# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

### FORM 8-K

#### **CURRENT REPORT**

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

February 3, 2005
Date of report (Date of earliest event reported)

## **SEI Investments Company**

(Exact name of registrant as specified in its charter)

Pennsylvania (State or other jurisdiction of incorporation) 0-10200 (Commission File No.) 23-1707341 (I.R.S. Employer Identification No.)

1 Freedom Valley Drive Oaks, Pennsylvania 19456 (Address of principal executive offices) (Zip Code)

 $\hbox{ (610) 676-1000 } \\ \hbox{ (Registrants' telephone number, including area code) }$ 

Not applicable (Former name or former address, if changed since last report)

	ck the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following isions:
	Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
	Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
	Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
1	Pre-commencement communications pursuant to Rule 13e- $4(c)$ under the Exchange Act (17 CFR 240 13e- $4(c)$ )

#### Item 2.02. Results of Operations and Financial Condition.

On Thursday, February 3, 2005, SEI Investments Company issued a press release announcing its financial and operating results for the fourth quarter and fiscal year ended December 31, 2004. A copy of the press release is furnished as Exhibit 99.1 and incorporated in this Item 2.02 by reference.

#### Item 9.01. Financial Statements and Exhibits.

- (c) Exhibits.
- 99.1 Press Release dated February 3, 2005 of SEI Investments Company, financial and operating results for the fourth quarter and fiscal year ended December 31, 2004.

#### **SIGNATURES**

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

SEI Investments Company

Date: February 3, 2005

By: /s/ Dennis J. McGonigle

Dennis J. McGonigle Chief Financial Officer

### EXHIBIT INDEX

Exhibit Number	Description
99.1	Press Release dated February 3, 2005 of SEI Investments Company, financial and operating results for fourth quarter and fiscal year ended December 31, 2004.

## NEWS FROM SEI INVESTMENTS

#### For Immediate Release

 Contact:
 Mark Samuels, SVP
 Murray Louis, VP

 Voice:
 610.676.2024
 610.676.1932

 E-mail
 msamuels@seic.com
 mlouis@seic.com

Pages: Eight

#### **SEI Investments Reports Fourth-Quarter 2004 Results**

#### Net Income Up 13%, Revenues Increase 12%

Oaks, PA—February 3, 2005—SEI Investments Company (NASDAQ:SEIC) today announced financial results for fourth-quarter 2004, reporting increases in revenues, net income and earnings per share, compared to the corresponding period for the prior year.

#### **Consolidated Overview**

	For the Ended		For the Twelve Months Ended December 31,			
(In thousands, except earnings per share)	2004	2003	%	2004	2003	%
Revenues	\$182,968	\$163,807	12%	\$692,269	\$636,233	9%
Net Income Before Taxes	67,453	58,002	16%	265,131	224,284	18%
Net Income	43,001	38,223	13%	169,021	142,981	18%
Diluted Earnings Per Share	\$ .41	\$ .36	14%	\$ 1.60	\$ 1.32	21%

<sup>&</sup>quot;We continue to deliver growth in our revenue, net income and earnings per share", said Alfred P. West, Jr., SEI Chairman and CEO.

<sup>&</sup>quot;The quarter caps off what I believe to be a year of substantial progress for SEI. We delivered on our expectation of financial improvement and steady growth, generated increasing market acceptance of our new offerings and accelerated the build of our new solutions. While there is still considerable work to be done, I believe this year has taken us a long way towards a positive future."

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

		For the Three Month Period Ended December 31,			For the Twelve Month Period Ended December 31,			
(In thousands)	2004	2003	%	2004	2003	%		
Private Banking and Trust:								
Revenues	\$ 72,468	\$ 76,253	(5)%	\$290,605	\$311,534	(7)%		
Operating Profit	\$ 27,722	\$ 30,784	(10)%	\$114,527	\$125,746	(9)%		
Operating Margin	38%	40%		39%	40%			
Investment Advisors:								
Revenues	48,153	40,725	18%	180,351	156,089	16%		
Operating Profit	26,379	23,959	10%	98,684	85,681	15%		
Operating Margin	55%	59%		55%	55%			
Enterprises:								
Revenues	19,199	15,695	22%	69,816	62,051	13%		
Operating Profit	8,880	7,922	12%	32,048	29,366	9%		
Operating Margin	46%	50%		46%	47%			
Money Managers:								
Revenues	20,436	15,451	32%	76,907	55,274	39%		
Operating Profit	4,206	2,435	73%	14,663	9,105	61%		
Operating Margin	21%	16%		19%	16%			
Investments in New Businesses:								
Revenues	22,712	15,683	45%	74,590	51,285	45%		
Operating Loss	(6,559)	(4,094)	(60)%	(20,319)	(18,102)	(12)%		
Operating Margin	(29)%	(26)%		(27)%	(35)%			
Consolidated Segment Totals:								
Revenues	\$182,968	\$163,807	12%	\$692,269	\$636,233	9%		
Operating Profit	\$ 60,628	\$ 61,006	(1)%	\$239,603	\$231,796	3%		
Operating Margin	33%	37%		35%	36%			

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

- Private Banking & Trust lagged year ago levels on revenues and profits. This is primarily due to previously reported client losses in the mutual fund services business.
- The Investment Advisors, Enterprises, Money Managers and Investments in New Business segments reported revenue gains vs. year ago levels.
- Profitability in these four segments tracked with their yearlong performances. The Investment Advisors, Enterprises and Money Managers segments posted gains. Investments in New Businesses continued to be impacted by investments in market expansion.
- Assets under management grew by over \$10 billion during the fourth quarter to \$120 billion.
- In the fourth quarter, SEI purchased 997,000 shares of its common stock for \$38.2 million.

#### **Earnings Conference Call**

A conference call to review earnings is scheduled for 2:00 PM EST on February 3, 2005. Investors may listen to the call at <a href="www.seic.com">www.seic.com</a>, or listen at <a href="www.seic.com">www.seic.com</a>, a service of CCBN. The call may also be accessed at numerous financial services web sites including AOL, Motley Fool 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 766037.

#### **About SEI**

SEI Investments (NASDAQ:SEIC) is a leading global provider of asset management and investment technology solutions. The company's innovative solutions help corporations, financial institutions, financial advisors, and affluent families create and manage wealth. As of the period ending December 31, 2004, through our subsidiaries and partnerships in which we have a significant interest, SEI administers over \$288 billion in mutual fund and pooled assets, manages over \$120 billion in assets, and operates 22 offices in 11 countries. For more information, visit <a href="https://www.seic.com">www.seic.com</a>.

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)

Three Months Ended December 31, 2004 2003 182,968 \$ Revenues 163,807 Operating and development expenses 89,009 72,945 Sales and marketing expenses 33,331 29,856 General and administrative expenses 7,502 7,735 Income before interest and taxes 53,126 53,271 Equity in earnings of unconsolidated affiliate 14,169 7,698 Net loss on investments (882)(3,254)Interest income 1,524 939 Interest expense (484)(652)Income before taxes 67,453 58,002 Income taxes 24,452 19,779 43,001 \$ Net income 38,223 \$ \$ Diluted earnings per common share .41 .36 Shares used to calculate diluted earnings per common share 105,340 107,065 Basic earnings per common share \$ .42 \$ .36 102,391 104,999 Shares used to calculate basic earnings per common share

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

Twelve Months Ended December 31, 2004 2003 692,269 Revenues \$ 636,233 Operating and development expenses 321,298 283,624 Sales and marketing expenses 131,368 120,813 General and administrative expenses 30,153 25,615 Income before interest and taxes 209,450 206,181 Equity in earnings of unconsolidated affiliate 45,711 22,461 Net gain (loss) on investments 3,848 (6,927)Interest income 4,545 4,363 Interest expense (2,112)(2,303)Other income 3,689 509 Income before taxes 265,131 224,284 96,110 Income taxes 81,303 Net income \$ 169,021 \$ 142,981 \$ 1.60 \$ 1.32 Diluted earnings per common share 105,866 108,137 Shares used to calculate diluted earnings per common share Basic earnings per common share 1.63 1.36 Shares used to calculate basic earnings per common share 103,399 105,173

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

	December 31, 2004	December 31, 2003
Assets		
Cash and short-term investments	\$ 216,966	\$ 199,953
Restricted Cash	14,386	53,481
Receivables	108,795	86,612
Other current assets	15,532	12,367
Total current assets	355,679	352,413
Property and Equipment, net	113,640	113,064
Investments available for sale	39,817	70,560
Capitalized Software, net	55,830	21,115
Other assets	50,509	35,477
Total assets	\$ 615,475	\$ 592,629
Liabilities		
Current liabilities	\$ 163,569	\$ 193,474
Long-term debt	14,389	23,944
Long-term deferred gain	1,472	_
Deferred income taxes	32,103	11,438
Shareholders' Equity	403,942	363,773
Total liabilities and shareholders' equity	\$ 615,475	\$ 592,629

### **SEI Investments Business Segments**

	Three Months e	Three Months ended Dec. 31,		Twelve Months ended Dec. 31,		
(In thousands)	2004	2003	2004	2003		
Private Banking and Trust:						
Revenues						
Investment processing fees	58,627	57,169	225,229	229,044		
Fund processing fees	4,889	9,845	30,177	43,464		
Investment management fees	8,952 	9,239	35,199	39,026		
Total Revenues	72,468	76,253	290,605	311,534		
Operating and development expenses	34,165	36,266	135,465	148,102		
Sales and marketing expenses	10,581	9,203	40,613	37,686		
Operating Profit	27.722	30,784	114,527	125,746		
Operating Margin	38%	40%	39%	40%		
Investment Advisors: Revenues	48,153	40,725	180,351	156,089		
Operating and development expenses	15,729	10,448	53,853	41,471		
Sales and marketing expenses	6,045	6,318	27,814	28,937		
Operating Profit	26,379	23,959	98,684	85,681		
Operating Margin	55%	59%	55%	55%		
Enterprises:						
Revenues	19,199	15,695	69,816	62,051		
Operating and development expenses	5,582	3,735	19,333	14,983		
Sales and marketing expenses	4,737	4,038	18,435	17,702		
Operating Profit	8,880	7,922	32,048	29,366		
Operating Margin	46%	50%	46%	47%		
Money Managers:						
Revenues	20,436	15,451	76,907	55,274		
Operating and development expenses	12,394	9,214	47,885	32,852		
Sales and marketing expenses	3,836	3,802	14,359	13,317		
Operating Profit	4,206	2,435	14,663	9,105		
Operating Margin	21%	16%	19%	16%		
Investments in New Businesses:			_,	_,		
Revenues	22,712	15,683	74,590	51,285		
Operating and development expenses	21,139	13,282	64,762	46,216		
Sales and marketing expenses	8,132	6,495	30,147	23,171		
Operating Loss	(6,559)	(4,094)	(20,319)	(18,102)		
Operating Margin	(29)%	(26)%	(27)%	(35)%		
Consolidated Segment Totals:						
Revenues	\$ 182,968	\$ 163,807	\$ 692,269	\$ 636,233		
Operating and development expenses	89,009	72,945	321,298	283,624		
Sales and marketing expenses	33,331	29,856	131,368	120,813		
Operating Profit	\$ 60,628	\$ 61,006	\$ 239,603	\$ 231,796		
Operating Margin	33%	37%	35%	36%		
General and Administrative expenses	7,502	7,735	30,153	25,615		
Income from Operations	\$ 53,126	\$ 53,271	\$ 209,450	\$ 206,181		
Operating Margin	29%	33%	30%	32%		

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

	Dec. 31, 2003	Mar. 31, 2004	Jun. 30, 2004	Sep. 30, 2004	Dec. 31, 2004
Private Banking and Trust:					
Equity/Fixed Income prgms.	\$ 2,717	\$ 2,759	\$ 2,900	\$ 2,662	
Collective Trust Fund prgm.	1,326	1,357	1,403	1,455	1,518
Liquidity funds	8,424	8,312	7,986	7,723	7,503
Total assets under mgmt.	\$ 12,467	\$ 12,428	\$ 12,289	\$ 11,840	\$ 11,801
Client assets under admin.	61,285	62,775	61,944	35,881	35,986
Total assets under admin.	\$ 73,752	\$ 75,203	\$ 74,233	\$ 47,721	\$ 47,787
Investment Advisors:					
Equity/Fixed Income prgms.	\$ 24,150	\$ 25,295	\$ 25,021	\$ 25,559	\$ 27,706
Collective Trust Fund prgm.	2,481	2,454	2,592	2,592	2,521
Liquidity funds	1,131	1,095	1,103	1,081	1,026
Total assets under mgmt.	\$ 27,762	\$ 28,844	\$ 28,716	\$ 29,232	\$ 31,253
Enterprises:					
Equity/Fixed Income prgms.	\$ 13,324	\$ 13,303	\$ 13,616	\$ 15,871	\$ 17,283
Collective Trust Fund prgm.	776	783	924	1,031	1,023
Liquidity funds	3,443	3,802	3,482	3,869	3,406
Total assets under mgmt.	\$ 17,543	\$ 17,888	\$ 18,022	\$ 20,771	\$ 21,712
Money Managers:				,	
Equity/Fixed Income prgms.	\$ 41	\$ 39	\$ 31	\$ 25	\$ 18
Collective Trust Fund prgm	6,630	6,727	7,066	7,226	7,097
Liquidity funds	271	146	202	226	208
Total assets under mgmt.	\$ 6,942	\$ 6,912	\$ 7,299	\$ 7,477	\$ 7,323
Client assets under admin.	96,103	107,015	113,644		124,648
Total assets under admin.	\$ 103,045	\$ 113,927	\$ 120,943	\$131,128	\$ 131,971
Investments in New Businesses:					
Equity/Fixed Income prgms.	\$ 9,993	\$ 11,296	\$ 12,030	\$ 13,507	\$ 15,566
Liquidity funds	225	240	239	169	179
Total assets under mgmt.	\$ 10,218	\$ 11,536	\$ 12,269	\$ 13,676	\$ 15,745
Client assets under admin.	5,855	6,631	7,028	6,096	7,003
Total assets under admin.	\$ 16,073	\$ 18,167	\$ 19,297	\$ 19,772	\$ 22,748
Unconsolidated Affiliate:					
Equity/Fixed Income prgms.	\$ 15,666	\$ 18,444	\$ 21,462	\$ 26,835	\$ 32,556
Consolidated:					
Equity/Fixed Income prgms (A,B)	\$ 65,891	\$ 71,136	\$ 75,060	\$ 84,459	\$ 95,909
Collective Trust Fund prgm.	11,213	11,321	11,985	12,304	12,159
Liquidity funds (B)	13,494	13,595	13,012	13,068	12,322
Total assets under mgmt.	\$ 90,598	\$ 96,052	\$100,057	\$109,831	\$ 120,390
Client assets under admin.	163,243	176,421	182,616	165,628	167,637
Total assets under admin.	\$ 253,841	\$ 272,473	\$ 282,673	\$ 275,459	\$ 288,027

<sup>(</sup>A) Equity/Fixed Income programs include \$1,836 of assets invested in SEI's Asset Allocation Funds at 12/31/04.

<sup>(</sup>B) In addition to the numbers presented, SEI also administers an additional \$9,023 in Funds of Funds assets (as of December 31, 2004) on which SEI does not earn an administration fee.