

The next session of our breakfast briefing series targeting key influencers from the top
Wealth Managers, Private Banks and Advisers

CONSOLIDATION CONUNDRUM - THE IMPACT ACROSS WEALTH MANAGEMENT

Wednesday 2 October 2024 (0800-1000) at the SEI Alphabeta Building, 14-18 Finsbury Square, London EC2A 1BR

SEI, Solve and Fox-Red Insight are collaborating to launch an exciting new research project exploring the impact of consolidation across the wealth management industry. This roundtable will build on their previous productivity series and provide insights into how consolidation can influence productivity, before opening up to a discussion on the volume, variation and challenges of consolidation that are being seen throughout the industry. It will provide an opportunity to strategise with fellow senior leaders. Breakfast will be served, so do come hungry and here is an agenda for the morning:

0800-0810	WELCOME <i>Chair: Gilly Green, Director at FoxRed Insight</i>
0810-0820	CONSOLIDATION AND PRODUCTIVITY RECAP SEI, Solve and FoxRed's previous research explored productivity in wealth management. We explore their findings that reveal how consolidation could influence productivity when firms fail to integrate effectively.
0820-0840	CURRENT MARKET DYNAMICS An overview of the consolidation trends that we are seeing across the industry including the significant activity seen so far this year, the drivers and opportunities to consolidation.
0840-0950	POLLING QUESTIONS AND DISCUSSION Following some initial polling questions, we will discuss your perceptions of consolidation in wealth management and your own businesses. Solve, FoxRed and SEI will introduce their next research project and the themes that you would like to see us explore further.
0950-1000	SUMMARY, NEXT STEPS AND BACK TO WORK WE GO!

* Timings and order of agenda subject to change.

BreakfastBriefing

About SEI®

SEI (NASDAQ:SEIC) delivers technology and investment solutions that connect the financial services industry. With capabilities across investment processing, operations, and asset management, SEI works with corporations, financial institutions and professionals, and ultra-high-net-worth families to help drive growth, make confident decisions, and protect futures. As of June 30, 2024, SEI manages, advises, or administers approximately \$1.5 trillion in assets. For more information, visit seic.com.

About the SEI Wealth PlatformSM

The SEI Wealth Platform (the Platform) is an outsourcing solution for wealth managers encompassing wealth processing services and wealth management programs, combined with business process expertise. With the Platform, SEI provides wealth management organizations with the infrastructure, operations, and administrative support necessary to capitalize on their strategic objectives in a constantly shifting market. The Platform supports trading and transactions on 156 stock exchanges in 58 countries and 51 currencies, through the use of straight-through processing and a single operating infrastructure environment as of June 30, 2024. For more information, visit seic.com/wealthplatform.

Facilitator:



Gilly Green – FoxRed Insight

Gilly has more than 35 years in the wealth management industry. She runs her own business providing advice to wealth firms and mentoring senior individuals. Most recently Gilly spent 12 years as the Head of the Wealth Management & Private Banking practice at the international management consultancy Sionic, and in prior years has worked both as a practitioner and in technology firms.

Gilly has a breadth of experience advising wealth management firms, including experience with M&A, client service improvement, digital, business efficiency and people performance enhancement.

Experts:



Donald Reid – Founder and NED

Donald has more than 30 years' experience in financial services and wealth management. Most recently the COO at Evelyn Partners, he led the business through the Permira PE backed growth through several large-scale acquisitions (Tilney and Smith & Williamson) to become one of the UK's biggest wealth managers. Prior to that he worked with UBS and Barclays in CFO and COO roles.

BreakfastBriefing



Dave Mason – CEO

Dave has over 25 years' experience in change, operations and technology in Wealth and Investment Management. Prior to joining Solve, he was the Chief Operating Officer of Sanlam UK, worked with start-ups in the UHNW Wealth Management sector and led technology teams at Barclays. Dave has experience in delivering major change initiatives including acquisitions, new business and product launches and platform migrations.

Host:



Jim London, Head of SEI's UK Private Banking and Wealth Management business

Jim London is CEO of SEI Investments (Europe) Limited and Head of SEI's UK Private Banking and Wealth Management business, leading the delivery of comprehensive technology and operations solutions for UK wealth managers.

Jim has more than 25 years' experience in financial services across global banking, investment administration, and wealth management. He currently oversees operations, technology, and change management, as well as supporting enterprise risk, resilience, and business continuity planning. During his tenure at SEI, Jim's breadth of experience with the SEI Wealth Platform includes operations, relationship management, implementation, sales, and solutions.

Participant List

- **Ascot Lloyd** - Gordon Kerr, *Acquisitions Director*
- **Aviva** - Michele Golunska, *Managing Director for Wealth & Advice*
- **Broadstone Ltd** - Ken McClintock, *Investment Director*
- **Charles Stanley Plc** - John Porteous, *Managing Director - Charles Stanley Central Financial Services & Chief Client Officer*
- **Clifton Asset Management PLC** - Carly Shute, *Head of Proposition*
- **Connor Broadley Ltd** - Alex Twiss, *Managing Director*
- **Elevation Wealth Management Ltd** - Tony Smith, *Group Managing Director*
- **Fairstone Financial Management Ltd** - Nick Stebbing, *Chief Operating Officer*
- **Fidelity International** - Aqil Qureshi, *Head Of Wealth Management Advice*
- **Foresight Group** - Tim Parsons, *NED*
- **Hurst Point Group** - Andrew Westenberger, *Chief Financial Officer*
- **James Hambro & Partners LLP** - Dino Luciano, *Chief Operating Officer*
- **Loyal North** - Debbie Dry, *Acquisitions Director*
- **Loyal North** - Wes Nixon, *Adviser to the Board*
- **Mazars Financial Planning Limited** - Ian Pickford, *Head of Financial Planning Ltd*
- **Nedbank Private Wealth** - Simon Gibbons, *Executive Head of Wealth Management*
- **One Four Nine Group** - Stuart Harding, *Chief Operating Officer*
- **Perspective Financial Group Limited** - David Hesketh, *Chief Financial Officer*
- **Perspective Financial Group Limited** - Sam Ward, *Head of M&A*
- **Quilter plc** - Lachlan Prendergast, *Mergers and Acquisitions Manager*
- **Saltus Partners LLP** - Jamie Philip, *Head of Strategic Development*
- **Sesame Bankhall Group** - Frank O'Donnell, *Strategic Relationship Manager - Wealth*
- **Square Mile Investment Services Limited** - John Lester, *Director, Business Development*
- **The Private Office** - Stuart Phillips, *Chief Executive Officer*
- **WH Ireland** - Phillip Wale, *Chief Executive Officer - Capital Markets*
- **Waverton Investment Management Limited** - Marc Geduldt, *Director & Head of Operations*
- **Willis Owen Limited** - Jason Chapman, *Managing Director*