SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D.C. 20549

FORM 10-Q

(Mark One)* X Quarterly report pursuant to Section 13 or 15(d) of the Securities
Exchange Act of 1934 for the quarterly period ended March 31, 2000 or
Transition report pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934 for the transition period from to
0-10200
(Commission File Number)
SEI INVESTMENTS COMPANY
(Exact name of registrant as specified in its charter)
Pennsylvania 23-1707341
(State or other jurisdiction of (IRS Employer incorporation or organization) Identification Number)
1 Freedom Valley Drive, Oaks, Pennsylvania 19456-1100
(Address of principal executive offices) (Zip Code)
(610) 676-1000
(Registrant's telephone number, including area code)
N/A
(Former name, former address and former fiscal year, if changed since last report)
Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes X No
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*APPLICABLE ONLY TO ISSUERS INVOLVED IN BANKRUPTCY PROCEEDINGS DURING THE PRECEDING FIVE YEARS:

Indicate by check mark whether the registrant has filed all documents and reports required to be filed by Sections 12, 13, or 15(d) of the Securities Exchange Act of 1934 subsequent to the distribution of securities under a plan confirmed by a court. Yes___ No___

*APPLICABLE ONLY TO CORPORATE ISSUERS:

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of March 31, 2000: 17,670,401 shares of common stock, par value \$.01 per share.

PART I. FINANCIAL INFORMATION

Item 1. Financial Statements

Consolidated Balance Sheets (In thousands)

	March 31, 2000	December 31, 1999
	(unaudited)	
Assets		
Current assets:		
Cash and cash equivalents Receivables from regulated investment companies Receivables, net of allowance for doubtful accounts of \$1,700	\$ 57,016 26,974 41,441	\$ 73,206 24,179 33,554
Deferred income taxes Prepaid expenses and other current assets	7,443 5,034	10,934 5,119
Total current assets	137,908	146,992
Property and equipment, net of accumulated depreciation and amortization of \$74,513 and \$71,415	66,392	65,640
Capitalized software, net of accumulated amortization of \$10,322 and \$9,838	15,591 	15,626
Other assets, net	23,091	25,521
Total Assets	\$ 242,982 ======	\$ 253,779 =======

The accompanying notes are an integral part of these statements.

Consolidated Balance Sheets (In thousands, except par value)

Ma		December 31, 1999
- -	(unaudited)	
Liabilities and Shareholders' Equity		
Current liabilities:		
Current portion of long-term debt Accounts payable Accrued expenses Deferred revenue	\$ 2,000 6,367 86,917 21,685	\$ 2,000 7,397 110,201 19,320
Total current liabilities	116,969	138,918
Long-term debt	27,000	29,000
Deferred income taxes	8,274	6,859
Shareholders' equity:		
Common stock, \$.01 par value, 100,000 shares authorized; 17,670 and 17,692 shares issued and outstanding Capital in excess of par value Retained earnings Accumulated other comprehensive gains (losses)	177 76,140 14,380 42	177 71,501 7,373 (49)
Total shareholders' equity	90,739 	79,002
Total Liabilities and Shareholders' Equity	\$242,982 ======	\$253,779 ======

The accompanying notes are an integral part of these statements.

Consolidated Statements of Income (unaudited) (In thousands, except per share data)

		Months
	Ended M	arch 31,
	2000	
Revenues	\$138,746	\$104,318
Expenses: Operating and development Sales and marketing General and administrative	38.370	50,763 27,106 3,130
Income from operations	30,552	23,319
Equity in the earnings of unconsolidated affiliate Interest income Interest expense	1,753 985 (599)	1,478 498 (598)
Income before income taxes Income taxes	32,691 12,422	24,697 9,508
Net income	20,269	15,189
Other comprehensive income (loss), net of tax: Foreign currency translation adjustments,		(22)
net of income tax expense (benefit) of \$120 and \$(52) Unrealized holding losses on investments, net of income tax benefit of \$64 and \$51	(104)	
Other comprehensive income (loss)	91	(164)
Comprehensive income	\$ 20,360 =====	\$ 15,025 ======
Basic earnings per common share	\$ 1.15 ======	\$.85 ======
Diluted earnings per common share	\$ 1.08 ======	\$.79 =====

The accompanying notes are an integral part of these statements.

Consolidated Statements of Cash Flows (unaudited) (In thousands)

Three Months

	1111 00 1	101111110
	Ended March 31,	
	2000	1999
Cash flows from operating activities: Net income	\$ 20,269	
Adjustments to reconcile net income to net cash provided by operating activities: Depreciation and amortization	<i>4</i> 053	3 532
Equity in the earnings of unconsolidated affiliate Other	(1,753) 5,466	3,532 (1,478) (3,337)
Change in current assets and liabilities: Decrease (increase) in		
Receivables from regulated investment companies Receivables Prepaid expenses and other current assets	(2,795) (7,887)	(1,495) (5,334) 185
Increase (decrease) in Accounts payable		
Accrued expenses Deferred revenue	(19,746) 2,365	(669) (5,032) 218
Net cash (used in) provided by operating activities	(973)	1,779
Cash flows from investing activities: Additions to property and equipment Additions to capitalized software Purchase of investments available for sale Other	(4,136) (449) (782) 4,311	(4,401) (254) (2,740)
Net cash used in investing activities	(1,056)	(7,395)
Cash flows from financing activities: Payment on long-term debt Purchase and retirement of common stock Proceeds from issuance of common stock Tax benefit on stock options exercised Payment of dividend	(2,000) (13,768) 2,316 2,829 (3,538)	(2,000) (25,451) 2,092 2,991 (2,858)
Net cash used in financing activities	(14, 161)	(25,226)
Net decrease in cash and cash equivalents		(30,842)
Cash and cash equivalents, beginning of period	73,206	52,980
Cash and cash equivalents, end of period	\$ 57,016 ======	

The accompanying notes are an integral part of these statements.

Note 1. Summary of Significant Accounting Policies

Nature of Operations

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SEI Investments Company (the "Company") is organized around its four primary business lines: Technology Services, Asset Management, Mutual Fund Services, and Investments in New Business. Technology Services includes the Trust 3000 product line and trust operations outsourcing. Asset Management provides investment solutions through various investment products and services distributed directly or through professional investment advisors, financial planners, and other financial intermediaries to institutional and high-net-worth markets. Mutual Fund Services provides administration and distribution services to proprietary mutual funds created for banks, insurance firms, and investment management companies. Investments in New Business consists of the Company's Canadian and international operations which provide investment advisory services globally through investment products and services and performance evaluation and consulting services to Canadian pension plans.

Summary Financial Information and Results of Operations

In the opinion of the Company, the accompanying unaudited Consolidated Financial Statements contain all adjustments (consisting of only normal recurring adjustments) necessary to present fairly the financial position as of March 31, 2000, the results of operations and cash flows for the three months ended March 31, 2000 and 1999.

Interim Financial Information

While the Company believes that the disclosures presented are adequate to make the information not misleading, these Consolidated Financial Statements should be read in conjunction with the Consolidated Financial Statements and the notes included in the Company's latest annual report on Form 10-K.

Principles of Consolidation

The Consolidated Financial Statements include the accounts of the Company and its wholly owned subsidiaries. The Company's principal subsidiaries are SEI Investments Distribution Company, SEI Investments Management Corporation, and SEI Trust Company. All intercompany accounts and transactions have been eliminated. Investment in unconsolidated affiliate is accounted for using the equity method due to the Company's less than 50 percent ownership. The Company's portion of the affiliate's operating results is reflected in Equity in the earnings of unconsolidated affiliate on the accompanying Consolidated Statements of Income.

Property and Equipment

Property and equipment on the accompanying Consolidated Balance Sheets consist of the following:

	March 31, 2000	December 31, 1999	Estimated Useful Lives (In Years)
Equipment Buildings Land Purchased software Furniture and fixtures Leasehold improvements	\$ 64,650,000 34,806,000 7,686,000 13,803,000 13,360,000 6,600,000	\$ 62,437,000 34,676,000 7,686,000 13,302,000 12,554,000 6,400,000	3 to 5 10 to 39 N/A 3 3 to 5 Lease Term
Less: Accumulated depreciation and amortization	140,905,000 (74,513,000)	137,055,000	
Property and Equipment, net	\$ 66,392,000 =======	\$ 65,640,000 ======	

Property and equipment are stated at cost. Depreciation and amortization are computed using the straight-line method over the estimated useful life of each asset. Expenditures for renewals and betterments are capitalized, while maintenance and repairs are charged to expense when incurred.

Capitalized Software

The Company accounts for software development costs in accordance with Statement of Financial Accounting Standards No. 86, "Accounting for the Costs of Computer Software to Be Sold, Leased, or Otherwise Marketed" ("SFAS 86"). Under SFAS 86, costs incurred to create a computer software product are charged to research and development expense as incurred until technological feasibility has been established. The Company establishes technological feasibility upon completion of a detail program design. At that point, computer software costs are capitalized until the product is available for general release to customers. The establishment of technological feasibility and the ongoing assessment of recoverability of capitalized software development costs require considerable judgment by management with respect to certain external factors, including, but not limited to, anticipated future revenues, estimated economic life, and changes in technology. Amortization begins when the product is released. Capitalized software development costs are amortized on a product-byproduct basis using the straight-line method over the estimated economic life of the product or enhancement, which is primarily three to ten years, with a weighted average remaining life of approximately 7.8 years.

Earnings per Share

The Company computes earnings per common share in accordance with Statement of Financial Accounting Standards No. 128, "Earnings per Share" ("SFAS 128"). Pursuant to SFAS 128, dual presentation of basic and diluted earnings per common share is required on the face of the statements of income for companies with complex capital structures. Basic earnings per common share is calculated by dividing net income available to common shareholders by the weighted average number of common shares outstanding for the period. Diluted earnings per common share reflects the potential dilution from the exercise or conversion of securities into common stock, such as stock options.

For	the	three	month	period	ended
	Ms	arch 3	1 2000	ລັ	

	March 31, 2000		
	Income (Numerator)	Shares (Denominator)	Per Share Amount
Basic earnings per common share	\$20,269,000	17,665,000	\$1.15 ======
Dilutive effect of stock options		1,097,000	
Diluted earnings per common share	\$20,269,000 ======	18,762,000 ======	\$1.08 =====
	For 1	the three month period ended March 31, 1999	I
	Income (Numerator)	Shares (Denominator)	Per Share Amount
Basic earnings per common share	\$15,189,000	17,867,000	\$.85 =====
Dilutive effect of stock options		1,417,000	
Diluted earnings per common share	\$15,189,000 ======	19,284,000 ======	\$.79 =====

Options to purchase 370,000 shares of common stock, with an average exercise price of \$118.50 were outstanding during the first quarter in 2000, but were excluded from the diluted earnings per common share calculation because the options' exercise prices were greater than the average market price of the Company's common stock. All options outstanding during the first quarter in 1999 were included in the diluted earnings per common share calculation.

Statements of Cash Flows

For purposes of the Consolidated Statements of Cash Flows, the Company considers investment instruments purchased with an original maturity of three months or less to be cash equivalents.

Supplemental disclosures of cash paid/received during the three months ended March 31 is as follows:

	2000	1999
Interest paid	\$1,133,000	\$1,206,000
Interest and dividends received	\$ 936,000	\$ 551,000
Income taxes paid	\$6,093,000	\$ 545,000

Management's Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses $% \left(1\right) =\left(1\right) \left(1\right) \left($ during the reporting period. Actual results could differ from those estimates.

Recent Pronouncements

In December 1999, the Securities and Exchange Commission issued Staff Accounting Bulletin 101, "Revenue Recognition in Financial Statements" ("SAB 101"). SAB 101 provides guidance on applying generally accepted accounting principles to revenue recognition issues in financial statements. The Company is currently evaluating the provisions established in SAB 101 to assess if application of SAB 101 is required in its financial statements.

Note 2. Comprehensive Income - The Company computes comprehensive income in

accordance with Statement of Financial Accounting Standards No. 130, "Reporting Comprehensive Income" ("SFAS 130"). SFAS 130 establishes standards for reporting and presentation of comprehensive income and its components (revenues, expenses, gains and losses) in a full set of general-purpose financial statements that is presented with equal prominence as other financial statements. Comprehensive income includes net income, foreign currency translation adjustments, and unrealized holding gains and losses and is presented on the accompanying Consolidated Statements of Income.

	Foreign	Unrealized	Accumulated
	Currency	Holding	Other
	Translation	Gains	Comprehensive
	Adjustments	on Investments	Gains
Beginning balance	\$(469,000)	\$ 420,000	\$(49,000)
Current period change	195,000	(104,000)	91,000
Ending Balance	\$(274,000)	\$ 316,000	\$ 42,000
	=======	======	======

Note 3. Receivables - Receivables on the accompanying Consolidated Balance $\,$

Sheets consist of the following:

	March 31, 2000	December 31, 1999
Trade receivables	\$21,286,000	\$16,339,000
Fees earned, not received	2,454,000	2,304,000
Fees earned, not billed	19,401,000	16,611,000
	43,141,000	35,254,000
Less: Allowance for doubtful accounts	(1,700,000)	(1,700,000)
	\$41,441,000	\$33,554,000

Fees earned, not received represent brokerage commissions earned but not yet collected. Fees earned, not billed represent receivables earned but unbilled and result from timing differences between services provided and contractual billing schedules.

Receivables from regulated investment companies on the accompanying Consolidated Balance Sheets represent fees collected from the Company's wholly owned subsidiaries, SEI Investments Distribution Company and SEI Investments Management Corporation, for distribution, investment advisory, and administration services provided by these subsidiaries to various regulated investment companies sponsored by the Company.

Note 4. Other Assets - Other assets on the accompanying Consolidated Balance

Sheets consist of the following:

	March 31, 2000	December 31,1999
Investment in unconsolidated affiliate	\$ 5,454,000	\$ 5,305,000
Investments available for sale	4,680,000	6,704,000
Other, net	12,957,000	13,512,000
Other assets	\$23,091,000	\$25,521,000
	========	========

Investment in Unconsolidated Affiliate - LSV Asset Management ("LSV") is

a partnership formed between the Company and three leading academics in the field of finance. LSV is a registered investment advisor which provides investment advisory services to institutions, including pension plans and investment companies. LSV is currently the portfolio manager for a number of Company-sponsored mutual funds. The Company's interest in LSV for the first quarter in 2000 and 1999 was approximately 47 percent. LSV is accounted for using the equity method of accounting due to the less than 50 percent ownership. The Company's portion of LSV's net earnings is reflected in Equity in the earnings of unconsolidated affiliate on the accompanying Consolidated Statements of Income.

The following table contains the Condensed Statements of Income of LSV for the three months ended March $31\colon$

	2000	1999
Revenues	\$5,294,000	\$4,469,000
	=======	=======
Net income	\$3,761,000	\$3,143,000
	=======	========

	March 31, 2000	December 31, 1999
Current assets	\$10,020,000	\$9,459,000
Non-current assets	116,000	131,000
Total assets	\$10,136,000 =======	\$9,590,000 ======
Current liabilities Partners' capital	\$ 846,000 9,290,000	\$ 782,000 8,808,000
Total liabilities and partners' capital	\$10,136,000 =======	\$9,590,000 ======

Investments Available for Sale - Investments available for sale

consist of investments in mutual funds sponsored by the Company. The Company accounts for investments in marketable securities pursuant to Statement of Financial Accounting Standards No. 115, "Accounting for Certain Investments in Debt and Equity Securities" ("SFAS 115"). SFAS 115 requires that debt and equity securities classified as available for sale be reported at market value. Unrealized holding gains and losses, net of income taxes, are reported as a separate component of Shareholders' equity. Realized gains and losses, as determined on a specific identification basis, are reported separately on the accompanying Consolidated Statements of Income.

At March 31, 2000, Investments available for sale had an aggregate cost of \$4,172,000 and an aggregate market value of \$4,680,000 with gross unrealized gains of \$508,000. At that date, the net unrealized holding gains of \$316,000 (net of income tax expense of \$192,000) were reported as a separate component of Accumulated other comprehensive gains on the accompanying Consolidated Balance Sheets. The Company liquidated certain investments in the first quarter of 2000 and recognized a minimal loss on the disposition of these investments which was immaterial.

At December 31, 1999, Investments available for sale had an aggregate cost of \$6,235,000 and an aggregate market value of \$6,704,000 with gross unrealized holding gains of \$469,000. At that date, the net unrealized holding gains of \$420,000 (net of income tax expense of \$49,000) were reported as a separate component of Accumulated other comprehensive losses on the accompanying Consolidated Balance Sheets.

Note 5. Accrued Expenses - Accrued expenses on the accompanying Consolidated

Balance Sheets consist of the following:

	March 31, 2000	December 31, 1999
Account componenties	#10.000.000	¢ 20 040 000
Accrued compensation Accrued proprietary fund services	\$18,683,000 12,963,000	\$ 39,846,000 11,562,000
Accrued consulting services	8,713,000	7,342,000
Accrued corporate income taxes	8,612,000	9,801,000
Other accrued expenses	37,946,000	41,650,000
Total accrued expenses	\$86,917,000 ======	\$110,201,000 =======

Note 6. Line of Credit - The Company has a line of credit agreement (the

"Agreement") with its principal lending institution. The Agreement provides for borrowings of up to \$50,000,000. The Agreement ends on August 31, 2000, at which time the outstanding principal balance, if any, becomes due unless the Agreement is extended. The line of credit, when utilized, accrues interest at the Prime rate or one and one-quarter percent above the London Interbank Offered Rate. The Company is obligated to pay a commitment fee equal to one-quarter of one percent per annum on the average daily unused portion of the commitment. Certain covenants under the Agreement require the Company to maintain specified levels of net worth and place certain restrictions on investments. The Company had no outstanding borrowings on its line of credit at March 31, 2000.

Note 7. Long-term Debt - On February 24, 1997, the Company signed a Note

Purchase Agreement authorizing the issuance and sale of \$20,000,000 of 7.20% Senior Notes, Series A, and \$15,000,000 of 7.27% Senior Notes, Series B, (collectively, the "Notes") in a private offering with certain financial institutions. The Notes are unsecured with final maturities ranging from 10 to 15 years. The proceeds from the Notes were used to repay the outstanding balance on the Company's line of credit at that date. The Note Purchase Agreement, as amended, contains various covenants, including limitations on indebtedness, maintenance of minimum net worth levels, and restrictions on certain investments. In addition, the agreement limits the Company's ability to merge or consolidate, and to sell certain assets. None of these covenants negatively affect the Company's liquidity or capital resources.

Principal payments on the Notes are made annually from the date of issuance while interest payments are made semi-annually. The Company made its scheduled payment of \$2,000,000 in February 2000. The current portion of the Notes amounted to \$2,000,000 at March 31, 2000. The carrying amount of the Company's long-term debt approximates its fair value.

Note 8. Common Stock Buyback - The Board of Directors has authorized the

purchase of the Company's common stock on the open market or through private transactions of up to an aggregate of \$353,365,000. Through March 31, 2000, a total of 16,328,000 shares at an aggregate cost of \$344,016,000 have been purchased and retired. The Company purchased 137,000 shares at a total cost of \$13,768,000 during the first quarter of 2000.

The Company immediately retires its common stock when purchased. Upon retirement, the Company reduces Capital in excess of par value for the average capital per share outstanding and the remainder is charged against Retained earnings. If the Company reduces its Retained earnings to zero, any subsequent purchases of common stock will be charged entirely to Capital in excess of par value.

Note 9. Dividend - On December 14, 1999, the Board of Directors declared a

cash dividend of \$.20 per share on the Company's common stock, which was paid on January 28, 2000, to shareholders of record on January 7, 2000.

Note 10. Segment Information - The Company defines its business segments in

accordance with Statement of Financial Accounting Standards No. 131, "Disclosures about Segments of an Enterprise and Related Information" ("SFAS 131"). SFAS 131 establishes standards for the way public business enterprises report financial information about operating segments in financial statements. SFAS 131 also requires additional disclosures about product and services, geographic areas, and major customers.

The Company is organized around its four primary business lines: Technology Services, Asset Management, Mutual Fund Services, and Investments in New Business. Technology Services includes the Company's Trust 3000 product line and trust operations outsourcing. Asset Management provides investment solutions through various investment products and services distributed directly or through professional investment advisors, financial planners, and other financial intermediaries to institutional and high-net-worth markets. Mutual Fund Services provides administration and distribution services to proprietary mutual funds created for banks, insurance firms, and investment management companies. Investments in New Business consists of the Company's Canadian and international operations which provides investment advisory services globally through investment products and services and performance evaluation and consulting services to Canadian pension plans.

The information in the following tables is derived from the Company's internal financial reporting used for corporate management purposes. The accounting policies of the reportable segments are the same as those described in Note 1. The Company's management evaluates financial performance of its operating segments based on income before income taxes.

The following tables highlight certain unaudited financial information about each of the Company's segments for the three months ended March 31, 2000 and 1999.

	Technology Services	Asset Management	Services 			Total
				Period Ended Ma		
Revenues	\$51,855,000	\$48,322,000	\$30,026,000	\$ 8,543,000		\$138,746,000
Operating income (loss)	\$18,071,000	\$13,474,000	\$ 5,403,000	\$(2,854,000)	\$ (3,542,000)	\$ 30,552,000
Other income, net						\$ 2,139,000
Income before income taxes						\$ 32,691,000
Depreciation and amortization	\$ 2,842,000	\$ 530,000	\$ 293,000	\$ 254,000	\$ 134,000	\$ 4,053,000
Capital expenditures	\$ 2,574,000	\$ 518,000	\$ 447,000	\$ 333,000	\$ 264,000	\$ 4,136,000
				Period Ended Ma	arch 31, 1999	
Revenues	\$46,153,000		\$26,031,000			\$104,318,000
Operating income (loss)			\$ 5,563,000		\$ (3,130,000)	\$ 23,319,000
Other income, net						\$ 1,378,000
Income before income taxes						\$ 24,697,000
Depreciation and amortization	\$ 2,505,000	\$ 480,000	\$ 305,000	\$ 152,000	\$ 90,000	\$ 3,532,000
Capital expenditures	\$ 2,627,000	\$ 843,000	\$ 163,000	\$ 224,000	\$ 544,000	\$ 4,401,000

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations.

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(In thousands, except per share data)

We are organized around our four business lines: Technology Services, Asset Management, Mutual Fund Services, and Investments in New Business. Financial information on each of these segments is reflected in Note 10 of the Notes to Consolidated Financial Statements.

Results of Operations

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First Quarter Ended March 31, 2000 Compared to First Quarter Ended March 31, 1999

Consolidated Overview

Income Statement Data			
(In thousands, except per common share data)	1ST QTR 2000	1ST QTR 1999	PERCENT CHANGE
Revenues:			
Technology Services	\$ 51,855	\$ 46,153	12%
Asset Management	48,322	28,342	70%
Mutual Fund Services	30,026	26,031	15%
Investments in New Business	8,543	3,792	125%
Total revenues	\$138,746	\$104,318	33%
Operating Income (Loss):			
Technology Services	\$ 18,071	\$ 14,322	26%
Asset Management	13,474	8,479	59%
Mutual Fund Services	5,403		(3%)
Investments in New Business	(2,854)	(1,915)	(49%)
General and Administrative	(3,542)	(3,130)	(13%)
Income from operations	30,552	23,319	31%
Other income, net	2,139	1,378	55%
'			
Income before income taxes	22 601	24 607	32%
income before income taxes	32,691	24,697	32%
Income taxes	12,422	9,508	31%
Net Income	\$ 20,269	\$ 15,189	33%
	======	======	
Diluted earnings per common share	\$ 1.08	\$.79	37%
	=======	=======	

Revenues and earnings increased in the first quarter of 2000 primarily from new business generated in Technology Services and Asset Management. Technology Services operating results reflect increases in recurring processing fees generated from new clients and the delivery of new products to our existing clients. Operating results in Asset Management were boosted by significant increases in assets under management from new and existing clients in our investment advisory and institutional asset management businesses. We continue to be optimistic about our ability to sustain the growth experienced in revenues and earnings. This optimism results from several factors: we believe the recent sales momentum experienced in Technology Services and Asset Management can be sustained; we continue to invest in the development of new products and services; and we continue to leverage expenses across a higher net incremental revenue base. However, continued consolidation in the banking industry or a prolonged unfavorable change in the financial securities markets could impede growth in revenues and earnings.

	As of March 31,		PERCENT
	2000	1999	CHANGE
Assets invested in equity and fixed income programs	\$ 45,744	\$ 27,559	66%
Assets invested in liquidity funds	22,177	21,668	2%
Accete under meneroment		40.007	200/
Assets under management	67,921	49,227	38%
Client proprietary assets under administration	197,476	139,865	41%
Assets under management and administration	\$265,397	\$189,092	40%
	=======	=======	

Assets under management consist of total assets invested in our equity and fixed income investment programs and liquidity funds for which we provide management services. Assets under management and administration consist of total assets for which we provide management and administrative services, including client proprietary fund balances for which we provide administration and/or distribution services.

Technology Services

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Technology Services provides trust and investment operations outsourcing to financial institutions with our TRUST 3000 product line. TRUST 3000 incorporates a myriad of integrated products and sub-systems that provide complete trust and investment accounting capabilities for financial institutions.

Trust operations outsourcing incorporates the TRUST 3000 product line within a package of services that includes full operations, custody and securities processing support. The client maintains only minimal support staff, while virtually all processing work is handled by our employees. Oftentimes, the client will also elect to outsource their investment management requirements, where we provide investment products and distribution support.

	1ST QTR 2000	1ST QTR 1999	DOLLAR CHANGE	PERCENT CHANGE
Revenues:				
Trust technology services	\$46,661	\$41,372	\$5,289	13%
Trust operations outsourcing	5,194	4,781	413	9%
Total revenues	51,855	46,153	5,702	12%
Expenses:				
Operating and development	25,836	24,141	1,695	7%
Sales and marketing	7,948	7,690	258	3%
Č				
Total operating profits	\$18,071 ======	\$14,322 ======	\$3,749 =====	26%
Profit margin	35%	31%		

The increase in Trust Technology Services revenues is primarily attributable to an increase in recurring processing fees. The conversion of new clients onto the TRUST 3000 product line during the past year accounts for a significant portion of the increase in recurring processing fees. In addition, the delivery of new products has provided us with the opportunity to leverage additional recurring revenues from our existing clients. As a result, recurring processing fees increased \$4.5 million or 19 percent. Another significant contributor to the growth in revenues was an increase in brokerage services revenues associated with securities trade execution activities by our TRUST 3000 clients. We expect our recurring revenue base to increase through the delivery of new products and services to our existing clients and the contracting of new clients for processing services. Also, we are currently undertaking strategies to expand our technology services into other new markets. Penetrating these new markets could provide many new opportunities. However, consolidations among our banking clients continue to be a major strategic issue facing this segment.

Trust Operations Outsourcing revenues increased primarily due to growth in investment management fees from our existing clients, as well as from new clients. Revenues earned from processing services remained relatively flat. We continue to evaluate new alternatives and possible new markets for this business. We still believe that this business provides an attractive alternative to any financial institution faced with the task of building the necessary infrastructure to support the delivery of trust services.

Operating profits and profit margin for Technology Services increased substantially in the first quarter of 2000. The increase in operating profits and profit margin were primarily due to the increase in revenues previously discussed. In addition, we have been able to exercise cost containment in our normal ongoing operations thereby allowing increased investments in the development of new products without negatively affecting operating profits and profit margin. As a percentage of sales, operating and development expenses decreased to 50 percent from 52 percent and sales and marketing expenses decreased to 15 percent from 17 percent. We anticipate our profit margin can be sustained and our operating profits will increase as a result of additional sales of new products and our ability to control costs.

Asset Management

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Asset Management provides investment solutions through various investment products and services distributed directly or through professional investment advisors, financial planners, and other financial intermediaries to institutional or high-net-worth markets. The primary products offered include money market funds and diversified investment strategies and portfolios delivered to these markets through mutual funds and other pooled vehicles.

	1ST QTR 2000 	1ST QTR 1999	DOLLAR CHANGE	PERCENT CHANGE
Revenues: Investment management fees Liquidity management fees	\$43,396 4,926	\$23,685 4,657	\$19,711 269	83% 6%
Total revenues	48,322	28,342	19,980	70%
Expenses: Operating and development Sales and marketing	14,440 20,408	8,082 11,781	6,358 8,627	79% 73%
Total operating profits	\$13,474 ======	\$ 8,479 =====	\$ 4,995 =====	59%
Profit margin	28%	30%		

The increase in Investment Management Fees was primarily due to significant growth in assets under management generated through new business in both our investment advisory and institutional asset management businesses and an increase in the average basis points recognized. Average assets under management increased \$12.3 billion or 65 percent to \$31.1 billion for the first quarter of 2000, as compared to \$18.8 billion for the first quarter of 1999. In our investment advisory business, we continue to be successful at recruiting new registered investment advisors in underdeveloped markets. We established approximately 400 new registered investment advisor relationships during the first quarter of 2000, bringing our total network to about 6,100 advisors. We have also been working closely with our existing advisors to increase their asset-gathering potential by growing their existing client base through the introduction of new investment options and programs. Our Institutional asset management business also experienced an increase in new business. During the first quarter of 2000, 29 new institutional clients were contracted with commitments of approximately \$2 billion, of which \$.8 billion has funded and the remainder is to be funded in subsequent quarters. We anticipate continued growth in both these businesses through the establishment of new client relationships and the delivery of new investment products and services. We also believe that our diversified investment programs and services affords us the ability to retain these assets.

The increase in Liquidity Management Fees was due to an increase in assets under management invested in our liquidity funds from institutional clients. Average assets under management invested in our liquidity products increased \$1.2 billion or 25 percent to \$6.2 billion for the first quarter of 2000, as compared to \$5.0 billion for the first quarter of 1999. The increase in assets under management was primarily due to new sales of our cash sweep technology product. Also, client cash flows are cyclical and typically run higher in the first quarter. However, the increase in assets under management was partially offset by a decrease in the average basis points recognized.

Operating profits in Asset Management continues to grow at a significant pace primarily through the generation of new business. However, operating profits and profit margin were negatively affected by substantial investments in webenabling our Asset Management business lines as well as expanding our sales and marketing efforts. We believe that our increased pace of investments in the development of new products and services is necessary to keep our competitive advantage, as well as creating opportunities to deliver our investment products and services into new markets. As a percentage of sales, operating and development expenses increased to 30 percent from 29 percent and sales and marketing expenses increased to 42 percent from 41 percent. Our ability to leverage on our infrastructure allowed us to control variable operating costs and thereby increase the pace of investments in the development of new products. With the increased sales momentum in our investment advisory and institutional asset management businesses and the delivery of new investment products and services, operating results in this segment are expected to produce favorable results in the near future. However, any significant devaluation in the financial securities markets could negatively affect future revenues and profits.

Mutual Fund Services

The Mutual Fund Services segment provides administration and distribution services to proprietary mutual funds created for banks, insurance firms, and investment management companies. These services include fund administration and accounting, legal services, shareholder recordkeeping, and marketing.

	1ST QTR 2000 	1ST QTR 1999	DOLLAR CHANGE	PERCENT CHANGE
Total revenues	\$30,026	\$26,031	\$3,995	15%
Expenses: Operating and development Sales and marketing	19,002 5,621	16,263 4,205	2,739 1,416	17% 34%
Total operating profits	\$ 5,403 =====	\$ 5,563 ======	\$ (160) ======	(3%)
Profit margin	18%	21%		

The increase in Mutual fund services revenues was fueled by growth in average proprietary fund balances, which increased \$49.0 billion or 35 percent to \$187.7 billion for the first quarter of 2000 versus \$138.7 billion for the first quarter of 1999. Average proprietary fund balances increased due to growth in existing complexes in all markets. We are beginning to see the impact of our sales efforts in the non-bank investment management and offshore markets. Clients in these markets constitute a larger portion of average proprietary fund balances, approximately 30 percent during the first quarter of 2000, as compared to approximately 20 percent during the first quarter in 1999. However, total revenues were negatively affected by a decrease in average basis points earned because of fee concessions granted in exchange for longer-term contracts and a reduction in the range of certain services to a few large bank clients. We will continue to aggressively focus our efforts on the non-bank investment management and offshore markets. Initially, clients in these markets will not generate as much revenue as a large bank complex would, but we believe that these will be continually growing markets.

Although revenues increased 15 percent, operating profits and profit margin decreased in the first quarter of 2000, primarily because of the fee concessions already discussed and certain expenses are increasing. The increase in expenses is the result of continued investments in new technology that we believe will differentiate and broaden our services in a highly competitive market and from accelerating sales and marketing efforts in the non-bank investment management and offshore markets. As a percentage of sales, operating and development expenses remained flat at 63 percent while sales and marketing expenses increased to 18 percent from 16 percent.

The market for traditional mutual fund services for banks is maturing and fewer new bank proprietary mutual fund complexes are being established. Also, many of the largest banks with well-established complexes have grown their mutual funds to the point where they are less reliant on the services of an outsourcer. In these markets, we will reposition our services by emphasizing value-added information and technology products. Also, we believe the non-bank investment management and offshore markets hold the greatest growth potential for our services in the upcoming years. We are currently positioning ourselves to establish a significant presence in these markets. If these markets grow at the pace we believe they will, our efforts will provide positive returns in the future. However, continued consolidations in the banking industry or a significant and prolonged unfavorable change in the financial securities markets could negatively affect revenues and profits.

Investments in New Business

Investments in New Business consist primarily of our international asset management initiatives and Canadian operations. Our international operations incorporate various investment products and services to provide investment solutions to institutional and high-net-worth investors outside North America. Products being offered in Canada include investment advisory, performance evaluation and other consulting services to Canadian pension plans.

	1ST QTR 2000 	1ST QTR 1999 	DOLLAR CHANGE	PERCENT CHANGE
Total revenues	\$ 8,543	\$ 3,792	\$4,751	125%
Expenses: Operating and development Sales and marketing	7,004 4,393	2,277 3,430	4,727 963	208% 28%
Total operating losses	\$(2,854) =====	\$(1,915) =====	\$ (939) =====	(49%)
Profit margin	(33%)	(51%)		

The significant increase in revenues is primarily due to an increase in assets under management in our non-US asset management business. Our efforts are currently focused on Europe/South Africa, Asia, and Latin America. These offshore enterprises accounted for approximately 63 percent of total segment revenues in the first quarter of 2000, as compared to 32 percent in the first quarter of 1999. We experienced substantial revenue growth in the European/South African and Asian regions. In the European/South African region, we introduced an SEI-managed fund complex in association with Mediolanum S. p. A., an Italian insurance Company, into the Italian marketplace in early 1999. Our Korean joint venture, which was initiated in March 1999, accounts for all revenue growth in the Asian region. Average assets under management from our non-US enterprises were \$3.7 billion in the first quarter of 2000 versus \$800 million in the first quarter of 1999.

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Although the pace of global asset gathering and revenue recognition continued to accelerate, we also accelerated the pace of our investment efforts, especially in the European region. We recently opened a London office to address the United Kingdom pension market and to create a platform for other planned European initiatives. We are also moving forward with our planned joint venture with Credit Commercial de France ("CCF"). This joint venture, which will be based in Paris, will bring our multi-manager capabilities to the French market and, through CCF distribution channels, to selected markets outside France. However, it was recently announced that CCF has agreed to be acquired by HSBC, the second largest bank in the world. This acquisition is not expected to negatively impact our planned joint venture. We believe that global expansion is an area of significant long-term growth for our firm. We will continue to make significant investments in our global initiatives and expect to incur losses throughout the remainder of the year.

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General and administrative expenses increased 13 percent to \$3,542 for the first quarter in 2000, as compared to \$3,130 for the first quarter in 1999. As a percentage of total consolidated revenues, general and administrative expenses were 3 percent for the first quarter in 2000 and 1999.

Other income on the accompanying Consolidated Statements of Income consist of the following:

	1ST QTR 2000	1ST QTR 1999
Equity in the earnings of unconsolidated affiliate Interest income Interest expense	\$1,753 985 (599)	\$1,478 498 (598)
Total other income, net	\$2,139 =====	\$1,378 =====

Equity in the earnings of unconsolidated affiliate on the accompanying Consolidated Statements of Income includes our less than 50 percent ownership in the general partnership of LSV Asset Management ("LSV") (See Note 4 of the Notes to Consolidated Financial Statements). Our interest in LSV's net earnings was \$1,753 for the first quarter in 2000 and \$1,478 for the first quarter in 1999. The increase in LSV's net earnings is due to an increase in assets under management. Average assets under management for LSV were \$5.5 billion for the first quarter in 2000, as compared to \$5.0 billion for the first quarter in 1999.

Interest income for the first quarter in 2000 was \$985, as compared to \$498 for the first quarter in 1999. Interest income is earned based upon the amount of cash that is invested daily and fluctuations in interest income recognized for one period in relation to another is due to changes in the average cash balance invested for the period.

Interest expense for the first quarter in 2000 was \$599, as compared to \$598 for the first quarter in 1999. Interest expense primarily relates to our long-term debt and borrowings on our line of credit.

	inree	Months
	Ended March 31,	
	2000	1999
Net cash (used in) provided by operating activities Net cash used in investing activities Net cash used in financing activities	\$ (973) (1,056) (14,161)	\$ 1,779 (7,395) (25,226)
Net decrease in cash and cash equivalents	(16,190)	(30,842)
Cash and cash equivalents, beginning of period	73,206	52,980
Cash and cash equivalents, end of period	\$ 57,016 ======	\$ 22,138 =======

Cash requirements and liquidity needs are primarily funded through operations and our capacity for additional borrowing. We currently have a line of credit agreement that provides for borrowings of up to \$50.0 million. The availability of the line of credit is subject to compliance with certain covenants set forth in the agreement (See Note 6 of the Notes to Consolidated Financial Statements). At March 31, 2000, the unused sources of liquidity consisted of cash and cash equivalents of \$57.0 million and the unused portion of the line of credit of \$50.0 million.

An increase in income, annual compensation payments, and changes in various accrued expenses primarily affected cash flows from operations for the first quarter of 2000 and 1999. Annual compensation and bonus payments are paid in the first quarter of the following year and negatively affected cash flows from operations in the first quarter of 2000 and 1999. Also, a decrease in various accrued expenses negatively affected cash flows from operations in the first quarter of 2000 and 1999.

Cash flows from operations were also affected by receivables. Receivables from regulated investment companies increased in the first quarter of 2000 and 1999 primarily due to an increase in assets under management. These balances are paid off in the following month. In addition, an increase in trade receivables in the first quarter of 2000 and 1999 negatively affected cash flows from operations.

Cash flows from investing activities are principally affected by capital expenditures, including capitalized software development costs. Capital expenditures in the first quarter of 2000 primarily related to purchases of equipment and furniture associated with the rise in our headcount. However, capital expenditures in the first quarter of 1999 included significant costs associated with the expansion of our corporate campus. Additionally, we have approved plans to further expand our corporate campus in 2000. This expansion is necessary to accommodate the additional personnel employed as a result of increased interest in our products. This project should be completed in late 2001 at an estimated cost of \$20.0 million. Investments in mutual funds were liquidated in the first quarter of 2000 for approximately \$2.0 million at a minimal loss which was immaterial. In the second quarter of 2000, we initiated the startup of a new Company-sponsored investment product, an Insurance Products trust, in which we invested approximately \$16.0 million. We expect these funds will remain invested until at least early 2001.

Cash flows from financing activities are primarily affected by debt and equity transactions. Principal payments on our long-term debt are made annually from the date of issuance while interest payments are made semi-annually. Principal and interest payments were made in the first quarter of 2000 and 1999 (See Note 7 of the Notes to Consolidated Financial Statements). We continued our common stock repurchase program. We purchased approximately 137,000 shares of our common stock at a cost of \$13.8 million during the first quarter of 2000. As of April 30, 2000, we still had \$9.3 million remaining authorized for the purchase of our common stock. Cash dividends of \$.20 per share were paid in the first quarter of 2000 and \$.16 in the first quarter of 1999.

Our operating cash flow, borrowing capacity, and liquidity should provide adequate funds for continuing operations, continued investment in new products and equipment, our common stock repurchase program, expansion of our corporate campus, future dividend payments, and principal and interest payments on our long-term debt.

Recent Pronouncements

In December 1999, the Securities and Exchange Commission issued Staff Accounting Bulletin 101, "Revenue Recognition in Financial Statements" ("SAB 101"). SAB 101 provides guidance on applying generally accepted accounting principles to revenue recognition issues in financial statements. The Company is currently evaluating the provisions established in SAB 101 to assess if application of SAB 101 is required in its financial statements.

Forward-Looking Information

The Private Securities Litigation Reform Act of 1995 provides a "safe harbor" for forward-looking statements. Certain information contained in this discussion is or may be considered forward-looking. Forward-looking statements relate to future operations, strategies, financial results or other developments. Forward-looking statements are based upon estimates and assumptions that involve certain 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.

Quantitative and Qualitative Disclosures About Market Risk.

We currently have several offices located outside the United States that conduct business in the local currencies of that country. We do not use foreign currency exchange contracts or other types of derivative financial investments to hedge local currency cash flows. All foreign operations aggregate approximately 7 percent of total consolidated revenues. Due to this limited activity, we do not expect any material loss with respect to foreign currency risk.

Exposure to market risk for changes in interest rates relate primarily to our investment portfolio and long-term debt. Currently, we do not invest in derivative financial instruments. We do not undertake any specific actions to cover our exposure to interest rate risk and are not a party to any interest rate risk management transactions. We place our investments in financial instruments that meet high credit quality standards. We are adverse to principal loss and ensure the safety and preservation of our invested funds by limiting default risk, market risk, and reinvestment risk. The interest rate on our long-term debt is fixed and is not traded on any established market. We have no cash flow exposure due to rate changes for our long-term debt.

PART II. OTHER INFORMATION

Item 6. Exhibits and Reports on Form 8-K

- (a) The following is a list of exhibits filed as part of the Form 10-Q. $\label{eq:None.} \mbox{None.}$
- (b) Reports on Form 8-K

There were no reports on Form 8-K filed by the Company during the quarter ended March 31, 2000.

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

SEI INVESTMENTS COMPANY

Date May 12, 2000 By /s/ Kathy Heilig

Kathy Heilig Vice President and Controller

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THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM (IDENTIFY SPECIFIC FINANCIAL STATEMENTS) AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

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