



ST. JAMES'S PLACE plc
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PRESS RELEASE

1 November 2007

**NEW BUSINESS FIGURES
FOR THE NINE MONTHS
TO 30 SEPTEMBER 2007**

St. James's Place plc ("SJP"), the wealth management group, today announces its new business figures for the nine months ended 30 September 2007.

The text of the announcement is attached:

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**ST. JAMES'S PLACE WEALTH MANAGEMENT
NEW BUSINESS FIGURES
FOR THE NINE MONTHS
TO 30 SEPTEMBER 2007**

**28% GROWTH IN NEW BUSINESS
WITH SINGLE PREMIUMS OF £2.5 BILLION**

	Nine months to 30 September 2007	Change
• New Business*		
Investment	£176.8 million	+31%
Pensions	£124.0 million	+32%
Protection	£14.6 million	-13%
Total	£315.4 million	+28%

* see note 1

• Funds under Management

£17.6 billion, up 14% since the start of the year and up 23% over the previous twelve months

Mike Wilson, Chairman, commented:

“We are delighted with the continued growth in new business which is up 20% in the third quarter and 28% for the year to date.

“In addition, growth in the size of the Partnership is particularly pleasing and we now expect to exceed our stated target of a 5% increase for the full year, which bodes well for the future.

“Despite uncertain market conditions and a tough new business comparative for the final quarter of the year, the strong third quarter performance reinforces our expectation (subject to no major change in circumstances) that new business growth for the year will be at the top end of our longer term objective of 15-20% growth per annum.

“Last week St. James’s Place won *The Daily Telegraph* Wealth Manager of the Year Award which is a tribute to the quality of the St. James’s Place Partnership.”

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NEW BUSINESS

NEW PREMIUMS	Unaudited 3 Months to 30 September 2007			Unaudited 9 Months to 30 September 2007		
	2007 £'m	2006 £'m	Change %	2007 £'m	2006 £'m	Change %
New Regular Premiums						
Pensions	15.5	16.6	(7%)	52.2	47.8	9%
Protection	4.8	5.2	(8%)	14.6	16.7	(13%)
	20.3	21.8	(7%)	66.8	64.5	4%
New Single Premiums						
Investment Pensions	438.5	338.9	29%	1,219.7	927.7	31%
	238.6	187.8	27%	718.4	461.8	56%
	677.1	526.7	29%	1,938.1	1,389.5	39%
Unit Trust Sales (including PEPs and ISAs)	139.3	105.8	32%	547.8	425.3	29%

NEW BUSINESS (RP + 1/10th SP)	Unaudited 3 Months to 30 September 2007			Unaudited 9 Months to 30 September 2007		
	2007 £'m	2006 £'m	Change %	2007 £'m	2006 £'m	Change %
Investment Pensions	57.8	44.5	30%	176.8	135.3	31%
Protection	39.3	35.4	11%	124.0	94.0	32%
	4.8	5.2	(8%)	14.6	16.7	(13%)
Total	101.9	85.1	20%	315.4	246.0	28%

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NEW BUSINESS FIGURES
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TO 30 SEPTEMBER 2007**

Notes

1. New business is calculated in accordance with the standard industry measure of adding together new regular premiums and one-tenth of single premiums and unit trust sales ("APE").
2. Sales of manufactured business on an APE basis for the nine months were 87% of the total reported (2006: 86%).

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 £15.0 million regular premiums (2006: £12.8 million) and £22.2 million single premiums (2006: £40.4 million) for the nine months to 30 September 2007. This equates to £17.2 million new business premiums (2006: £16.8 million).

Sales of annuities by St. James's Place Partnership have been included in the reported figures under Pensions. These amount to £61.3 million single premiums for the nine months to 30 September 2007 (2006: £31.8 million) and equate to £6.1 million new business premiums (2006: £3.2 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 £8.6 million of new regular premiums (2006: £10.5 million) for the nine months to 30 September 2007. This equates to £8.6 million new business premiums (2006: £10.5 million).

Sales of non-manufactured single premium investment business amounting to £74.2 million have been included in the reported figures under Investments for the nine months to 30 September 2007 (2006: £31.6 million). This equates to £7.4 million new business premiums (2006: £3.2 million).

3. Gross fees generated from other wealth management services amounted to £25.2 million for the nine months to 30 September 2007 (2006: £24.8 million).