The company may not pledge, hypothecate or margin assets that it holds in custody. Because of its reputation in the banking industry, many leading banks use our trust accounting system—the very same operations platform that administers your account.



A constant search for
NEW WAYS, NEW ANSWERS
to benefit clients.

As a leader in the financial services industry, our history of innovation stands the test of time.

Some examples over the last 50 years:

In 1968, SEI's leaders recognized the need for faster and better training for bank loan officers, and founded the company to create the **first computer-simulated loan workout training technology**.

In the 1970s, SEI created a **completely automated bank trust accounting system**. Through TRUST 3000® and the SEI Wealth PlatformSM, we have significant relationships with trust departments from 11 of the 20 largest U.S. banks.¹

In the 1980s, we helped change the way people look at investing by **integrating modern portfolio theory with comprehensive asset allocation models**—a process that now is an investment cornerstone.

In the 1990s, Gil Beebower (then an SEI employee), along with Gary Brinson and Brian Singer, authored the original landmark asset allocation study concluding that asset allocation, not market timing or stock selection, is the primary driver behind how different portfolios generate different returns.

SEI also led the development of a **fee-based operating platform for independent advisors**, aligning advisors' business interests with their clients' investment success.

SEI was also **among the first companies to offer the manager-of-managers concept** to both institutional and individual investors. Today, clients are served by leading specialist money managers—firms such as **Neuberger Berman Investment Advisers** and **Lazard Asset Management**—using the same sophisticated investment philosophy and process developed to serve institutional investors.

We introduced **an asset management program for corporate pension plans** that enables the CFO to more fully address how pensions impact the company's financial position. Companies such as **The J.M. Smucker Company** and **Panasonic** use our asset management approach.¹

¹As of December 31, 2018, through its subsidiaries and partnerships in which the company has a significant interest, SEI manages or administers \$884 billion in hedge, private equity, mutual fund and pooled or separately managed assets, including \$307 billion in assets under management and \$573 billion in client assets under administration. SEI serves clients, conducts or is registered to conduct business and/or operations, from numerous offices worldwide.

SEI is listed on the NASDAQ Stock Exchange as SEIC.

We are as dedicated to
YOUR SUCCESS
as we are to corporate clients like these.²



Mercedes-Benz



Plus, we're honored to serve the trust departments of 11 of the 20 largest (by asset) U.S. banks.

²Represents a partial list of current institutional clients, selected from SEI's complete client roster, all of which are global, corporate defined benefit and/or defined contribution clients, have assets over \$50 million and have provided SEI with permission to use their names in marketing materials. It is not known whether the listed clients approve of SEI or the advisory services provided. The inclusion of particular clients on this list does not constitute an endorsement or recommendation of SEI's products or services by such clients. Client list as of December 31, 2018. This is a representative client list.

Information provided by SEI Investments Management Corporation, a wholly owned subsidiary of SEI.

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There are risks involved with investing, including loss of principal. Diversification may not protect against market risk. There is no assurance the goals of the strategies discussed will be met.