

November 6, 2013



SEI Guide Offers Insights for European Managers Targeting US Market

Packaging and Distribution Considerations Must Be Addressed Early On

OAKS, PA -- (Marketwired) -- 11/06/13 -- [SEI](#) (NASDAQ: SEIC) today released the "Nine Key Considerations for European Managers Approaching the US Market," a new guide designed to help European investment managers identify and understand key considerations before undertaking U.S. distribution efforts. This European-focussed guidance stems from SEI's [Global Asset Management Product Guide](#), a comprehensive online resource that details the key features and requirements of the investment product packaging options predominant in today's global market.

"With convergence well underway and an increasingly global marketplace, managers continue to explore new distribution opportunities," said [Philip Masterson](#), Head of SEI's [Investment Manager Services division](#) in Europe. "For instance, we often field questions from European managers regarding U.S. '40 Act mutual funds. While there is no 'one size fits all' solution for U.S. distribution and not all strategies fit the applicable regulatory construct, '40 Act products permit managers to access multiple channels in the U.S. and have over \$10 trillion in assets. We frequently counsel managers on the pros and cons of establishing their own '40 Act fund infrastructure or leveraging a turnkey series trust solution."

In addition to exploring investment product packaging options and distribution challenges, the guide also offers insight on the role of consultants and service providers in developing a U.S. distribution strategy. The guide was created by the [SEI Knowledge Partnership](#), which provides ongoing business intelligence to SEI's investment manager clients, and is available at www.seic.com/9Considerations.

About SEI's Investment Manager Services Division

SEI's Investment Manager Services division provides comprehensive operational outsourcing solutions to support investment managers globally across a range of registered and unregistered fund structures, diverse investment strategies and jurisdictions. With expertise covering traditional and alternative investment vehicles, the division applies customised operating services, industry-leading technologies, and practical business and regulatory insights to each client's business objectives. SEI's resources enable clients to meet the demands of the marketplace and sharpen business strategies by focusing on their core competencies. The division has been recently recognised by Buy-Side Technology as

"Best Outsourcing Provider to the Buy Side" and "Best Fund Administrator," by Hedge Funds World Middle East as "Best Service Provider," by Global Investor as "Hedge Fund Administrator of the Year," and by HFMWeek as "Most Innovative Fund Administrator (Over \$30B AUA)" in the U.S. and "Best Administrator - Technology Provider" in Europe. For more information, visit www.seic.com/ims.

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 September 30, 2013, through its subsidiaries and partnerships in which the company has a significant interest, SEI manages or administers \$529 billion in mutual fund and pooled or separately managed assets, including \$219 billion in assets under management and \$310 billion in client assets under administration. For more information, visit <http://www.seic.com/enUK/index.htm>.

Company Contact:

Dana Grosser
SEI
+1 610-676-2459
dgrosser@seic.com

Media Contact:

Jason Rocker
Braithwaite Communications
+1 215-564-3200 x 110
jrocker@gobraithwaite.com

Source: SEI