

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 40 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.

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

› *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 40 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 **Alliance Bernstein, L.P.** and **Delaware Management Company**—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 **J.M. Smucker Company** and **Panasonic** use our asset management approach.¹

¹As of December 31, 2017, through its subsidiaries and partnerships in which the company has a significant interest, SEI manages or administers \$861 billion in hedge, private equity, mutual fund and pooled or separately managed assets, including \$337 billion in assets under management and \$518 billion in client assets under administration. SEI serves clients, conducts or is registered to conduct business and/or operations, from numerous offices worldwide.

SEI New ways.
New answers.®

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



Mercedes-Benz



Panasonic




Universal Corporation



HITACHI

Teleflex®

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 North American, nonprofit or corporate clients and have provided SEI with permission to use their names in marketing materials. List includes nonprofit clients with assets over \$25 million and corporate clients with assets over \$50 million. 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 June 30, 2017. This is a representative client list; for a full list of current institutional clients in this category, please email institutions@seic.com.

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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.