

Wealth Management AWARDS 2009

INVESTORS CHRONICLE FT FINANCIAL TIMES

WEALTH MANAGER OF THE YEAR

WEALTH MANAGER OF THE YEAR 2009

FOR THE SECOND SUCCESSIVE YEAR



BEST WEALTH MANAGER FOR INVESTMENTS 2009



BEST WEALTH MANAGER FOR IHT & SUCCESSION PLANNING 2009



At St. James's Place Wealth Management we believe in making it easier and simpler for our clients to manage their wealth. That's why we place great emphasis on providing trusted face-to-face advice – something of particular relevance and importance in these unprecedented times.

Thank you to everyone who voted for us.

The following pages were taken from the Investors Chronicle and FT Wealth Management Awards supplement which has been reproduced with their kind permission.



ST. JAMES'S PLACE
WEALTH MANAGEMENT

PARTNERS IN MANAGING YOUR WEALTH

Wealth Management AWARDS 2009

INVESTORS CHRONICLE FT FINANCIAL TIMES

BEST WEALTH MANAGER OF THE YEAR

THE WINNER



ST. JAMES'S PLACE
WEALTH MANAGEMENT

“St. James's Place provides individual tax planning and access to borrowing for personal and company use”

SHORT-LISTED

KILLIK & CO
NEWTON INVESTMENT
MANAGEMENT
LIMITED

THIS AWARD IDENTIFIES WEALTH MANAGERS WHO OFFER all-round outstanding service and performance to their clients. The winner of this award was chosen from a shortlist of wealth managers who had been highly rated by readers of the Financial Times and Investors Chronicle. The finalists were then asked to give their answers to a set of questions and these responses were then discussed by the panel of judges.

The questions included: 2008 was a difficult year, what investment returns did you deliver to your clients? What is your investment strategy for 2009? Where are you positioning your clients? How comprehensive is your service? Besides managing their money, can you advise clients on complex tax matters, both personal and for business, and arrange finance for property purchases? Help them to buy art and antiques? And, finally, what makes you an excellent wealth manager?

The judges voted for St. James's Place Wealth Management. In its answers, St. James's Place said that in 2008, 58 per cent of its clients' wealth was ranked in the first quartile when compared against its peer group. "A further 14 per cent was ranked in the second quartile, meaning that nearly three quarters of our clients' wealth ranked above average in one of the most challenging years the markets have endured for some time."

St. James's Place says its range of bespoke services includes helping "new companies source funds from venture capitalists through to helping plan the sale of the company and exit of an owner/management team. We also provide individual planning and access to borrowing for personal and company use. We can facilitate investment and tax planning for non-domiciles, as well as estate planning, inheritance tax structures and the use of trusts to protect wealth.

"We provide bespoke arrangements for insurance of properties and works of art as well as shareholder protection, employee benefits and retirement planning – including self-invested personal pension (Sipps), Small Self Administered Scheme (SSAS), etc. We also provide tax planning as well as help with education funding."

Going forward, St. James's Place predominantly expects a period of economic recession in most developed countries and thus client portfolios will be following certain strategies and themes including, for example:

- Balance sheet strength – financially robust organisations and instruments ensuring survival through this difficult environment;
- Income and income growth;
- Avoidance of excessive leverage;
- Undervaluation with low or no debt – top-quality companies at highly compelling valuations;
- Generation of income from fundamentally sound economies;
- Patience with a view to long-term investment;
- Diversification.

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BEST WEALTH MANAGER FOR INVESTMENTS

THE WINNER



ST. JAMES'S PLACE
WEALTH MANAGEMENT

“The relationship between the client and the St. James's Place Partnership is placed at the heart of the business”

SHORT-LISTED

BARCLAYS WEALTH
CHARLES STANLEY
KILLIK & CO

THIS AWARD IDENTIFIES WEALTH MANAGERS THAT READERS of Investors Chronicle and the Financial Times believe offer their clients outstanding investment services.

The winner of this award, and the other short-listed candidates, were chosen by readers of the FT newspaper and Investors Chronicle magazine. The readers were asked to complete a detailed questionnaire in which they assessed their wealth managers on a range of criteria such as performance, fees, investment options and general competence. The resultant scores were used by the panel of judges to select the winner.

St. James's Place (SJP) Wealth Management Group has over £15.3bn funds under management. The company provides advice to clients through the St. James's Place Partnership, which comprises 1,340 experienced and highly regarded professionals working in wealth management across a network of offices in the UK.

INVESTMENT OFFERING AND APPROACH

The cornerstone of the St. James's Place approach to investment management lies with the company's Investment Committee, chaired by Sir Mark Weinberg and advised by the independent investment consultancy firm, Stamford Associates.

Through a careful examination process, this body reviews the people and procedures within a large number of fund management firms, selecting both the appropriate investment management firms and the particular individuals within those firms whom it wishes to handle the St. James's Place Fund.

In selecting a range of investment managers, the Investment Committee ensures that the managers chosen follow differing investment styles of management to ensure that clients who spread their money between funds benefit from a greater level of diversification of risk.

The selected managers are reviewed continuously to ensure they are abiding by their own policies and disciplines. The monitoring process embraces qualitative assessments of individual operating styles and behaviours as well as forensic analysis of decisions and results.

“No firm can guarantee future investment performance but we believe we have a superior process that is likely to maximise the chance of achieving a better return over the medium to long term,” comments Paul Wilson, divisional director.

CLIENT SERVICE PHILOSOPHY

The relationship between the client and the St. James's Place Partnership is placed at the heart of the business with the aim to build strong, lasting relationships and an appreciation of a client's individual circumstances. Mr Wilson adds: “We only provide face-to-face advice and are dedicated to working with clients to realise their long-term goals. The success of our approach can be seen from the fact that in recent years over 70 per cent of new investments came from existing clients or referrals from existing clients.”

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BEST WEALTH MANAGER FOR IHT AND SUCCESSION PLANNING

THE WINNER



ST. JAMES'S PLACE
WEALTH MANAGEMENT

“St. James's Place's approach is driven by its clients' goals of creation, retention and protection of wealth”

SHORT-LISTED

KILLIK & CO
SG HAMBROS BANK
LIMITED

THIS AWARD IDENTIFIES WEALTH MANAGERS WHO OFFER outstanding inheritance tax and succession planning advice. The winner of this award and the other short-listed candidates were chosen by readers of the Financial Times and Investors Chronicle magazine. The readers were asked to complete a detailed questionnaire in which they assessed their wealth managers on a range of criteria, such as performance, fees, investment options and general competence. The resultant scores were used by the panel of judges to select the winner. St. James's Place (SJP) was founded by Mike Wilson, Sir Mark Weinberg and Lord Rothschild in 1991. Today the company has some £15.3bn funds under management and is quoted on the London Stock Exchange, with its market capitalisation placing it in the FTSE 250 index.

IHT ADVICE OFFERING

St. James's Place's approach to inheritance tax and succession planning is driven by its clients' goals of creation, retention and protection of wealth. “The creation of wealth takes enterprise, vision and usually a lot of hard work; the retention and protection of wealth requires no less enterprise, but also sensible, compliant trust and estate planning that is easy to understand and straightforward to implement,” says Paul Wilson, divisional director.

He adds that while St. James's Place provides a wide range of trust-based inheritance tax and succession planning solution, the wealth manager believes there are fundamental considerations that should underpin the vast majority of client strategies. These include the need to be realistic – tax savings should never be the sole motivation; flexibility, a client's arrangements and affairs should be as flexible as possible in order to meet the inevitable changes that occur in either legislation or personal circumstance, and keeping things simple.

“With the complexities involved in trusts and estate planning, we believe that if a simple solution can be found, it will often be the best solution,” concludes Mr Wilson.

CLIENT SERVICE PHILOSOPHY

St. James's Place's approach to wealth management is underpinned by an emphasis on building strong, lasting, personal relationships with clients. There are no ‘off-the-shelf’ or ‘off-the-web’ solutions, with all clients having an individual relationship with a St. James's Place Partner. Advice given to clients seeks to achieve four principal financial objectives: build and preserve capital; manage cash and borrowings; protect against financial risk; and manage your business more effectively. Importantly, St. James's Place Wealth Management Group guarantees the advice given by its representatives when recommending any of the products and/or services provided by companies in the group.