



ST. JAMES'S PLACE
WEALTH MANAGEMENT

DAVID BELLAMY – ANNUAL GENERAL MEETING



4 MAY 2017

Thank you Sarah.

And good morning Ladies and Gentlemen.

As always, it's a pleasure to see some very familiar faces here today.

As I said in my report for 2016, despite the unpredictable and uncertain political environment that prevails, we achieved strong growth across all the key aspects of our business last year.

Our Partners attracted £11.4 billion of new investments leading to net inflows to our funds under management of £6.8 billion.

That growth has continued in 2017 such that last week we were able to report that, in the first quarter of this year, our gross and net inflows were up 32% and 46% respectively on the same quarter in 2016, taking our group funds under management to £79.8 billion – some £18 billion more than at this time last year.

Our success continues to be built on two key planks. Firstly, our fundamental belief that for most people their finances are personal and they want to be treated in a personal way and by someone they trust. And we deliver that through the St. James's Place Partnership, members of which build long lasting personal relationships with clients and serve them well.

Secondly, our approach to managing our clients' wealth. Our fund managers are sourced from all over the world, after extensive research by our Investment Committee and importantly deliver good returns for clients. And the simple fact of life is that if we do that well, i.e. serve clients well and deliver decent investment returns, they will stay with us, probably give us more of their wealth to manage and hopefully refer other people to us.

That 90% of our new funds under management in recent years have come from existing clients and referrals is I think evidence of the fact that we're doing the important things largely right.

So, another strong start to the year.

As shareholders will know, this will be my last Annual General Meeting as your CEO.

It's been an absolute honour and privilege to have led this company for the last 11 years, to have seen it through the global financial crisis of 2008/09, its elevation to the FTSE 100 and to have overseen a five fold increase in funds under management.

But you know my greatest sense of pride comes from the fact that this management team, because it is a team effort, and our Partners and employees have built a business that I believe delivers value to all of its stakeholders:

- to its clients as I described earlier
- to its shareholders through our increasing dividends and a growing share price, whilst continuing to invest for the future
- to its 2,400 Partners businesses, who have enjoyed strong business growth
- and in turn to the communities they work in where they employ some 6,000 people – SME's in their own right adding value to and using the services of local suppliers
- to the suppliers and fund managers we connect with and the regular flow of business we place with them
- to our 2,000 employees and the career opportunities they enjoy.

We also have a very progressive apprentice programme, attract graduates every year, provide internship opportunities throughout the country and have our very own Academy and next Generation Academy which provides opportunities for 'second' careerists and sons and daughters to join the Partnership.

And, of course, there is the St. James's Place Foundation. Pretty much founded at the same time as the company was, it is a key part of the culture at St. James's Place. It's part of the glue that holds us together and is core to our values. Over the last 20 or so years, the community of St. James's Place has raised and donated some £55m to hundreds of charities throughout the UK and in some special cases overseas. What's particularly pleasing is that some 90% of our community give to the Foundation every month from their income – an unprecedented and extraordinary example of payroll giving!

So, I have lots of reasons to feel very proud of what we've built together at St. James's Place.

And I've lots of reasons to feel very good for the future of this very responsible business.

I've worked with my successor, Andrew, for nearly 24 years now and he's been on your Board for 11 years. He's the ideal person to take on the leadership role. He, together with Ian and David and the very strong Board and the expanded and talented executive team that work with them, have been instrumental in our growth in recent years and, as a result, I know that the business is in very 'safe' hands.

I also believe that the core business is better placed today for the opportunities that lie ahead than it's ever been, as is our Discretionary Management business, Rowan Dartington, and, of course, our new operations in Asia. So, now feels a good time to hand the CEO baton on so to speak.

As I said, it's been an absolute privilege to have led the company through a period of unprecedented growth and I'd like to thank shareholders for your support and particularly those of you who have been such long-term shareholders – it's been a pleasure.

Thank you.