

**SEI** New ways.  
New answers.®



Leading-edge Support for  
Financial Advisors and Their Clients

In working toward your goals, your advisor has chosen to utilize the resources of SEI. An acknowledged industry leader, SEI has developed specialized tools and services based on three integrated core competencies: financial industry knowledge, leading edge investment strategies, and asset management technology.

## Why SEI?

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Only a select group of financial advisors have access to the sophisticated investment resources of SEI.

Founded in 1968, SEI (NASDAQ:SEIC) is a leading global provider of institutional and personal wealth services, including asset management, investment processing and investment technology. We help our clients create and manage wealth — and enable their long-term success — by providing solutions that are both innovative and comprehensive.

SEI's products and services help corporations, financial institutions, financial advisors, affluent families and individuals like you create and manage wealth to support your goals.

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**SEI was named to the 2009, 2007, and 2006 Global Outsourcing 100 by the International Association of Outsourcing Professionals (IAOP).**

## Maintaining the safety and security of your assets.

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SEI Private Trust Company (SPTC) 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. All investments are held in the *name of the investor* at SPTC. SPTC may not pledge, hypothecate or margin assets that they hold in custody.

Because of its superior reputation in the banking industry, many leading banks utilize SEI's 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, SEI has built a reputation as an agent of change on behalf of its clients. Some examples over the last 40 years:

In **1968**, recognizing the need for faster and better training for bank loan officers, SEI was founded to create the **first computer-simulated loan workout training technology**.

In the **1970s**, SEI created a **completely automated bank trust accounting system**. Today, SEI's Trust 3000® remains the industry standard in trust technology — used by 8 out of 20 of the largest North American banks.

In the **1980s**, SEI 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 (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, our advisors' clients are served by leading specialist money managers — firms such as **AllianceBernstein, Goldman Sachs Asset Management, Delaware Investment and Janus Capital Management, LLC** — using the same sophisticated investment philosophy and process developed to serve institutional investors. Typically, these top-tier investment managers are not directly available to individual investors.

More recently, SEI 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 **AT&T, Deloitte, LLP, the JM Smucker Company, and Panasonic\*** utilize SEI's asset management approach.

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Through its subsidiaries and partnerships in which the company has a significant interest, SEI administers more than \$380 billion in mutual fund and pooled assets and manages \$156 billion in assets. SEI serves clients, conducts or is registered to conduct business and/or operations, from more than 20 offices in over a dozen countries.

SEI is listed on the NASDAQ Stock Exchange as **SEIC**.

# Known by the Company It Keeps

SEI maintains significant relationships with approximately 125 banks and trust institutions. SEI also works closely with some 550 institutional clients and over 180 investment management companies worldwide.

## Representative Client List\*

### Corporate Institutional Clients (US)

AT&T, Inc.  
Clarks Companies, N.A.  
Comcast Corporation  
Deloitte, LLP  
Elkem Metals, Inc.  
JM Smucker Company  
LVMH Moët Hennessy Louis Vuitton  
Marine Corps Community Services  
Panasonic Corporation  
Qantas Airways Ltd.\*  
SAP America Inc.

### U.S. Non-profit Clients

Carlsbad Foundation\*  
City Academy of St. Louis, MO  
Des Moines University\*  
Edison College Foundation, Inc.\*  
Fresno Regional Foundation\*  
Jewish Federations of: Philadelphia, Seattle,  
Nashville & Middle Tennessee, and San Antonio  
Ohio State Alumni Association  
PHS Senior Living Inc.  
Rotary Charities of Traverse City  
Salem Health & Wellness Foundation\*  
Wright State University\*

### U.S. Health Care Institutional Clients

Capital Health System, Lawrenceville, NJ  
Doylestown Hospital, Doylestown, PA\*  
Highmark Inc., Pittsburgh, PA  
Hospital for Special Care, New Britain, CT  
Independence Blue Cross, Philadelphia, PA  
Joe DiMaggio Children's Hospital, Hollywood, FL  
Lafayette General Medical Center, Lafayette, LA\*  
Montgomery Hospital, Norristown, PA  
OMNOVA Solutions, Inc., Fairlawn, OH  
Underwood-Memorial Hospital, Woodbury, NJ\*

### U.S. Union Institutional Clients

Allied Workers, Local #53\*  
Electrical Workers, IBEW Local #236  
Fox Valley Laborers\*  
ILA Local #1478-2  
Iron Workers, Local #350\*  
Plasterers & Cement Masons, Local #527  
Stone Masons Union, Local #3  
Teamsters, Local #463 Dairy Industry  
U.A., Local #8  
U.A. Local #198

### Global Institutional Clients

AGC Flat Glass North America Ltd.,  
Saint-Augustin, QC  
Peerless Clothing, Inc., Montreal, QC  
Brewster Transport Company Limited, Banff, AB  
Diamond Foundation, Vancouver, BC  
Hitachi Construction Truck Mfg. Ltd., Guelph, ON  
Laurentian University of Sudbury, ON  
Old Mutual Symmetry, Cape Town, South Africa  
American Club, Hong Kong  
Hong Kong Electric Holdings Limited  
Hong Kong Housing Society, Hong Kong  
Shui On Investment Company, Hong Kong  
University of Bristol, Bristol, UK

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*\*Sourced through the SEI's Advisor network. Representative clients are selected by SEI to illustrate a sampling of SEI's client base, but may not necessarily endorse all of the services provided by SEI. List as of September 30, 2009. Services provided by SEI Private Trust Co., a limited purpose thrift, SEI Investments Company and its wholly owned subsidiaries.*

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