



ST. JAMES'S PLACE plc

27 St. James's Place, London SW1A 1NR
Telephone 020 7493 8111 Facsimile 020 7493 2382

PRESS RELEASE

24 October 2013

INTERIM MANAGEMENT STATEMENT FOR THREE MONTHS TO 30 SEPTEMBER 2013

CONTINUED STRONG MOMENTUM WITH RECORD FUNDS UNDER MANAGEMENT OF £41.8 BILLION

St. James's Place plc ("SJP"), the wealth management group, today issues its interim management statement for the three months ended 30 September 2013.

New Business

- Total single investments of £1.7 billion (2012: £1.3 billion), up 27%
- Total new business on an APE basis of £203.9 million (2012: £165.6 million), up 23%

Funds under Management

- Net inflow of funds under management of £1.03 billion (2012: £0.75 billion) up 37%
- Funds under management of £41.8 billion (2012: £32.8 billion) up 5% over the three months and 20% since the start of the year
- Continue to retain 95% of existing clients' funds

David Bellamy, Chief Executive, commented:

"I am very pleased to be reporting another quarter of strong growth in new investments which, combined with our investment performance and the continued high retention of our clients' existing funds, saw our funds under management increase by £1.9 billion in the quarter to a record £41.8 billion, up £7.0 billion since the start of the year.

There is a reassuring consistency about our business that, at its core, is about maintaining long lasting relationships with our Partners and clients alike and serving them well. The focus we have maintained on those relationships and providing our clients with reliable added value advice and investment performance has enabled us to double our funds under management over the last four years.

We believe in face-to-face advice and are committed to delivering this through our dedicated and professional team of advisers, the Partnership. We also believe in active investment management with the breadth of our investment proposition today providing a balance and dependency that our clients appreciate.

The momentum in our business is such that we remain confident in our ability to deliver growth in line with our objectives during the final quarter of 2013 and beyond."

The details of the announcement are attached.

Enquiries:

David Bellamy, Chief Executive Officer
Andrew Croft, Chief Financial Officer

Tel: 020 7514 1963

Tel: 020 7514 1963

Tulchan Communications Group Ltd
David Shriver
Michelle Clarke

Tel: 020 7353 4200

**ST. JAMES'S PLACE WEALTH MANAGEMENT
NEW BUSINESS FIGURES TO 30 SEPTEMBER 2013
TOTAL LONG TERM SAVINGS**

	Unaudited 3 Months to 30 September			Unaudited 9 Months to 30 September		
	2013 £'m	2012 £'m	Change %	2013 £'m	2012 £'m	Change %
NEW PREMIUMS						
New Regular Premiums						
- Investment	5.4	3.6	50%	11.7	5.9	98%
- Pensions	23.5	23.2	1%	79.7	89.2	(11%)
- Protection	6.2	5.7	9%	17.4	15.6	12%
	35.1	32.5	8%	108.8	110.7	(2%)
New Single Premiums						
- Investment	630.4	473.6	33%	1,758.5	1,354.9	30%
- Pensions	526.2	556.9	(6%)	1,726.4	1,637.0	5%
	1,156.6	1,030.5	12%	3,484.9	2,991.9	16%
Unit Trust Sales (including PEPs and ISAs)	531.6	300.7	77%	1,731.7	1,096.1	58%

	Unaudited 3 Months to 30 September			Unaudited 9 Months to 30 September		
	2013 £'m	2012 £'m	Change %	2013 £'m	2012 £'m	Change %
NEW BUSINESS (RP + 1/10TH SP)						
Investment	121.6	81.0	50%	360.7	251.0	44%
Pensions	76.1	78.9	(4%)	252.3	252.9	-
Protection	6.2	5.7	9%	17.4	15.6	12%
	203.9	165.6	23%	630.4	519.5	21%
Total	203.9	165.6	23%	630.4	519.5	21%

**ST. JAMES'S PLACE WEALTH MANAGEMENT
NEW BUSINESS FIGURES TO 30 SEPTEMBER 2013
MANUFACTURED LONG TERM SAVINGS**

	Unaudited 3 Months to 30 September			Unaudited 9 Months to 30 September		
	2013 £'m	2012 £'m	Change %	2013 £'m	2012 £'m	Change %
NEW PREMIUMS						
New Regular Premiums						
- Investment	5.4	3.6	50%	11.7	5.9	98%
- Pensions	20.2	19.8	2%	63.3	59.8	6%
- Protection	0.5	0.7	(29%)	1.7	2.1	(19%)
	26.1	24.1	8%	76.7	67.8	13%
New Single Premiums						
- Investment	576.3	466.1	24%	1,612.1	1,304.3	24%
- Pensions	429.9	439.3	(2%)	1,427.4	1,371.9	4%
	1,006.2	905.4	11%	3,039.5	2,676.2	14%
Unit Trust Sales (including PEPs and ISAs)	531.6	300.7	77%	1,731.7	1,096.1	58%

	Unaudited 3 Months to 30 September			Unaudited 9 Months to 30 September		
	2013 £'m	2012 £'m	Change %	2013 £'m	2012 £'m	Change %
NEW BUSINESS (RP + 1/10TH SP)						
Investment	116.2	80.2	45%	346.1	245.9	41%
Pensions	63.2	63.7	(1%)	206.0	197.0	5%
Protection	0.5	0.7	(29%)	1.7	2.1	(19%)
	179.9	144.6	24%	553.8	445.0	24%

% of total new business

88%	87%
-----	-----

88%	86%
-----	-----

**ST. JAMES'S PLACE WEALTH MANAGEMENT
NEW BUSINESS FIGURES TO 30 SEPTEMBER 2013
NON MANUFACTURED LONG TERM SAVINGS**

For the three months:

- Investment premiums of £54.1 million (2012: £7.5 million), amounting to £5.4 million (2012: £0.8 million) on an APE basis.
- Pension single premiums of £96.3 million (2012: £117.6 million) and regular premiums of £3.3 million (2012: £3.4 million), amounting to £12.9 million (2012: £15.2 million) on an APE basis.
- Protection business of £5.7 million regular premiums (2012: £5.0 million).
- Total new business, on an APE basis, of £24.0 million (2012: £21.0 million).

For the nine months:

- Investment premiums of £146.4 million (2012: £50.6 million), amounting to £14.6 million (2012: £5.1 million) on an APE basis.
- Pension single premiums of £299.0 million (2012: £265.1 million) and regular premiums of £16.4 million (2012: £29.4 million), amounting to £46.3 million (2012: £55.9 million) on an APE basis.
- Protection business of £15.7 million regular premiums (2012: £13.5 million).
- Total new business, on an APE basis, of £76.6 million (2012: £74.5 million).

Commentary

During the third quarter world stock markets have continued their upward trajectory, with the FTSE100 (as an example) up some 4% over the period. In addition, economic indicators are improving, which suggest a cautious recovery in the economies of the developed nations.

Against this backdrop we have continued to see strong momentum in new business and funds under management.

Review of new business

Total single investments increased by 27% during the third quarter to £1.69 billion bringing the year to date single investments to in excess of £5.2 billion, 28% ahead of the corresponding period last year. Within these figures there was particularly strong growth in our ISA and unit trust sales at 77% for the quarter and 58% for the year to date.

On the APE measure, total new business was up 23% for the quarter at £203.9 million whilst manufactured business, which represented 88% of the Group total, was up 24% to £179.9 million.

Funds under management

During the third quarter of 2013 we have seen a 37% increase in net inflows of funds under management which, at £1.03 billion (2012: £0.75 billion), brings the total net inflow for the year to date to £3.02 billion (2012: £2.26 billion) up 34%.

The increase in the world stock markets together with these strong net inflows have resulted in funds under management increasing to £41.8 billion, growth of 5% during the quarter, 20% since the start of the year and 27% over twelve months.

The table below provides an analysis of the movement in funds under management for the nine months to the end of September.

	Unaudited 9 Months to 30 September 2013	Unaudited 9 Months to 30 September 2012
	£'bn	£'bn
Opening funds under management	34.8	28.5
New money invested	4.9	3.9
Net investment return	4.0	2.1
	<hr/> 43.7	<hr/> 34.5
Regular income withdrawals & maturities	(0.5)	(0.5)
Surrenders & part surrenders	(1.4)	(1.2)
Closing funds under management	<hr/> 41.8 <hr/>	<hr/> 32.8 <hr/>
Annualised surrender rate as a % of average funds under management	<hr/> 4.7% <hr/>	<hr/> 5.0% <hr/>

Analysis of funds under management

The following table provides an analysis of the funds under management at 30 September split by geography and asset type:

	FUM £'bn	% of total
UK Equities	12.4	30%
European Equities	4.8	12%
North American Equities	7.6	18%
Asia & Pacific Equities	3.9	9%
Property	1.0	2%
Fixed Interest	5.9	14%
Alternative Investments	1.3	3%
Cash	3.2	8%
Other	1.7	4%
	<hr/>	<hr/>
Total	41.8	100%

Net asset value per share

The net asset value per share at 30 September 2013, on a European Embedded Value basis, is estimated to be 540 pence.

Capital

There have been no material changes to solvency capital during the third quarter.

Outlook

The continued growth in the world stock markets together with the improving economic outlook has translated to an improvement in the confidence of retail investors.

There is a reassuring consistency about our business that, at its core, is about maintaining long lasting relationships with our Partners and clients alike and serving them well. The focus we have maintained on those relationships and providing our clients with reliable added value advice and investment performance has enabled us to double our funds under management over the last four years.

We believe in face-to-face advice and are committed to delivering this through our dedicated and professional team of advisers, the Partnership. We also believe in active investment management with the breadth of our investment proposition today providing a balance and dependency that our clients appreciate.

The momentum in our business is such that we remain confident in our ability to deliver growth in line with our objectives during the final quarter of 2013 and beyond.