



ST. JAMES'S PLACE plc
27 St. James's Place, London SW1A 1NR
Telephone 020 7493 8111 Facsimile 020 7493 2382

PRESS RELEASE

1 November 2006

NEW BUSINESS FIGURES TO 30 SEPTEMBER 2006

St. James's Place plc ("SJP"), the wealth management group, today announces its new business figures to 30 September 2006.

The text of the announcement is attached:

Enquiries:

Mark Lund, Chief Executive

Tel: 020 7514 1938

Brunswick

Tel: 020 7404 5959

**ST. JAMES'S PLACE GROUP
NEW BUSINESS FIGURES
TO 30 SEPTEMBER 2006**

**NEW BUSINESS FOR THE NINE MONTHS UP 58%
AND FOR THE QUARTER UP 63%**

	Nine months to 30 September 2006	Change
• Long Term Savings		
New Business*		
Investment	£135.3 million	+55%
Pensions	£94.0 million	+85%
Protection	£16.7 million	-6%
Total	£246.0 million	+58%
* see note 1		
• Wealth Management Services		
Gross fees generated	£24.8 million	+29%
• Funds under Management at £14.3 billion, up 16% since the start of the year and up 25% over the previous twelve months		

Mark Lund, Chief Executive, commented:

“We are delighted with the continued growth in our new business figures, which are up 58% year to date and 63% in the third quarter.

“The 117% increase in our pensions business during the third quarter is particularly pleasing.

“We continue to see a growing demand for high quality pensions and investment advice. Our successful wealth management proposition combined with our distinctive approach to investment means that, through the St. James’s Place Partnership, we are very well placed to help clients take advantage of market opportunities.”

**ST. JAMES'S PLACE GROUP
NEW BUSINESS FIGURES
TO 30 SEPTEMBER 2006
LONG-TERM SAVINGS**

	Unaudited 3 Months to 30 September 2006			Unaudited 9 Months to 30 September 2006		
	2006 £'m	2005 £'m	Change %	2006 £'m	2005 £'m	Change %
NEW PREMIUMS						
New Regular Premiums						
Pensions	16.6	7.2	131%	47.8	26.4	81%
Protection	5.2	6.1	(15%)	16.7	17.7	(6%)
	21.8	13.3	64%	64.5	44.1	46%
New Single Premiums						
Investment	338.9	215.5	57%	927.7	592.5	57%
Pensions	187.8	91.1	106%	461.8	243.5	90%
	526.7	306.6	72%	1,389.5	836.0	66%
Unit Trust Sales (including PEPs and ISAs)	105.8	81.9	29%	425.3	282.3	51%

	Unaudited 3 Months to 30 September 2006			Unaudited 9 Months to 30 September 2006		
	2006 £'m	2005 £'m	Change %	2006 £'m	2005 £'m	Change %
NEW BUSINESS (RP + 1/10th SP)						
Investment	44.5	29.8	49%	135.3	87.5	55%
Pensions	35.4	16.3	117%	94.0	50.8	85%
Protection	5.2	6.1	(15%)	16.7	17.7	(6%)
Total	85.1	52.2	63%	246.0	156.0	58%

**ST. JAMES'S PLACE GROUP
NEW BUSINESS FIGURES
TO 30 SEPTEMBER 2006**

Notes

1. New business from long-term savings is calculated in accordance with the life assurance industry convention by adding together new regular premiums and one-tenth of single premiums and unit trust sales.
2. Sales of manufactured business on an APE basis for the nine months were 86% of the total reported (2005: 82%).

Sales of non-manufactured pensions including stakeholder by St. James's Place Partnership have been included in the reported figures under Pensions. These amount to £12.8 million new regular premiums (2005: £12.5 million) and £40.4 million single premiums (2005: £17.3 million) for the nine months to 30 September 2006. This equates to £16.8 million new business premiums (2005: £14.2 million).

Sales of annuities by St. James's Place Partnership have been included in the reported figures under Pensions. These amount to £31.8 million single premiums (2005: £23.7 million) for the nine months to 30 September 2006 and equate to £3.2 million new business premiums (2005: £2.4 million).

Sales of protection business by St. James's Place Partnership through a panel of providers have been included in the reported figures under New Regular Premiums Protection. These amount to £10.5 million of new regular premiums (2005: £11.0 million) for the nine months to 30 September 2006. This equates to £10.5 million new business premiums (2005: £11.0 million).

Sales of non-manufactured single premium investment business amounting to £31.6 million have been included in the reported figures under investments for the nine months to 30 September 2006 (2005: £ nil). This equates to £3.2 million new business premiums.