

CONSOLIDATION CONUNDRUM: THE CURRENT STATE OF PLAY

Wednesday, 26 February (0800-1000) at the SEI, Alphabeta Building, 14-18 Finsbury Square, London EC2A 1BR

During this executive roundtable, SEI, FoxRed Insights and Solve Partners will introduce advance insights from their ongoing research on consolidation across the wealth management and IFA sector. Gilly Green and Donald Reid will lead a discussion on their findings to date, gathered from surveys and interviews with senior executives engaged in wealth management and IFA consolidation.

0800-0810	WELCOME AND BACKGROUND TO THE RESEARCH <i>Chair: Gilly Green, Director at FoxRed Insight</i>
0810-0830	THE STORY SO FAR An overview of trends across the industry up to and including Q1 2025.
0830-0850	THE IMPACT OF CONSOLIDATION UPON CUSTOMERS With the industry's continued focus on customer outcomes, we discuss the impact of consolidation for clients. Does consolidation improve customer outcomes as the FCA hope it will?
0850-0910	RELATIONSHIP MANAGER ATTRITION One of the key risks of M&A is post-deal relationship manager attrition. We discuss whether firms are seeing this line with their expectations, techniques for retention, and the impact that relationship manager movement is having on the industry.
0910-0950	KEY CONSOLIDATION CHALLENGES Our research revealed a number of challenges that prevent deals achieving their expected benefits and synergies. We outline and debate these, including the importance of management experience, delivering cultural and brand alignment, and training and handover approach. We will also cover clearly defining service and product propositions, including aligning investment strategies, and the importance and challenges of technology integration and merging data.
0950-1000	SUMMARY, NEXT STEPS AND BACK TO WORK WE GO! What to expect from our next consolidation roundtable and research launch in Q2 2025.

BreakfastBriefing

About SEI®

SEI (NASDAQ:SEIC) is a leading global provider of financial technology, operations, and asset management services within the financial services industry. SEI tailors its solutions and services to help clients more effectively deploy their capital—whether that's money, time, or talent—so they can better serve their clients and achieve their growth objectives. As of December 31, 2024, SEI manages, advises, or administers approximately \$1.6 trillion in assets. For more information, visit seic.com.

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.



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 startups in the UHNW Wealth Management sector and led technology teams in Barclays. Dave has experience in delivering major change initiatives including acquisitions, new business and product launches and platform migrations.

BreakfastBriefing

Host:

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



Jim London is COO 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** - *Acquisitions Director*
- **Attivo Group** - *Chief Executive Officer*
- **Attivo Group** – *Founder & Chairman*
- **Beckett Investment Management** – *Chairman*
- **Benchmark Capital** – *Chief Operating Officer*
- **Canaccord Genuity Wealth Planning Ltd** – *Group Chief Operating Officer*
- **Charles Stanley PLC** - *Managing Director & Chief Client Officer*
- **Clifton Asset Management PLC** – *Head of Proposition*
- **Fairstone Group** – *Managing Director (South)*
- **Fidelity International** – *Head of Wealth Management Advice*
- **Fidelity International** – *Associate Director, Advice*
- **Hurst Point Group** – *Executive Chairman*
- **Independent Consultant** – *Chief Operating Officer*
- **Independent** - *former CEO Kingswood*
- **Irwin Mitchell** – *Chief Executive Officer*
- **James Hambro & Partners** – *Chief Operating Officer*
- **Julius Baer International Ltd** – *Chief Operating Officer*
- **MKC Wealth Ltd** – *Head of M&A*
- **MWA Financial** – *Executive Chairman*

BreakfastBriefing

- **Nedbank Private Wealth** – *Executive Head of Wealth Management*
- **Perspective Financial Group Ltd** – *Head of M&A*
- **Quilter PLC** – *Mergers & Acquisitions Director*
- **Radiant Financial Planning Ltd** – *Chief Executive Officer*
- **Rimbal** – *Acquisitions Director*
- **Saltus Partners LLP** – *Chief Financial Officer*
- **Saltus Partners LLP** – *Partner*
- **Sesame Bankhall Group** – *Strategic Relationship Manager, Wealth*
- **Square Mile Investment Services Ltd** – *Director Business Development*
- **True Potential Wealth Management LLP** – *CEO Wealth Management*
- **Willis Owen Ltd** – *Managing Director*

Experts & Organisers

- **SEI Investments Ltd** - Jim London, COO & Head of UK Private Banking and Wealth Management
- **SEI Investments Ltd** – Dave Detweiler, Managing Director
- **SEI Investments Ltd** – Ben Cooper, Head of Asset Management Partnerships
- **FoxRed Insight** - Gilly Green, Director
- **Solve** – Dave Mason, Chief Executive Officer
- **Solve** - Donald Reid, Founder and NED
- **Owen James Events** - James Goad, Managing Director
- **Owen James Events** – John Hall, Senior Delegate Manager
- **Owen James Events** – Rebecca Leitch, Content Manager

This list is copyright of the Owen James Group and its contents must be kept confidential and may not be passed to any third party for any purpose