

# SEI Reports First-Quarter 2011 Financial Results

OAKS, PA -- (MARKET WIRE) -- 04/27/11 -- SEI Investments Company (NASDAQ: SEIC) today announced financial results for first-quarter 2011. Diluted earnings per share were \$.31 in first-quarter 2011 and first-quarter 2010. These results include gains from Structured Investment Vehicles (SIV) securities of \$6.9 million or approximately \$.02 diluted earnings per share in first quarter 2011 compared to \$17.3 million or approximately \$.05 diluted earnings per share in first-quarter 2010.

Consolidated Overview	For the Three Months								
(In thousands, except earnings per	Ended March 31,								
share)		2011	2010	용					
Revenues	\$	232,493	\$ 221,535	5%					
Net Income attributable to SEI		57 <b>,</b> 728	59,420	(3%)					
Diluted Earnings Per Share	\$	0.31	\$ 0.31	_					

"Compared to a year ago, our first-quarter results reflect improved capital markets and growing acceptance for all of our services," said Alfred P. West, Jr., SEI Chairman and CEO. "First-quarter profits reflect increased spending on both development and operational support for the Global Wealth Platform as we increased development for U.S. entry and enhanced our U.K. services. We are confident we are well-positioned for long-term growth in both of these markets."

Summary of First-Quarter Results by Business Segment

(In thousands)

For the Three Month Period

Ended March 31,

2011 2010 %

Private Banks:

Revenues

\$ 86,709 \$ 87,121

Expenses	82,403	77,599	6%
Operating Profit Operating Margin Investment Advisors:		\$ 9,522	(55%)
Revenues Expenses		45,463 27,583	6% (2%)
Operating Profit Operating Margin Institutional Investors:	21,068	17 <b>,</b> 880 39%	18%
Revenues Expenses	26,953	50,339 26,380	6% 2%
Operating Profit Operating Margin Investment Managers:	26,232	23 <b>,</b> 959 48%	9%
Revenues Expenses		37,610 24,559	16% 14%
Operating Profit Operating Margin Investments in New Businesses:	15 <b>,</b> 442 36%	13,051 35%	18%
Revenues Expenses		1,002 2,661	5% 17%
Operating Loss Operating Margin Totals:	(2,075) N/A	(1,659) N/A	N/A
Revenues Expenses Corporate overhead expenses Noncontrolling interest reflected in	167,520 10,648	\$ 221,535 158,782 9,717	10%
segments Income from operations		(309)  \$ 53,345	

### First-Quarter Business Commentary:

- -- Sales events, net of client losses, during first-quarter 2011 totaled \$13.8 million and are expected to generate net annualized recurring revenues of approximately \$12.5 million.
- -- Asset management, administration, and distribution fee revenues increased primarily due to higher asset balances under management and administration from existing clients because of improved capital markets.
- -- Assets under management increased \$6.9 billion to \$179.2 billion at March 31, 2011, as compared to \$172.3 billion at December 31, 2010.
- -- Total consolidated expenses in first-quarter 2011 reflect increased spending on the Global Wealth Platform (GWP). During the first-quarter 2011, we incurred additional costs related to production and maintenance to run the platform as well as additional costs associated with the ongoing development of GWP. We estimate these additional costs to be approximately \$3.0 million above fourth-quarter 2010 levels.
- -- Net income attributable to SEI and diluted earnings per share results include gains from SIV securities of \$6.9 million or approximately \$.02 diluted earnings per share in first-quarter 2011 compared to \$17.3

- million or approximately \$.05 diluted earnings per share in first-quarter 2010. Excluding the gains from SIV securities, diluted earnings per share were \$.29 in first-quarter 2011 compared to \$.26 in first-quarter 2010.
- -- In the first-quarter 2011, SEI purchased 1,725,000 shares of its common stock for \$39.5 million.

## **Earnings Conference Call**

A conference call to review earnings is scheduled for 2:00 PM ET on April 27, 2011. Investors may listen to the call at <a href="www.seic.com/investors">www.seic.com/investors</a> or listen at <a href="www.earnings.com">www.earnings.com</a>, 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 199003.

#### About SEI

SEI (NASDAQ: SEIC) is a leading global provider of investment processing, fund processing, and investment management business outsourcing solutions that help corporations, financial institutions, financial advisors, and ultra-high-net-worth families create and manage wealth. As of March 31, 2011, through its subsidiaries and partnerships in which the company has a significant interest, SEI manages or administers \$429 billion in mutual fund and pooled assets or separately managed assets, including \$179 billion in assets under management and \$250 billion in client assets under administration. For more information, visit <a href="https://www.seic.com">www.seic.com</a>.

Many of the statements in this release 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.

Three Months Ended

SEI INVESTMENTS COMPANY
CONSOLIDATED STATEMENTS OF OPERATIONS
(In thousands, except per share data)
(Unaudited)

		, ,		
		2011		2010
Asset management, admin. and distribution fees Information processing and software servicing fees Transaction-based and trade execution fees	\$	167,504 55,824 9,165		•
Total revenues		232,493		221,535
Subadvisory, distribution and other asset mgmt costs		26,296		25,583

Software royalties and other information processing costs	7.017	6,074
Brokerage commissions		7,425
Compensation, benefits and other personnel		67,216
Stock based compensation	3.732	6.657
Consulting, outsourcing and professional fees	25,998	6,657 20,707 9,928
Data processing and computer related	11 303	0 020
Facilities, supplies and other costs	11,303	13,494
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Amortization		5,900
Depreciation	5,611	5 <b>,</b> 206
Total expenses	177 <b>,</b> 896	168,190
Income from energians	54 507	52 245
Income from operations	54 <b>,</b> 597	53,345
Net gain on investments	7,278	17 <b>,</b> 479
Interest and dividend income	1,544	1,700
Interest expense		(471)
Equity in earnings of unconsolidated affiliate		24,074
Income before taxes	92,164	96,127
Income taxes	34,124	36,269
Net income	58,040	59,858
Less: Net income attributable to noncontrolling	(212)	(420)
interest	(312)	(438)
Net income attributable to SEI	\$ 57 <b>,</b> 728	\$ 59.420
Net income attributable to bil		
Diluted earnings per common share	\$ 0.31	\$ 0.31
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Shares used to calculate diluted		
earnings per common share	188,495	191,062
Basic earnings per common share	\$ 0.31	\$ 0.31
Shares used to calculate basic earnings per common share	185 <b>,</b> 787	189,948
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SEI INVESTMENTS COMPANY CONDENSED BALANCE SHEETS (In thousands)

(Unaudited)
March 31, December 31,

		2011	2010
Assets			 
Cash and short-term investments Restricted cash Receivables, net Securities owned Other current assets	\$	4,000 162,186 20,009	496,292 4,000 165,772 - 17,655
Total current assets		702,747	683,719
Property and equipment, net Marketable securities Capitalized software, net Investment in unconsolidated affiliate Other assets, net  Total assets		299,006 69,237 16,328	 \$ 140,568 179,364 294,332 64,409 14,831
Liabilities			
Current liabilities Long-term debt Deferred income taxes Long-term liabilities	\$	60,000 94,074	127,600 95,000 92,253 5,645
Total SEI Investments Company shareholders' equity Noncontrolling interest		1,077,069 15,887	1,041,570 15,155
Total Equity		1,092,956	 1,056,725
Total liabilities and equity	\$ ==	1,378,035	\$ 1,377,223

## SEI INVESTMENTS COMPANY ASSET BALANCES (In millions) (Unaudited)

	r. 31, 2010	n. 30, 2010	_	. 30, 010	Dec. 20	•	. 31, 011
Private Banks:     Equity/Fixed Income     prgms.     Collective Trust Fund	\$ 12,635	\$ 11,769	\$ 1	12,842	\$ 1	3 <b>,</b> 512	\$ 14,809
prgm.	1,023	640		615		626	576

Liquidity funds	_	5 <b>,</b> 329		5 <b>,</b> 175	_	5,034		5,120		5,217
Total assets under mgmt.	\$	18,987	\$	17 <b>,</b> 584	\$	18,491	\$	19,258	\$	20,602
Client assets under admin.		11,429		10,335		10,557		10,672		11,227
Total assets	\$	30,416	\$	27 <b>,</b> 919	\$	29,048	\$	29,930	\$	31,829
<pre>Investment Advisors:    Equity/Fixed Income    prgms.    Collective Trust Fund</pre>	\$					26,091				
prgm. Liquidity funds						2,028 2,253				
Total assets under mgmt.	\$	30,237	\$	28,400	\$	30,372	\$	31,141	\$	31,465
Institutional Investors:     Equity/Fixed Income     prgms.	\$	45 <b>,</b> 891	\$	43,506	\$	47,667	\$	48,699	\$	51,287
Collective Trust Fund prgm. Liquidity funds	_					641 3,475				
Total assets under mgmt.	\$	49,746	\$	46 <b>,</b> 707	\$	51,783	\$	52 <b>,</b> 704	\$	55 <b>,</b> 097
<pre>Investment Managers:     Equity/Fixed Income     prgms.     Collective Trust Fund</pre>	\$	2	\$	1	\$	1	\$	1	\$	37
prgm. Liquidity funds		7,639 447		7,366 428		7,781 423		8,177 313		8,841 139
Total assets under mgmt.	\$	8,088	\$	7 <b>,</b> 795	\$	8,205	\$	8,491	\$	9,017
Client assets under admin. (A)		220,807		220,459		227,777		233,079		238,335
Total assets	\$	228,895	\$	228,254	\$	235,982	\$	241,570	\$	247,352
Investments in New Businesses: Equity/Fixed Income	ċ	521	Ċ	106	ċ	522	Ċ	560	Ċ	500
prgms. Liquidity funds	ې _	72		74		533 82		65		56
Total assets under mgmt.	\$	606	\$	570	\$	615	\$	634	\$	654
LSV Asset Management Equity/Fixed Income prgms.	\$	54,189	\$	47 <b>,</b> 822	\$	54,492	\$	60,058	\$	62 <b>,</b> 370
Consolidated:     Equity/Fixed Income     prgms (B)										

prgm. Liquidity funds	11,		10,715 10,870	11,065 11,267	•	11,643 10,165
Total assets under mgmt.	\$ 161,8	353 \$	148,878	\$ 163,958	\$ 172,286	\$ 179,205
Client assets under admin. (C)	232,2	236	230,794	238,334	243,751	249,562
Total assets	\$ 394,0	<b>-</b> )89 \$	379 <b>,</b> 672	\$ 402,292	\$ 416,037	\$ 428,767

- (A) Client assets under administration in the Investment Managers segment include \$54.0 billion of assets balances that require limited services and therefore are at fee levels below our normal full service assets (as of March 31, 2011).
- (B) Equity/Fixed Income programs include \$2.3 billion of assets invested in various asset allocation funds at March 31, 2011.
- (C) In addition to the numbers presented, SEI also administers an additional \$5.1 billion in Funds of Funds assets (as of March 31, 2011) on which SEI does not earn an administration fee.

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