

# SEI Investments Reports Fourth-Quarter 2006 Results

### Net Income up 24%

OAKS, Pa., Feb. 1 /PRNewswire-FirstCall/ -- SEI Investments Company (Nasdaq: SEIC) today announced financial results for fourth-quarter 2006, reporting increases in revenues, net income and earnings per share, compared to the corresponding period for the prior year. Revenues in the fourth- quarter 2006 include (in thousands) \$80,358 from LSV Asset Management (LSV) due to the consolidation of its operations with SEI. Revenues in the fourth- quarter 2006 without LSV are (in thousands) \$235,156, an increase of 16 percent.

Consolidated Overview	For the Three Months For the Twelve M				welve Mont	hs
(In thousands, except	Ended	December	31,	Ended D	ecember 31	,
earnings per share)	2006	2005	용	2006	2005	용
Revenues	\$315 <b>,</b> 514	\$203 <b>,</b> 587	55%	\$1,175,749	\$773 <b>,</b> 007	52%
Net Income						
Before Taxes	98,054	80,335	22%	358 <b>,</b> 756	295,209	22%
Net Income	63 <b>,</b> 624	51,255	24%	236,990	188,344	26%
Diluted Earnings						
Per Share	\$.62	\$.50	24%	\$2.33	\$1.83	27%

"We are satisfied with the results for both the quarter and the year, especially since we are shifting into the execution stage of our new strategies," said Alfred P. West, Jr., SEI Chairman and CEO.

"We are encouraged by the successful beta of the global wealth platform. The investments we are making are on schedule and our transformation is well underway. In the long run, we remain firm in our belief that what we are doing will help us provide our clients with increased opportunities for success and allow us to grow our future revenues and profits more rapidly."

	2006	2005	양
Private Banking and Trust:			
Revenues	\$70 <b>,</b> 803	\$66,443	7% 10%
Expenses Operating Profit	47,530 \$23,273	43 <b>,</b> 101 \$23 <b>,</b> 342	10%
Operating Margin	33%	35%	
Investment Advisors:	60 070	F2 600	1.00
Revenues Expenses	60,070 29,162	53 <b>,</b> 682 22 <b>,</b> 847	12% 28%
Operating Profit	30,908	30,835	200
Operating Margin	51%	57%	
Entomoriaco			
Enterprises: Revenues	45,796	36 <b>,</b> 958	24%
Expenses	28,563	24,461	17%
Operating Profit	17,233	12,497	38%
Operating Margin	38%	34%	
Money Managers:			
Revenues	32,826	27,156	21%
Expenses	23,641	22,201	6%
Operating Profit	9,185	4,955	85%
Operating Margin	28%	18%	
Investments in New Businesses:			
Revenues	25,661	19,348	33%
Expenses	32,941	25 <b>,</b> 785	28% 13%
Operating Loss Operating Margin	(7,280) (28%)	(6,437) (33%)	138
operating nargin	(200)	(333)	
LSV			
Revenues	80,358		
Expenses (1) Operating profit (2)	48,959 31,399	 	
obergeria breite (1)	39%		
Consolidated Segment Totals:			
Revenues	\$315,514 210,796	\$203,587 138,395	55% 52%
Expenses Operating Profit	\$104,718	\$65,192	61%
Operating Margin	33%	32%	010
(In thousands)	For	the Twelve Month Period Ended December 31,	
	2006	2005	양
Private Banking and Trust:			
Revenues	\$283,191	\$266,129	6%
Expenses Operating Profit	183,727 \$99,464	168,773 \$97,356	9% 2%
Operating Margin	35%	37%	۷ ٥
Investment Advisors:	225 716	202 422	110.
Revenues Expenses	225,716 111,907	203,423 87,857	11% 27%
Operating Profit	113,809	115,566	(2%)
Operating Margin	50%	57%	
Enterprises:			
Revenues	164,962	132,013	25%
Expenses	106,377	89,022	19%
-			

	15%
Money Managers:	15%
Expenses 90,799 85,595	6%
	59%
Operating Margin 24% 17%	
Investments in New Businesses:	
Revenues 91,795 68,170	35%
Expenses 118,253 95,909	23%
	5%)
Operating Margin (29%) (41%)	
LSV	
Revenues 291,121	
Expenses (1) 178,727	
Operating profit (2) 112,394	
39%	
Consolidated Segment Totals:	
Revenues \$1,175,749 \$773,007	52%
Expenses 789,790 527,156	50%
Operating Profit \$385,959 \$245,851	57%
Operating Margin 33% 32%	

- (1) Includes \$42,862 and \$153,381 for the three and twelve month periods ended December 31, 2006, respectively, of minority interest to the other partners of LSV.
- (2) Our proportionate share in the earnings of LSV for the three and twelve month periods ending December 31, 2005 was \$21,000 and \$74,818, respectively, and was reflected in Equity in the earnings of unconsolidated affiliate.

A reconciliation of the totals reported for the business segments to the applicable line items in the Consolidated Statements of Income for the three and twelve month periods ended December 31, 2006 are as follows:

	Three months December		Twelve month December	
	2006	2005	2006	2005
Total operating profit from business segments	\$104,718	\$65 <b>,</b> 192	\$385 <b>,</b> 959	\$245 <b>,</b> 851
Corporate overhead expenses	(10,280)	(8,567)	(38,901)	(33,898)
Equity in the earnings of unconsolidated				
affiliate		21,000		74 <b>,</b> 818
Net (loss) gain from				
investments	(512)	(132)	(2 <b>,</b> 378)	87
Interest, net	2,986	2,275	8 <b>,</b> 057	6,843
Other income		567	1,588	1,508
LSV Employee Group (1)	1,142		4,431	

(1) LSV Employee Group includes \$15 and \$59 expense for the three and twelve month periods ended December 31, 2006, respectively, included in corporate overhead expenses, \$15 and \$57 for the three and twelve month periods ended December 31, 2006, respectively, included in interest income, and \$1,142 and \$4,429 for the three and twelve month periods ended December 31, 2006, respectively, included in interest expense. These items are offset through Minority interest since SEI does not have any ownership in LSV Employee Group LLC.

#### Fourth-Quarter Business Commentary:

- -- As of the first-quarter 2006, SEI began to consolidate the operations of LSV Asset Management and LSV Employee Group. As of the fourthquarter 2006, the company's percentage ownership in LSV remained at 43 percent. In the fourth-quarter 2006, the company recognized \$31.4 million as its portion of the earnings from LSV versus \$21.0 million in fourth-quarter 2005.
- -- All the other business segments reported revenue gains versus year
- -- While Private Banking & Trust revenue was higher versus fourthquarter 2005, it was down versus third-quarter 2006. Third-quarter 2006 contained a previously reported \$4.7 million one time revenue event related to a contract buyout.
- -- The Investment Advisors, Enterprises, Money Managers and Investments in New Businesses segments all realized double digit revenue growth versus year ago levels due to a combination of improved capital markets and net new business.
- -- The Money Managers segment continues to realize improved operating margins as a result of continuing revenue growth.
- -- The tax rate for the fourth-quarter 2006 was approximately 35%, vs. 31.8% in the third-quarter 2006.
- -- Net income was negatively affected by option expense under FAS 123 (R) of \$9.8 million in the fourth-quarter 2006, versus \$7.1 million in the third-quarter 2006.
- -- Assets under management grew by \$12.6 billion during the fourthquarter 2006 to \$181.5 billion.
- -- In the fourth-quarter 2006, SEI purchased 487,500 shares of its common stock for \$28.2 million.

Earnings Conference Call

A conference call to review earnings is scheduled for 2:00 PM EDT on February 1, 2007. Investors may listen to the call at http://www.seic.com, or listen at http://www.earnings.com, a service of Thomson Streetevents. The call may also be accessed at numerous financial services web sites including AOL and Yahoo. Investors may also listen to replays at these web sites, or by telephone at (USA) 1-800-475-6701; (International) 320-365-3844, access code 859989.

#### About SEI

SEI (Nasdaq: SEIC) is a leading global provider of outsourced asset management, investment processing and investment operations solutions. The company's innovative solutions help corporations, financial institutions, financial advisors, and affluent families create and manage wealth. As of the period ending December 31, 2006, through its

subsidiaries and partnerships in which the company has a significant interest, SEI administers \$366.6 billion in mutual fund and pooled assets and manages \$181.5 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. For more information, visit <a href="http://www.seic.com">http://www.seic.com</a>.

Many of our responses may be considered "forward-looking statements" and include discussions about future operations, strategies and financial results. Forward-looking statements are based upon estimates and assumptions that involve risks and uncertainties, many of which are beyond our control or are subject to change. Although we believe our assumptions are reasonable, they could be inaccurate. Our actual future revenues and income could differ materially from our expected results. We have no obligation to publicly update or revise any forward-looking statements.

# SEI INVESTMENTS COMPANY CONSOLIDATED STATEMENTS OF INCOME (In thousands, except per share data) (unaudited)

	Three Months Ended	December 31, 2005
Asset Management, admin. and distribution fees (1) Information processing and software	\$249,810	\$142 <b>,</b> 963
servicing fees Transaction-based and trade execution fees	53,693 12,011	48,572 12,052
Total Revenues	315,514	203,587
Commissions and Fees Compensation, benefits and other personnel Consulting, outsourcing and professional fe Data processing and computer related Facilities, supplies and other costs Depreciation and amortization	39,937 84,128 ees 20,827 10,319 16,321 5,493	34,094 62,416 16,985 7,980 21,339 4,148
Total Expenses (1)	177,025	146,962
Income before interest and taxes	138,489	56,625
Minority Interest Equity in earnings of unconsolidated affil: Net loss on investments Interest income (1) Interest expense (1) Other income	(42,909) iate (512) 4,372 (1,386)	21,000 (132) 2,628 (353) 567
Income before taxes	98,054	80,335
Income taxes	34,430	29,080
Net income	\$63,624	\$51,255
Diluted earnings per common share	\$.62	\$.50

Shares used to calculate diluted earnings per common share	102,330	101,872
Basic earnings per common share	\$.64	\$.52
Shares used to calculate basic earnings per common share	98,904	99,105

(1) Includes the operations of LSV and LSV Employee Group for the fourth-quarter 2006. Revenues include \$80,358 from LSV, Expenses includes \$6,097 from LSV, Interest income includes \$425 from LSV and LSV Employee Group, and Interest expense includes \$1,142 from LSV Employee Group. The portion of ownership of LSV and LSV Employee Group by non-affiliated SEI entities is reflected through Minority interest. Our proportionate share in the earnings of LSV for fourth-quarter 2005 was reflected in Equity in the earnings of unconsolidated affiliate.

## SEI INVESTMENTS COMPANY CONSOLIDATED STATEMENTS OF INCOME (In thousands, except per share data)

	Twelve Months Ended 2006	December 31, 2005
	(unaudited)	
Asset Management, admin. and distribution fees (1)	\$918,142	\$531,594
Information processing and	212 066	107 000
software servicing fees	213,066	197,992
Transaction-based and trade execution fees	44,541	43,421
Total Revenues	1,175,749	773 <b>,</b> 007
Commissions and Fees	147,835	129,303
Compensation, benefits and other personnel Consulting, outsourcing and professional		242,453
fees	77 <b>,</b> 753	70,612
Data processing and computer related	37,755	30,409
Facilities, supplies and other costs	69,306	71,129
Depreciation and amortization	21,925	17,148
Total Expenses (1)	670,076	561,054
Income before interest and taxes	505,673	211,953
Minority Interest	(154,184)	
Equity in earnings of unconsolidated		
affiliate		74,818
Net (loss) gain on investments	(2,378)	87
Interest income (1)	13,521	8,367
Interest expense (1)	(5,464)	(1,524)
Other income	1,588	1,508
Income before taxes	358,756	295,209
Income taxes	121,766	106,865
Net income	\$236,990	\$188,344

Diluted earnings per common share	\$2.33	\$1.83
Shares used to calculate diluted earnings per common share	101,633	103,138
Basic earnings per common share	\$2.40	\$1.88
Shares used to calculate basic earnings per common share	98,682	100,371

(1) Includes the operations of LSV and LSV Employee Group for the twelve months in 2006. Revenues include \$291,121 from LSV, Expenses includes \$25,346 from LSV, Interest income includes \$1,444 from LSV and LSV Employee Group, and Interest expense includes \$4,429 from LSV Employee Group. The portion of ownership of LSV and LSV Employee Group by non-affiliated SEI entities is reflected through Minority interest. Our proportionate share in the earnings of LSV for twelvemonths in 2005 was reflected in Equity in the earnings of unconsolidated affiliate.

## SEI INVESTMENTS COMPANY CONDENSED BALANCE SHEETS (In thousands)

Assets	(unaudited) December 31, 2006	December 31, 2005
ASSECS		
Cash and short-term investments (1) Restricted Cash Receivables (1) Securities owned Other current assets	\$286,948 10,250 244,599 16,431 28,245	\$130,128 10,250 128,545 19,709 17,344
Total current assets	586,473	305,976
Property and Equipment, net Investments available for sale Capitalized Software, net Goodwill (2) (3) Investment in unconsolidated affiliate (1) Other assets  Total assets	130,732 71,690 180,014 95,062  22,956 \$1,086,927	114,505 54,632 116,670  51,941 13,423 \$657,147
Liabilities		
Current liabilities (1) (2) (3) Long-term debt (2) (3) Deferred income taxes Minority Interest	\$196,127 67,538 76,148 116,602	\$167,470 9,000 58,989
Shareholders' Equity	630,512	421,688
Total liabilities and shareholders' equity	\$1,086,927	\$657,147

- (1) Includes the accounts of LSV as of December 31, 2006. Cash includes \$71,457, Receivables includes \$85,092, and Current Liabilities includes \$6,432 from LSV. Prior to 2006, our investment in the net assets of LSV was recorded in Investment in unconsolidated affiliate.
- (2) Primarily relates to LSV Employee Group. Goodwill was primarily generated as a result of LSV Employee Group buying an equity investment of LSV for \$92,000. LSV Employee Group financed the purchase price, of which \$9,100 is classified as a current liability and the remaining \$62,538 is reflected as Long-term debt at December 31, 2006.
- (3) The Company provided an unsecured loan guarantee to LSV Employee Group which resulted in consolidating the accounts of LSV and LSV Employee Group.

## SEI INVESTMENTS COMPANY ASSET BALANCES (In millions)

	Dec. 31, 2005	Mar. 31, 2006	Jun. 30, 2006	Sep. 30, 2006	Dec. 31, 2006
Private Banking and Trust: Equity/Fixed					
Income prgms. Collective Trust Fund	\$2,363	\$2,404	\$2,109	\$2,101	\$2,093
prgm. Liquidity	1,657	1,581	1,459	1,460	1,251
funds Total assets	7,485	7,139	7,627	7,707	8,513
under mgmt.	\$11,505	\$11,124	\$11 <b>,</b> 195	\$11 <b>,</b> 268	\$11,857
Client assets	10 075	15 070	15 157	1 4 4 4 0	1.4.461
under admin. Total assets	10,275 \$21,780	15,279 \$26,403	15,157 \$26,352	14,449 \$25,717	14,461 \$26,318
Investment Advisors: Equity/Fixed					
Income prgms. Collective Trust Fund	\$29,553	\$31,569	\$30,709	\$31,977	\$33,888
prgm. Liquidity	2,479	2,482	2,473	2,425	2,480
funds Total assets	1,103	1,017	1,306	1,263	1,421
under mgmt.	\$33,135	\$35 <b>,</b> 068	\$34,488	\$35 <b>,</b> 665	\$37,789
Enterprises: Equity/Fixed					
Income prgms. Collective Trust Fund	\$30,203	\$32,083	\$32,709	\$34,674	\$37 <b>,</b> 720
prgm.	1,172	1,157	1,147	1,150	1,081
Liquidity funds	3,153	4,076	3,823	4,167	3,371
Total assets under mgmt.	\$34,528	\$37 <b>,</b> 316	\$37 <b>,</b> 679	\$39 <b>,</b> 991	\$42,172

Money Managers:     Equity/Fixed     Income prgms.     Collective     Trust Fund	\$11	\$33	\$34	\$34	\$30
prgm. Liquidity	8 <b>,</b> 770	9,096	8,923	9,009	8 <b>,</b> 675
funds Total assets	412	505	363	253	215
under mgmt.	\$9,193	\$9,634	\$9 <b>,</b> 320	\$9 <b>,</b> 296	\$8 <b>,</b> 920
Client assets	1.47 0.57	151 600	152 406	1.61 000	170 244
under admin. Total assets	147,357 \$156,550	151,688 \$161,322	153,406 \$162,726	161,000 \$170,296	170,344 \$179,264
Investments in New Businesses: Equity/Fixed					
Income prgms. Total assets	\$12,396	\$12,848	\$13 <b>,</b> 322	\$13 <b>,</b> 931	\$15,779
under mgmt.	\$12,396	\$12,848	\$13 <b>,</b> 322	\$13 <b>,</b> 931	\$15 <b>,</b> 779
Client assets	5 004	4 406	4 050	5.50	0.55
under admin. Total assets	5,894 \$18,290	4,496 \$17,344	4,053 \$17,375	552 \$14 <b>,</b> 483	277 \$16 <b>,</b> 056
LSV Asset Management Equity/Fixed Income prgms.	\$47,781	\$54,128	\$55 <b>,</b> 687	\$58 <b>,</b> 785	\$64,970
Consolidated: Equity/Fixed Income prgms					
(A,B) Collective Trust Fund	\$122 <b>,</b> 307	\$133,065	\$134,570	\$141,502	\$154,480
prgm.	14,078	14,316	14,002	14,044	13,487
Liquidity funds (B)	12,153	12,737	13,119	13,390	13,520
Total assets under mgmt.	\$148,538	\$160,118	\$161 <b>,</b> 691	\$168 <b>,</b> 936	\$181,487
Client assets under admin. Total assets	163,526 \$312,064	171,463 \$331,581	172,616 \$334,307	176,001 \$344,937	185,082 \$366,569

<sup>(</sup>A) Equity/Fixed Income programs include \$3,457 of assets invested in SEI's Asset Allocation Funds at 12/31/06

### SOURCE SEI Investments Company

<sup>(</sup>B) In addition to the numbers presented, SEI also administers an additional \$8,772 in Funds of Funds assets (as of December 31, 2006) on which SEI does not earn an administration fee.