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SEI Revamps Managed Accounts Program: Decreases Fees, Doubles Manager Lineup

SEI's Managed Account Program Added \$1 Billion in Assets in 2011

OAKS, PA -- (MARKET WIRE) -- 01/26/12 -- SEI (NASDAQ: SEIC) announced today reduced pricing, expanded investment styles and increased manager lineup for its Managed Accounts Program. Pricing for managers in the program has been lowered by 15 percent on average and the number of specialist money managers in the lineup has doubled. The new cost structure and enhancements for SEI's Managed Account Program will make it among the most competitive in the industry with fees now five percent below the average in the Morningstar managed account category. SEI's Managed Account Program added \$1 billion in assets in 2011.

"We believe Managed Accounts are an indispensable tool for advisors as they look to grow their business and meet their clients' needs," said [Steve Onofrio](#), Managing Director, [SEI Advisor Network](#). "By decreasing the cost and increasing the manager lineup, we are providing advisors with the best of both worlds -- greater selection, at a lower price. Given the increasing demands facing advisors in all aspects of their business, more firms are looking to Managed Accounts as a solution."

In addition to the lower pricing, SEI offers a tax-efficient option that enables greater savings by processing all trades through the use of a tax overlay manager structure. This overlay manager structure seeks to manage the impact of taxes to an individual by reviewing the security cost basis positions across all managers and trading within pre-determined bands in a single account, with the goal of decreasing the overall tax exposure and providing greater after-tax returns for investors. Additionally, the overlay manager utilizes other strategies for creating greater savings, such as selling stocks with the highest tax cost first, opportunistically harvesting losses, and deferring recognition of taxable gains, where possible. The tax benefits associated with this overlay structure has resulted in an average of 127 bps in additional after-tax alpha on an annual basis since the Program's inception in 2000.*

SEI's Managed Account Program features an expanded lineup of available specialist money managers. In an effort to provide an expanded offering in the Managed Accounts Program, SEI has increased its available investment styles and number of managers from 24 to 48. The managers provide a variety of unique mandates, including: dividend focus, managed volatility, preferred stocks and alternatives, among others.

"In today's environment, investors are looking for greater levels of investment portfolio customization, access to broad diversification through unique investment styles, and, at the same time, lower costs and greater tax efficiency," said Todd Battaglia, President of Meg Green & Associates in Miami, Florida. "As an advisor, being able to deliver on both of those fronts is a true differentiator. We are in a new paradigm of investing and advisors need to find innovative strategies and solutions in order to keep clients satisfied."

To learn more about the SEI Advisor Network, please visit www.seic.com/advisors.

About The SEI Advisor Network

The SEI Advisor Network provides financial advisors with turnkey wealth management services through outsourced investment strategies, administration and technology platforms, and practice management programs. It is through these services that SEI helps advisors save time, grow revenues, and differentiate themselves in the market. With a history of financial strength, stability, and transparency, the SEI Advisor Network has been serving the independent financial advisor market for more than 16 years, has more than 5,800 advisors who work with SEI, and \$30.4 billion in advisors' assets under management (as of Dec. 31, 2011). The SEI Advisor Network is a strategic business unit of SEI. For more information, visit www.seic.com/advisors.

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 December 31, 2011, through its subsidiaries and partnerships in which the company has a significant interest, SEI manages or administers \$404 billion in mutual fund and pooled or separately managed assets, including \$172 billion in assets under management and \$232 billion in client assets under administration. For more information, visit www.seic.com.

* As of October 31, 2011

Source: SEI