

# NEWS FROM SEI

For Immediate Release

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## SEI Reports 2007 Results Revenues Up 16%, Net Income Up 10%

**OAKS, Pa., January 31, 2008** -- SEI Investments Company (NASDAQ:SEIC) today announced financial results for 2007, reporting increases in revenues, net income and earnings per share compared to 2006. Net income during the fourth-quarter was negatively affected by a \$25.1 million non-cash charge (approximately \$.08 per share) related to previously-disclosed support agreements covering holdings of structured investment products by SEI-sponsored money market funds.

### Consolidated Overview

(In thousands, except earnings per share)

	For the Three Months Ended December 31,			For the Twelve Months Ended December 31,		
	<u>2007</u>	<u>2006</u>	<u>%</u>	<u>2007</u>	<u>2006</u>	<u>%</u>
Revenues	<b>\$353,409</b>	\$315,514	12%	<b>\$1,369,028</b>	\$1,175,749	16%
Net Income Before Taxes	<b>84,792</b>	98,054	(14%)	<b>409,540</b>	358,756	14%
Net Income	<b>53,632</b>	63,624	(16%)	<b>259,809</b>	236,990	10%
Diluted Earnings Per Share	<b>\$.27</b>	\$.31	(13%)	<b>\$1.28</b>	\$1.17	9%

“We continue to be satisfied with the progress we are making, even in the face of difficulties created by the capital and credit markets,” said Alfred P. West, Jr., SEI Chairman and CEO.

“During the fourth-quarter, SEI realized increased contributions from all of our core businesses, saw continued success in the first installation of our Global Wealth Platform, and made good progress on our other key investments. In the long run, we remain firm in our belief that what we are doing will provide our clients with increased opportunities for success and allow us to grow our future revenues and profits more rapidly.”

## Summary of Fourth-Quarter and Year to Date Results by Business Segment

(In thousands)	For the Three Month Period			For the Twelve Month Period		
	Ended December 31,			Ended December 31,		
	<u>2007</u>	<u>2006</u>	<u>%</u>	<u>2007</u>	<u>2006</u>	<u>%</u>
<b>Private Banks:</b>						
Revenues	\$111,814	\$94,273	19%	\$413,922	\$367,449	13%
Expenses	<u>89,255</u>	<u>74,423</u>	20%	<u>330,923</u>	<u>279,089</u>	19%
Operating Profit	\$22,559	\$19,850	14%	\$82,999	\$88,360	(6%)
Operating Margin	20%	21%		20%	24%	
<b>Investment Advisors:</b>						
Revenues	66,564	60,070	11%	259,288	225,716	15%
Expenses	<u>33,392</u>	<u>29,162</u>	15%	<u>124,942</u>	<u>111,907</u>	12%
Operating Profit	33,172	30,908	7%	134,346	113,809	18%
Operating Margin	50%	51%		52%	50%	
<b>Institutional Investors:</b>						
Revenues	52,778	45,796	15%	199,593	164,962	21%
Expenses	<u>32,031</u>	<u>28,563</u>	12%	<u>121,365</u>	<u>106,377</u>	14%
Operating Profit	20,747	17,233	20%	78,228	58,585	34%
Operating Margin	39%	38%		39%	36%	
<b>Investment Managers:</b>						
Revenues	38,244	32,826	17%	143,375	118,964	21%
Expenses	<u>26,752</u>	<u>23,641</u>	13%	<u>101,401</u>	<u>90,799</u>	12%
Operating Profit	11,492	9,185	25%	41,974	28,165	49%
Operating Margin	30%	28%		29%	24%	
<b>Investments in New Businesses:</b>						
Revenues	1,858	2,191	(15%)	7,205	7,537	(4%)
Expenses	<u>5,073</u>	<u>6,048</u>	(16%)	<u>19,670</u>	<u>22,891</u>	(14%)
Operating Loss	(3,215)	(3,857)	17%	(12,465)	(15,354)	19%
Operating Margin	n/a	n/a		n/a	n/a	
<b>LSV</b>						
Revenues	82,151	80,358	2%	345,645	291,121	19%
Expenses (1)	<u>51,515</u>	<u>48,959</u>	5%	<u>213,926</u>	<u>178,727</u>	20%
Operating profit	30,636	31,399	(2%)	131,719	112,394	17%
Operating Margin	37%	39%		38%	39%	
<b>Consolidated Segment Totals:</b>						
Revenues	\$353,409	\$315,514	12%	\$1,369,028	\$1,175,749	16%
Expenses	<u>238,018</u>	<u>210,796</u>	13%	<u>912,227</u>	<u>789,790</u>	16%
Operating Profit	\$115,391	\$104,718	10%	\$456,801	\$385,959	18%
Operating Margin	33%	33%		33%	33%	

(1) Includes \$42,387 and \$42,862 for the three month period ended December 31, 2007 and 2006, respectively, and \$181,591 and \$153,381 for the twelve month period ended December 31, 2007 and 2006, respectively, of minority interest to the other partners of LSV.

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, 2007 and 2006 are as follows:

	Three months ended December 31,		Twelve months ended December 31,	
	<u>2007</u>	<u>2006</u>	<u>2007</u>	<u>2006</u>
Total operating profit from business segments	\$115,391	\$104,718	\$456,801	\$385,959
Corporate overhead expenses	(11,586)	(10,221)	(42,045)	(38,842)
Minority interest reflected in segments	43,859	44,051	186,500	158,615
LSV Employee Group Expenses (1)	<u>(1,821)</u>	<u>(1,864)</u>	<u>(7,281)</u>	<u>(7,281)</u>
Income from operations	\$145,843	\$136,684	\$593,975	\$498,451

(1) Includes \$1,806 for the three month period ending December 31, 2007 and 2006, and \$7,222 for the twelve month period ending December 31, 2007 and 2006 of amortization expense related to intangible assets owned by LSV Employees Group LLC.. The amortization is offset through Minority interest since SEI does not have any ownership in LSV Employee Group LLC.

#### **Fourth-Quarter Business Commentary:**

- All four core business segments (Private Banks, Investment Advisors, Institutional Investors and Investment Managers) reported double-digit percentage revenue gains versus fourth-quarter, 2006.
- The Private Banks, Institutional Investors and Investment Managers segments all reported double-digit percentage gains in operating profit versus fourth-quarter, 2006 levels.
- The Global Wealth Platform was placed into service during the third-quarter, 2007. Fourth-quarter expenses reflect an increase of approximately \$3.4 million for amortization versus fourth-quarter, 2006 levels. The amortization is primarily recognized in the Private Banks and Investment Advisors segments.
- The company's percentage ownership in LSV remained at approximately 43 percent. In the fourth-quarter, 2007, the company recognized \$30.6 million as its portion of the earnings from LSV versus \$31.4 million in the fourth-quarter, 2006.
- Assets under management declined by \$4.9 billion during fourth-quarter, 2007 to \$196.8 billion, due to market depreciation.
- In the fourth-quarter 2007, SEI purchased 706,000 shares of its common stock for \$21.2 million. Stock repurchases totaled 7.2 million shares for approximately \$205 million for the 2007 calendar year.
- The fourth-quarter results include a \$25.1 million non-cash charge related to money market funds support agreements. Additional information about the capital support agreements is contained in SEI's third-quarter, 2007 Form 10-Q filed November 9, 2007.

## **Earnings Conference Call**

A conference call to review earnings is scheduled for 2:00 PM ET on January 31, 2008. Investors may listen to the call at [www.seic.com](http://www.seic.com), or listen at [www.earnings.com](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 889135.

## **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 December 31, 2007, through its subsidiaries and partnerships in which the company has a significant interest, SEI administers \$426 billion in mutual fund and pooled assets and manages \$197 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 [www.seic.com](http://www.seic.com).

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)

	<b>Three Months Ended December 31,</b>	
	<b>2007</b>	<b>2006</b>
Asset management, admin. and distribution fees	<b>\$278,086</b>	\$249,810
Information processing and software servicing fees	<b>62,170</b>	53,693
Transaction-based and trade execution fees	<b>13,153</b>	12,011
	<b>353,409</b>	315,514
Total revenues		
Commissions and fees	<b>46,666</b>	39,937
Compensation, benefits and other personnel	<b>88,857</b>	84,128
Consulting, outsourcing and professional fees	<b>27,443</b>	20,827
Data processing and computer related	<b>10,785</b>	10,319
Facilities, supplies and other costs	<b>22,546</b>	16,321
Depreciation and amortization	<b>11,269</b>	7,298
	<b>207,566</b>	178,830
Total expenses		
Income from operations	<b>145,843</b>	136,684
Minority interest	<b>(41,440)</b>	(41,104)
Net loss on investments (1)	<b>(23,880)</b>	(512)
Interest and dividend income	<b>5,282</b>	4,372
Interest expense	<b>(1,013)</b>	(1,386)
	<b>84,792</b>	98,054
Income before taxes		
Income taxes	<b>31,160</b>	34,430
	<b>\$53,632</b>	\$63,624
Net income		
Diluted earnings per common share	<b>\$.27</b>	\$.31
Shares used to calculate diluted earnings per common share	<b>200,297</b>	204,660
Basic earnings per common share	<b>\$.28</b>	\$.32
Shares used to calculate basic earnings per common share	<b>194,321</b>	197,808
Dividends declared per common share	<b>.07</b>	.06

(1) Includes \$25,122 non-cash charge related to money market funds support agreements.

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

	Twelve Months Ended December	
	2007	2006
	31,	
	(Unaudited)	
Asset management, admin. and distribution fees	\$1,091,424	\$918,142
Information processing and software servicing fees	230,301	213,066
Transaction-based and trade execution fees	47,303	44,541
Total revenues	1,369,028	1,175,749
Commissions and fees	176,523	147,835
Compensation, benefits and other personnel	350,150	315,502
Consulting, outsourcing and professional fees	94,642	77,753
Data processing and computer related	42,189	37,755
Facilities, supplies and other costs	74,413	69,306
Depreciation and amortization	37,136	29,147
Total expenses	775,053	677,298
Income from operations	593,975	498,451
Minority interest	(175,879)	(146,962)
Net loss on investments (1)	(25,395)	(2,378)
Interest and dividend income	18,596	13,521
Interest expense	(4,709)	(5,464)
Other income	2,952	1,588
Income before taxes	409,540	358,756
Income taxes	149,731	121,766
Net income	\$259,809	\$236,990
Diluted earnings per common share	\$1.28	\$1.17
Shares used to calculate diluted earnings per common share	202,231	203,266
Basic earnings per common share	\$1.32	\$1.20
Shares used to calculate basic earnings per common share	196,120	197,364
Dividends declared per common share	\$.14	\$.12

(1) Includes \$25,122 non-cash charge related to money market funds support agreements.

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

	<b>(Unaudited)</b> <b>December 31,</b> <b>2007</b>	<b>December 31,</b> <b>2006</b>
<b>Assets</b>		
Cash and short-term investments	<b>\$360,921</b>	\$286,948
Restricted cash	<b>10,250</b>	10,250
Receivables	<b>275,109</b>	244,599
Securities owned	<b>16,777</b>	16,431
Other current assets	<b>31,877</b>	28,245
Total current assets	<b>694,934</b>	586,473
Property and equipment, net	<b>143,516</b>	130,732
Investments available for sale	<b>77,169</b>	71,690
Capitalized software, net	<b>231,684</b>	180,014
Goodwill	<b>22,842</b>	22,842
Intangible assets	<b>60,177</b>	67,836
Other assets, net	<b>22,043</b>	20,118
Total assets	<b><u>\$1,252,365</u></b>	<b><u>\$1,079,705</u></b>
 <b>Liabilities</b>		
Current liabilities (1)	<b>\$230,367</b>	\$196,127
Long-term debt	<b>43,971</b>	67,538
Deferred income taxes	<b>73,600</b>	76,148
Long term liabilities	<b>11,895</b>	--
Minority interest	<b>136,149</b>	109,380
<b>Shareholders' Equity</b>	<b>756,383</b>	630,512
Total liabilities and shareholders' equity	<b><u>\$1,252,365</u></b>	<b><u>\$1,079,705</u></b>

(1) Includes \$25,122 accrual related to money market funds support agreements.

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

	Dec. 31, <u>2006</u>	Mar. 31, <u>2007</u>	Jun. 30, <u>2007</u>	Sep. 30, <u>2007</u>	Dec. 31, <u>2007</u>
<b>Private Banks:</b>					
Equity/Fixed Income prgms.	\$16,806	\$18,196	\$20,666	\$21,816	\$21,160
Collective Trust Fund prgm.	1,251	1,148	1,078	1,056	1,007
Liquidity funds	<u>8,513</u>	<u>8,241</u>	<u>8,224</u>	<u>8,836</u>	<u>8,886</u>
Total assets under mgmt.	\$26,570	\$27,585	\$29,968	\$31,708	\$31,053
Client assets under admin.	<u>14,738</u>	<u>14,864</u>	<u>15,019</u>	<u>15,655</u>	<u>14,235</u>
Total assets	\$41,308	\$42,449	\$44,987	\$47,363	\$45,288
<b>Investment Advisors:</b>					
Equity/Fixed Income prgms.	\$34,096	\$35,225	\$36,923	\$37,751	\$36,378
Collective Trust Fund prgm.	2,480	2,491	2,334	2,325	2,295
Liquidity funds	<u>1,421</u>	<u>1,404</u>	<u>1,400</u>	<u>1,619</u>	<u>2,079</u>
Total assets under mgmt.	\$37,997	\$39,120	\$40,657	\$41,695	\$40,752
<b>Institutional Investors:</b>					
Equity/Fixed Income prgms.	\$37,720	\$39,504	\$40,771	\$43,504	\$44,833
Collective Trust Fund prgm.	1,081	1,078	895	907	897
Liquidity funds	<u>3,371</u>	<u>5,072</u>	<u>4,128</u>	<u>4,342</u>	<u>3,629</u>
Total assets under mgmt.	\$42,172	\$45,654	\$45,794	\$48,753	\$49,359
<b>Investment Managers:</b>					
Equity/Fixed Income prgms.	\$30	\$29	\$32	\$24	\$24
Collective Trust Fund prgm.	8,675	8,300	7,990	6,814	6,651
Liquidity funds	<u>215</u>	<u>178</u>	<u>271</u>	<u>360</u>	<u>325</u>
Total assets under mgmt.	\$8,920	\$8,507	\$8,293	\$7,198	\$7,000
Client assets under admin.	<u>170,344</u>	<u>180,745</u>	<u>192,931</u>	<u>205,251</u>	<u>215,124</u>
Total assets	\$179,264	\$189,252	\$201,224	\$212,449	\$222,124
<b>Investments in New Businesses:</b>					
Equity/Fixed Income prgms.	\$805	\$843	\$887	\$907	\$929
Liquidity funds	<u>53</u>	<u>43</u>	<u>43</u>	<u>40</u>	<u>74</u>
Total assets under mgmt.	\$858	\$886	\$930	\$947	\$1,003
<b>LSV Asset Management</b>					
Equity/Fixed Income prgms.	\$64,970	\$68,225	\$73,100	\$71,349	\$67,599
<b>Consolidated:</b>					
Equity/Fixed Income prgms (A)	\$154,427	\$162,022	\$172,379	\$175,351	\$170,923
Collective Trust Fund prgm.	13,487	13,017	12,297	11,102	10,850
Liquidity funds	<u>13,573</u>	<u>14,938</u>	<u>14,066</u>	<u>15,197</u>	<u>14,993</u>
Total assets under mgmt.	\$181,487	\$189,977	\$198,742	\$201,650	\$196,766
Client assets under admin. (B)	<u>185,082</u>	<u>195,609</u>	<u>207,950</u>	<u>220,906</u>	<u>229,359</u>
Total assets	\$366,569	\$385,586	\$406,692	\$422,556	\$426,125

(A) Equity/Fixed Income programs include \$3,717 of assets invested in SEI's Asset Allocation Funds at December 31, 2007.

(B) In addition to the numbers presented, SEI also administers an additional \$6,326 in Funds of Funds assets (as of December 31, 2007) on which SEI does not earn an administration fee.