

Registered number: 04113955

ST. JAMES'S PLACE WEALTH MANAGEMENT PLC

ANNUAL REPORT AND FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 DECEMBER 2019



ST. JAMES'S PLACE WEALTH MANAGEMENT PLC

COMPANY INFORMATION

Directors	A M Croft I S Gascoigne C G Gentle
Company Secretary	St. James's Place Corporate Secretary Limited
Registered Number	04113955
Registered Office	St. James's Place House 1 Tetbury Road Cirencester Gloucestershire GL7 1FP
Independent Auditors	PricewaterhouseCoopers LLP Chartered Accountants and Statutory Auditors 7 More London Riverside London SE1 2RT

ST. JAMES'S PLACE WEALTH MANAGEMENT PLC

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ST. JAMES'S PLACE WEALTH MANAGEMENT PLC

STRATEGIC REPORT FOR THE YEAR ENDED 31 DECEMBER 2019

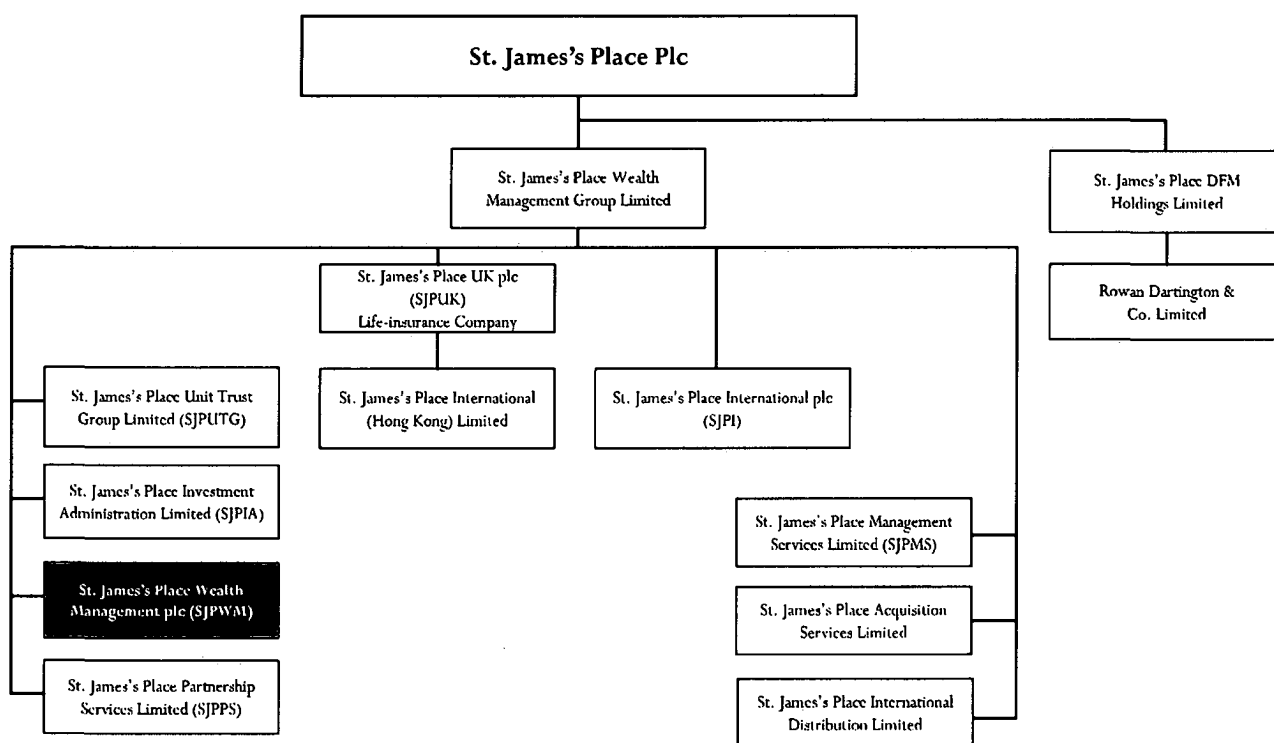
INTRODUCTION

St. James's Place Wealth Management plc (the "Company") is a wholly-owned subsidiary of St. James's Place Wealth Management Group Limited, which in turn is a wholly-owned subsidiary of St. James's Place plc, the ultimate parent company of the St. James's Place Group (the "Group").

The Company is authorised and regulated by the Financial Conduct Authority (FCA). The Company is a public limited company, incorporated and domiciled in the United Kingdom, and registered in England and Wales.

Group Overview

St. James's Place is an award-winning wealth management group and a FTSE 100 business with a track record of strong growth. An extract of the group structure is shown below.



Face-to-face advice is core to the St. James's Place Group's (the "Group" or "St. James's Place") business model. This is delivered through the Company, the Groups U.K. distribution firm, which manages the St. James's Place Partnership, and which is focused on building and supporting long-term relationships with our clients.

Financial advice is complemented and supported by our compelling investment proposition (the Investment Management Approach – "IMA"). The IMA offers a unique approach enabling investment management of underlying assets to be contracted out to a range of investment management firms, carefully selected by our independent committee of experts from the global population of fund managers.

ST. JAMES'S PLACE WEALTH MANAGEMENT PLC

STRATEGIC REPORT (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2019

INTRODUCTION (continued)

Company	Product
St. James's Place UK plc	UK-based unit-linked products Unit-linked pension savings Unit-linked drawdown
St. James's Place Investment Administration Limited	Unit Trusts Individual Savings Accounts (ISAs)
St. James's Place International plc	Offshore unit-linked savings

In order to allow the IMA to be delivered consistently through all product wrappers, the majority of the unit-linked insurance investment ranges are facilitated through cross-investment into a core range of St. James's Place Unit Trusts (managed by St. James's Place Unit Trust Group Limited), which are the same Unit Trusts made available directly and through an ISA by St. James's Place Investment Administration Limited.

St. James's Place Management Services Limited facilitates employment for the Group and management of expenses, while St. James's Place Partnership Services Limited acts as a Treasury company for the Group, securing funding and managing lending by the Group.

Further information about St. James's Place, the St. James's Place Partnership, the St. James's Place approach to fund management and the IMA, and the full range of wealth management products, is included within the Strategic Report of the St. James's Place plc Annual Report and Accounts.

ST. JAMES'S PLACE WEALTH MANAGEMENT PLC

STRATEGIC REPORT (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2019

BUSINESS REVIEW

During the year the Company reported a gross profit of £65.5m (2018 - £77.5m). This was a good outcome given the challenging macro-economic and political environment that prevailed throughout the year. Net assets at the end of the year totalled £101.3m (2018 - £88.4m).

The loss after tax for the financial year amounted to £63.9m (2018 - loss £49.8m).

Over the year, the number of qualified advisers grew 7% to 4,104 (2018 - 3,821), with the St. James's Place Academy and Next Generation Academy playing an increasingly important role in growing these numbers.

The Company collects advice charges from clients and commission and fee income from third parties, and in turn incurs costs that are directly attributable to the delivery of advice, driving the gross profit.

The Company incurs certain expenses, such as Partner acquisition and on-boarding costs, IT developments and St. James's Place Academy costs. In accordance with FRS 101, the Company is required to account for these investments as they are incurred. However, they represent significant long term investments in the business from which benefits are expected to be derived over the longer term. The scale of our investment is significant and is a proportionate response to the sizeable "advice gap" noted in the Financial Advice Market review.

	2019 £000	2018 £000
Investments in Partner acquisitions, IT development and the Academy		
Partner acquisition and on-boarding costs	13,847	12,563
IT developments	13,051	10,005
Academy costs	13,243	9,375
	<u>40,141</u>	<u>31,943</u>

In addition, the 2019 result has again been impacted by a continued, high contribution to the Financial Services Compensation Scheme (FSCS). During 2018 the Financial Conduct Authority (FCA) aligned their financial and billing periods resulting in the 2018 charge representing a 9 month period only compared to 12 months in the current year. The 2019 charge was £18.9m (2018 - £11.3m).

Included within Payments to Partners is a total share option cost for the year of £16.8m (2018 - £17.6m).

ST. JAMES'S PLACE WEALTH MANAGEMENT PLC

STRATEGIC REPORT (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2019

FUTURE DEVELOPMENTS

The Directors do not anticipate any change in the primary activities of the Company during 2020. However, increasing the number of Partners and Advisers, whilst at the same time providing them with the tools and support to deliver high quality outcomes for clients, remains one of the key drivers to achieving the Company's growth objectives.

Growing the Partnership

The Company has three principal routes to increasing the number of advisers within the St. James's Place Partnership. There is a dedicated central recruitment team that seeks to identify experienced financial advisers across the UK with the right skills, experience and cultural fit to complement the Partnership. In addition, in recent years there has been an increase in applications from individuals referred from Partner practices that are seeking to grow their own businesses. Finally, the Academy and Next Generation Academy initiatives provide an opportunity for second careerists or younger potential advisers, respectively, to develop as wealth professionals and join the Partnership with us. Currently we have four UK centres for our Academies: in Edinburgh, London, Manchester and Solihull.

Developing the Partnership

The Company commits to providing ongoing support so that advisers and Partner practices can grow and develop over time. It also encourages and provides support for advisers who choose to pursue further qualifications.

The focus for 2020 will be:

- Continue to attract high quality, experienced advisers to join the Partnership;
- Expand our Academy programme to 15 annual intakes and graduate 200 advisers (including Next Generation advisers);
- Improve adviser retention, particularly new joiners to the Partnership;
- Expand our regional hubs, bringing together specialist support from Cirencester and Field Management to deliver enhanced support for Partner businesses;
- Support our Partners to develop responsible businesses and engage with society.

ST. JAMES'S PLACE WEALTH MANAGEMENT PLC

STRATEGIC REPORT (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2019

PRINCIPAL RISKS AND UNCERTAINTIES

The Company operates within the St. James's Place Group 'Risk Management Framework'. More information around the Risk Management Framework, including the risk management policies and procedures that are applicable to the Company, is provided in the Group's Annual Report and Accounts.

Over the past year, the continued uncertainties around Brexit and international trade have impacted investor sentiment. Whilst some of the UK political uncertainties have recently reduced, global economic factors, such as the impact on trade of the Coronavirus, continue to impact on markets and investor behaviour. While the Group has very little direct exposure to market risk because of our matching policy (where we hold assets which match our liability to clients), the Group does have indirect exposure because of the impact it has on new business and funds under management. Stress and scenario testing has been performed which demonstrates that the businesses is resilient to extreme but plausible scenarios. We continually monitor the changing environment, to ensure our analysis and scenario testing remains current. Although scenarios of political change (Brexit, general elections and trade wars) can drive changes in risk, the potential impacts on our business would manifest in ways with which we are familiar. Notably, market risk, persistency risk, changes in new business levels and operational risks.

The principal risks and uncertainties facing the Company are set out below:

Risk	Risk Description	Key Risks	Example Controls
Brand & Competition	Challenge from competitors and impact of media scrutiny.	<ul style="list-style-type: none">Increased competitive pressure from traditional and disruptive (non traditional) competitorsCosts and charges pressureNegative media coverage	<ul style="list-style-type: none">Clear demonstration of value delivered to clients through advice, service and productsInvestment in improving positive brand recognitionOngoing development of client and Partner propositionsProactive engagement with external agencies including media, industry groups and regulators
Conduct	We fail to provide quality, suitable advice or service to clients.	<ul style="list-style-type: none">Partners deliver poor quality or suitable adviceFailure to evidence the provision of quality service and advice	<ul style="list-style-type: none">Licensing programme ensuring appropriate advice and service from advisersTechnical support helplines for advisersTimely and clear responses to client complaintsRobust oversight process of the advice provided to clients delivered by Business Assurance, Compliance Assurance, Field Risk and Advice Guidance teams

ST. JAMES'S PLACE WEALTH MANAGEMENT PLC

**STRATEGIC REPORT (CONTINUED)
FOR THE YEAR ENDED 31 DECEMBER 2019**

PRINCIPAL RISKS AND UNCERTAINTIES (continued)

Risk	Risk Description	Key risks	Example controls
Financial	We fail to effectively manage the business finance.	<ul style="list-style-type: none"> Expense risk Liquidity risk Solvency risk 	<ul style="list-style-type: none"> Excess assets generally invested in high liquidity cash and cash equivalents Ongoing monitoring of all risk exposures and experiences Acceptance of market and persistency risk impact on profit Monitoring and management of solvency to minimise Group Dependency
Group Support	We fail to receive services supplied from a fellow Group Company.	<ul style="list-style-type: none"> Failure of the IMA Failure in provision of human resources Failure to protect the St. James's Place brand Loss of distinctive culture 	<ul style="list-style-type: none"> Contractual service arrangements in place for key services provided by fellow Group subsidiaries Vertical intergration aligns the delivery of services to the entity with the wider objectives of the Group Key executive management committees include representation of interests for the relevant Group subsidiaries Specific matters reserved to each entity board The controls around the Group's risks can be found in the Group's Annual Report and Accounts
Partner Proposition	Our proposition solution fails to meet the needs, objectives and expectations of our current and potential future Partners.	<ul style="list-style-type: none"> Failure to attract new members of the Partnership Failure to retain advisers/Partners Failure to increase adviser productivity Available technology falls short of client and Partner expectations and fails to support growth objectives The Academy does not support adviser growth 	<ul style="list-style-type: none"> Focus on providing a market leading adviser proposition Adequately skilled and resourced population of supporting field managers Reliable systems and administration support Expanding the academy capacity and supporting recruits through the academy and beyond Market leading support to Partners businesses
Regulatory	We fail to meet current, changing or new regulatory or legislative expectations.	<ul style="list-style-type: none"> Failure to comply with changing regulation Inadequate internal controls Failure to respond to regulatory driven changes to the industry in which we operate Solvency Risk 	<ul style="list-style-type: none"> Compliance functions provide expert guidance and carry out extensive assurance work Strict controls are maintained in highly regulated areas Maintenance of appropriate solvency capital buffers, and continuous monitoring of solvency experience Fostering of positive regulatory relationships

ST. JAMES'S PLACE WEALTH MANAGEMENT PLC

STRATEGIC REPORT (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2019

PRINCIPAL RISKS AND UNCERTAINTIES (continued)

Risk	Risk Description	Key risks	Example controls
Security & Resilience	We fail to adequately secure our physical assets, systems and/or sensitive information, or to deliver critical business services to our clients.	<ul style="list-style-type: none">• Internal or external fraud• Core system failure• Corporate, Partnership, or third-party, information security and cyber risks• Disruption in key business services to our clients	<ul style="list-style-type: none">• Business continuity planning for SJP and its key suppliers• Identification, communication, and response planning for the event of cyber crime• Data leakage detection technology and incident reporting systems• Internal awareness programmes• Identification and assessment of critical business services

FINANCIAL KEY PERFORMANCE INDICATORS

The Directors of St. James's Place plc manage the Group's operations on a group basis. The development, performance and position of St. James's Place plc, which includes the Company is discussed in the Group's Annual Report and Accounts, copies of which can be obtained from the address shown in the ultimate controlling party note at the end of these financial statements.

Of the Group's key performance indicators, the following are deemed to be relevant to the Company's financial statements:

	2019	2018
Client numbers	733,000	680,000
Client retention (%)	97	96
Number of Advisers	4,104	3,821
Adviser retention (%)	93	93

ST. JAMES'S PLACE WEALTH MANAGEMENT PLC

STRATEGIC REPORT (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2019

SECTION 172(1) STATEMENT

Section 172 of the Companies Act 2006 requires a director of a company to act in the way he or she considers, in good faith, would most likely promote the success of the company for the benefit of its members as a whole. In doing this section 172 requires a director to have regard, amongst other matters, to the:

- likely consequences of any decisions in the long-term;
- interests of the company's employees;
- need to foster the company's business relationships with suppliers, customers and others;
- impact of the company's operations on the community and environment;
- desirability of the company maintaining a reputation for high standards of business conduct, and
- need to act fairly as between members of the company.

In discharging our section 172 duties we have regard to the factors set out above. We also have regard to other factors which we consider relevant to the decision being made. Those factors, for example, include the interests and views of our key stakeholders. We acknowledge that every decision we make will not necessarily result in a positive outcome for all of our stakeholders. By considering the Company's purpose, vision and values together with its strategic priorities and having a process in place for decision-making, we do, however, aim to make sure that our decisions are consistent and predictable.

As part of a vertically integrated financial services group (the "Group"), the Company's stakeholders are entirely aligned with the key stakeholders of the wider Group, being the workforce, clients, Partners, fund managers, third party administrators, regulators, community and other suppliers, although some of those are more prominent for us as a subsidiary than others.

As is normal for organisations, authority for day-to-day management of this Company and the Group's other wholly-owned subsidiaries is delegated to executives. The boards of each company then engage management in setting, approving and overseeing execution of the business strategy and related policies, where relevant to that company. Throughout the year we, as a Board, review matters such as financial and operational performance, key risks, governance and regulatory compliance and the impact of decisions and policies affecting our key stakeholders.

The views of and the impact of the Company's activities on the key stakeholders are an important consideration for the Directors when making relevant decisions. Our governance framework is designed to provide opportunities for the Board to consider and discuss reports and decision-making papers which are sent in advance of each periodic Board meeting. The information contained therein, together with presentations to the Board, provide the insight necessary to understand the interests and concerns of key stakeholders and other relevant factors when making decisions. An example from 2019 that illustrates how this has contributed to our compliance with our section 172 duty to promote the success of the company is set out below.

Example	Consideration
Regulators, Shareholders	As a distribution company, the Company acts as an intermediary in the provision of financial services products. The Company's role is integral to SJP's proposition and, having considered the importance of protecting the interests of, in particular, the Partnership the Board agreed that it should seek a capital injection from its parent company to enable it to continue to meet its required level of solvency.

While there are cases where the Board itself judges that it should engage directly with certain stakeholder groups or on certain issues, the size and spread of both our stakeholders and the Group means that generally our stakeholder engagement best takes place at an operational or Group level. We find that as well as being a more efficient and effective approach, this also helps us achieve a greater positive impact on environmental, social and other issues than by working alone as an individual company. For details of the engagement that takes place with the Company's stakeholders please see the Section 172(1) Statement in the St James's Place plc 2019 Annual Report.

ST. JAMES'S PLACE WEALTH MANAGEMENT PLC

**STRATEGIC REPORT (CONTINUED)
FOR THE YEAR ENDED 31 DECEMBER 2019**

GOING CONCERN

Going concern has been evaluated by the Directors of the Company. They concluded that, with the Group's support, it was reasonable to expect the Company to continue to act as an intermediary in the provision of financial services products for a period of not less than 12 months from the date of signing the financial statements.

This report was approved by the Board of Directors on 26 February 2020 and signed on its behalf on the same date by:

A handwritten signature in black ink, appearing to read 'C G Gentle', with a stylized flourish at the end.

C G Gentle
Director

ST. JAMES'S PLACE WEALTH MANAGEMENT PLC

DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 2019

The Directors present their report and the financial statements for the year ended 31 December 2019.

PRINCIPAL ACTIVITY

The Company acts as an intermediary in the provision of financial services products.

RESULTS AND DIVIDENDS

The loss for the financial year amounted to £63.9m (2018 - loss £49.8m).

The Directors do not recommend the payment of a final dividend (2018 - £NIL).

DIRECTORS

The Directors who served during the year and up to the date of the signing the financial statements were:

A M Croft
I S Gascoigne
C G Gentle
D J Lamb (resigned 26 February 2019)

EMPLOYEES

The Company has no employees (2018 - NIL).

DIRECTORS' INDEMNITY AND INSURANCE

St. James's Place plc ("SJP"), the ultimate parent company, has taken out insurance covering Directors and officers against liabilities they may incur in their capacity as Directors or officers of SJP or its subsidiaries. All members of the Board of SJP are each granted indemnities whilst acting in their capacity as Directors or officers to the extent permitted by law. These indemnities are uncapped in amount and protect recipients from certain losses and liabilities that they may incur to third parties in connection with the furtherance of their duties as Directors or officers of SJP or its subsidiary companies. Copies of the indemnities are available to shareholders upon request. This is a qualifying third party indemnity provision and was in force during the financial year and at the date of approval of the financial statements.

MATTERS COVERED IN THE STRATEGIC REPORT

Future developments, going concern and financial risk management are all referred to in the Strategic Report set out on pages 1 to 9 of the financial statements.

A summary of how the Directors' have had regard to the need to foster the Company's business relationships with suppliers, customers and others, and the effect of that regard, including on the principal decisions taken by the Company during the financial year is set out in the Strategic Report within the Section 172 (1) Statement on page 8.

DISCLOSURE OF INFORMATION TO AUDITORS

Each of the persons who are Directors at the time when this Directors' Report is approved has confirmed that:

- so far as the Director is aware, there is no relevant audit information of which the Company's auditors are unaware, and
- the Director has taken all the steps that ought to have been taken as a Director in order to be aware of any relevant audit information and to establish that the Company's auditors are aware of that information.

ST. JAMES'S PLACE WEALTH MANAGEMENT PLC

**DIRECTORS' REPORT (CONTINUED)
FOR THE YEAR ENDED 31 DECEMBER 2019**

INDEPENDENT AUDITORS

The auditors, PricewaterhouseCoopers LLP, will be proposed for reappointment in accordance with section 485 of the Companies Act 2006.

This report was approved by the Board of Directors on 26 February 2020 and signed on its behalf.

A handwritten signature in black ink, appearing to read 'C G Gentle', with a stylized flourish at the end.

C G Gentle
Director

ST. JAMES'S PLACE WEALTH MANAGEMENT PLC

DIRECTORS' RESPONSIBILITIES STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2019

The Directors are responsible for preparing the Annual Report and the financial statements in accordance with applicable law and regulation.

Company law requires the Directors to prepare financial statements for each financial year. Under that law, the Directors have prepared the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards, comprising FRS 101 "Reduced Disclosure Framework", and applicable law). Under company law, the Directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the Company and of the profit or loss of the Company for that period.

In preparing these financial statements, the Directors are required to:

- select suitable accounting policies and then apply them consistently;
- state whether applicable United Kingdom Accounting Standards, comprising FRS 101, have been followed, subject to any material departures disclosed and explained in the financial statements;
- make judgements and accounting estimates that are reasonable and prudent; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the Company will continue in business.

The Directors are also responsible for safeguarding the assets of the Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The Directors are responsible for keeping adequate accounting records that are sufficient to show and explain the Company's transactions and disclose with reasonable accuracy at any time the financial position of the Company and to enable them to ensure that the financial statements comply with the Companies Act 2006.

Independent auditors' report to the members of St. James's Place Wealth Management plc

Report on the audit of the financial statements

Opinion

In our opinion, St. James's Place Wealth Management plc's financial statements:

- give a true and fair view of the state of the company's affairs as at 31 December 2019 and of its loss for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards, comprising FRS 101 "Reduced Disclosure Framework", and applicable law); and
- have been prepared in accordance with the requirements of the Companies Act 2006.

We have audited the financial statements, included within the Annual Report and Financial Statements (the "Annual Report"), which comprise: the statement of financial position as at 31 December 2019; the statement of comprehensive income, the statement of changes in equity for the year then ended; and the notes to the financial statements, which include a description of the significant accounting policies.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) ("ISAs (UK)") and applicable law. Our responsibilities under ISAs (UK) are further described in the Auditors' responsibilities for the audit of the financial statements section of our report. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Independence

We remained independent of the company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, which includes the FRC's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements.

Conclusions relating to going concern

ISAs (UK) require us to report to you when:

- the directors' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the directors have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the company's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

We have nothing to report in respect of the above matters.

However, because not all future events or conditions can be predicted, this statement is not a guarantee as to the company's ability to continue as a going concern. For example, the terms of the United Kingdom's withdrawal from the European Union are not clear, and it is difficult to evaluate all of the potential implications on the company's trade, customers, suppliers and the wider economy.

Reporting on other information

The other information comprises all of the information in the Annual Report other than the financial statements and our auditors' report thereon. The directors are responsible for the other information. Our opinion on the financial statements does not cover the other information and, accordingly, we do not express an audit opinion or, except to the extent otherwise explicitly stated in this report, any form of assurance thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated. If we identify an apparent material inconsistency or material misstatement, we are required to perform procedures to conclude whether there is a material misstatement of the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report based on these responsibilities.

With respect to the Strategic Report and Directors' Report, we also considered whether the disclosures required by the UK Companies Act 2006 have been included.

ST. JAMES'S PLACE WEALTH MANAGEMENT PLC

Based on the responsibilities described above and our work undertaken in the course of the audit, ISAs (UK) require us also to report certain opinions and matters as described below.

Strategic Report and Directors' Report

In our opinion, based on the work undertaken in the course of the audit, the information given in the Strategic Report and Directors' Report for the year ended 31 December 2019 is consistent with the financial statements and has been prepared in accordance with applicable legal requirements.

In light of the knowledge and understanding of the company and its environment obtained in the course of the audit, we did not identify any material misstatements in the Strategic Report and Directors' Report.

Responsibilities for the financial statements and the audit

Responsibilities of the directors for the financial statements

As explained more fully in the Directors' Responsibilities Statement set out on page 12, the directors are responsible for the preparation of the financial statements in accordance with the applicable framework and for being satisfied that they give a true and fair view. The directors are also responsible for such internal control as they determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the directors are responsible for assessing the company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the company or to cease operations, or have no realistic alternative but to do so.

Auditors' responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

A further description of our responsibilities for the audit of the financial statements is located on the FRC's website at: www.frc.org.uk/auditorsresponsibilities. This description forms part of our auditors' report.

Use of this report

This report, including the opinions, has been prepared for and only for the company's members as a body in accordance with Chapter 3 of Part 16 of the Companies Act 2006 and for no other purpose. We do not, in giving these opinions, accept or assume responsibility for any other purpose or to any other person to whom this report is shown or into whose hands it may come save where expressly agreed by our prior consent in writing.

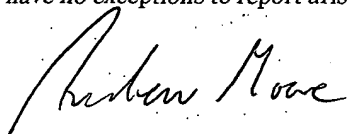
Other required reporting

Companies Act 2006 exception reporting

Under the Companies Act 2006 we are required to report to you if, in our opinion:

- we have not received all the information and explanations we require for our audit; or
- adequate accounting records have not been kept by the company, or returns adequate for our audit have not been received from branches not visited by us; or
- certain disclosures of directors' remuneration specified by law are not made; or
- the financial statements are not in agreement with the accounting records and returns.

We have no exceptions to report arising from this responsibility.



Andrew Moore (Senior Statutory Auditor)
for and on behalf of PricewaterhouseCoopers LLP
Chartered Accountants and Statutory Auditors
London
26 February 2020

ST. JAMES'S PLACE WEALTH MANAGEMENT PLC

**STATEMENT OF COMPREHENSIVE INCOME
FOR THE YEAR ENDED 31 DECEMBER 2019**

	Note	2019 £000	2018 £000
Turnover	2	985,798	968,738
Cost of Sales	3	(920,265)	(891,189)
GROSS PROFIT		65,533	77,549
Investments in Partner acquisitions, IT development and the Academy	4	(40,141)	(31,943)
Financial Services Compensation Scheme levy		(18,919)	(11,305)
Other administrative expenses		(94,069)	(97,305)
Administrative expenses		(153,129)	(140,553)
Other Income		6,208	-
OPERATING LOSS		(81,388)	(63,004)
Interest receivable and similar income		2,152	1,458
Interest payable and similar expenses		(369)	(169)
LOSS BEFORE TAXATION		(79,605)	(61,715)
Income Tax	7	15,737	11,883
LOSS AND TOTAL COMPREHENSIVE EXPENSE FOR THE YEAR		(63,868)	(49,832)

All amounts relate to continuing operations.

The notes and information on pages 18 to 32 form part of these financial statements.

ST. JAMES'S PLACE WEALTH MANAGEMENT PLC
REGISTERED NUMBER: 04113955

STATEMENT OF FINANCIAL POSITION
AS AT 31 DECEMBER 2019

	Note	2019 £000	2018 £000
CURRENT ASSETS			
RECEIVABLES: Amounts falling due after more than one year	8	-	512
RECEIVABLES: Amounts falling due within one year	8	43,919	23,626
Other investments	9	181,416	156,952
Cash and cash equivalents		45,197	40,165
		<u>270,532</u>	<u>221,255</u>
PAYABLES: Amounts falling due within one year	10	(143,464)	(113,436)
NET CURRENT ASSETS		127,068	107,819
TOTAL ASSETS LESS CURRENT LIABILITIES		127,068	107,819
PROVISIONS FOR LIABILITIES			
Deferred taxation	11	(658)	-
Other provisions	13	(25,071)	(19,373)
		<u>(25,729)</u>	<u>(19,373)</u>
NET ASSETS		101,339	88,446
EQUITY			
Called up share capital	14	260,000	200,000
Other reserves		61,800	45,039
Retained earnings		(220,461)	(156,593)
TOTAL SHAREHOLDERS' FUNDS		101,339	88,446

The financial statements on pages 15 to 32 were approved by the Board of Directors on 26 February 2020 and signed on its behalf on the same date by:



C G Gentle
Director

The notes and information on pages 18 to 32 form part of these financial statements.

ST. JAMES'S PLACE WEALTH MANAGEMENT PLC

**STATEMENT OF CHANGES IN EQUITY
FOR THE YEAR ENDED 31 DECEMBER 2019**

	Share capital £000	Other reserves £000	Retained earnings £000	Total equity £000
At 1 January 2019	200,000	45,039	(156,593)	88,446
Loss for the financial year	-	-	(63,868)	(63,868)
Shares issued during the year	60,000	-	-	60,000
Credit relating to equity-settled share-based payments	-	16,761	-	16,761
At 31 December 2019	260,000	61,800	(220,461)	101,339

**STATEMENT OF CHANGES IN EQUITY
FOR THE YEAR ENDED 31 DECEMBER 2018**

	Share capital £000	Other reserves £000	Retained earnings £000	Total equity £000
At 1 January 2018	165,000	27,445	(106,761)	85,684
Loss for the financial year	-	-	(49,832)	(49,832)
Shares issued during the year	35,000	-	-	35,000
Credit relating to equity-settled share-based payments	-	17,594	-	17,594
At 31 December 2018	200,000	45,039	(156,593)	88,446

The notes on pages 18 to 32 form part of these financial statements.

ST. JAMES'S PLACE WEALTH MANAGEMENT PLC

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

1. ACCOUNTING POLICIES

The principal accounting policies of the Company, which have been applied consistently throughout the year, are set out below.

1.1 Basis of preparation of financial statements

The financial statements have been prepared under the historical cost convention, on a going concern basis and in accordance with Financial Reporting Standard 101 'Reduced Disclosure Framework' (FRS 101) and the Companies Act 2006.

The preparation of financial statements in compliance with FRS 101 requires the use of certain critical accounting estimates. It also requires management to exercise judgement in applying the Company's accounting policies. No critical accounting estimates or significant accounting judgements have been made.

Adoption of amended accounting standards

As at 31 December 2019, the following relevant amended standards, which the Company adopted as of 1 January 2019, have not had any material impact on the Company's financial statements.

- IFRIC 23 Uncertainty over Income Tax Treatments
- Annual Improvements 2015 2017 Cycle

Adoption of new accounting standards

There were no relevant new accounting standards adopted by the Company in the year ended 31 December 2019.

1.2 Financial reporting standard 101 - reduced disclosure exemptions

The Company has taken advantage of the following disclosure exemptions under FRS 101:

- the requirements of paragraphs 45(b) and 46 to 52 of IFRS 2 Share-based Payment;
- the requirements of IFRS 7 Financial Instruments: Disclosures;
- the requirements of paragraphs 91-99 of IFRS 13 Fair Value Measurement;
- the requirements of the second sentence of paragraph 110 and paragraphs 113(a), 114, 115, 118, 119(a) to (c), 120 to 127 and 129 of IFRS 15 Revenue from Contracts with Customers;
- the requirement in paragraph 38 of IAS 1 Presentation of Financial Statements to present comparative information in respect of paragraph 79(a)(iv) of IAS 1;
- the requirements of paragraphs 10(d), 10(f), 16, 38A, 38B, 38C, 38D, 40A, 40B, 40C, 40D, 111 and 134-136 of IAS 1 Presentation of Financial Statements;
- the requirements of IAS 7 Statement of Cash Flows;
- the requirements of paragraphs 30 and 31 of IAS 8 Accounting Policies, Changes in Accounting Estimates and Errors;
- the requirements of paragraph 17 and 18A of IAS 24 Related Party Disclosures;
- the requirements in IAS 24 Related Party Disclosures to disclose related party transactions entered into between two or more members of a group, provided that any subsidiary which is a party to the transaction is wholly owned by such a member; and
- the requirements of paragraphs 130(f)(ii), 130(f)(iii), 134(d) to 134(f) and 135(c) to 135(e) of IAS 36 Impairment of Assets.

ST. JAMES'S PLACE WEALTH MANAGEMENT PLC

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

1. ACCOUNTING POLICIES (continued)

1.3 Turnover

Turnover comprises advice charges paid by clients who receive advice with their investment in a St. James's Place or third-party retail investment product. Advice may be provided at initial investment, and on an on-going basis. It also includes third party fee and commission income, due from third party product providers in respect of products sold on their behalf. Turnover is net of value added tax where this is applicable.

The provision of initial advice is a distinct performance obligation. As a result, initial advice charges are recognised in full on acceptance and inception of the associated policy by the relevant product provider, which may be the Company or a third party. On-going advice charges are recognised as revenue on an on-going basis, consistent with the nature of the performance obligation being discharged, rather than at a single point in time.

Third party fee and commission income is recognised in full on acceptance and inception of the associated policy by the relevant third party product provider. The performance obligation is the initial advice provided to a client which leads to investment in a third-party product, hence it is appropriate that this revenue stream is recognised on the same basis as initial advice charges. Where the thirdparty product provider retains the right to clawback of commission on an indemnity basis, revenue on sale of these products is recognised to the extent that it is highly probable the revenue will not be clawed back. Separately, a provision is recognised for amounts received by the Company which are expected to be clawed back.

1.4 Cost of sales

Cost of sales represents amounts paid to Partners in respect of the provision of advice, net of value added tax where this is applicable. It also includes other Payments to Partners and regulatory costs (specifically FCA costs).

1.5 Administrative expenses

Operating administrative expenses of the Company are initially incurred by another Group company, St. James's Place Management Services Limited, and are recharged to the Company, on an accruals basis.

1.6 Other Income

Investments in Collective Investment Schemes are held at fair value. Gains and losses on the revaluation of these assets are recognised within Other Income in the Statement of Comprehensive Income.

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2019**

1. ACCOUNTING POLICIES (continued)

1.7 Share-based payments

The Company operates a number of share-based payment plans for the Partnership. The fair value of equity instruments granted is recognised as an expense spread over the vesting period of the instrument, with a corresponding increase in equity in the case of equity-settled plans. The total amount to be expensed is determined by reference to the fair value of the awards at the grant date, measured using standard option pricing models.

At each Statement of Financial Position date, the Company revises its estimate of the number of equity instruments that are expected to vest and it recognises the impact of the revision of original estimates, if any, in the Statement of Comprehensive Income, such that the amount recognised for services rendered to the Company are based on the number of shares that actually vest. The charge to the Statement of Comprehensive Income is not revised for any changes in market vesting conditions.

1.8 Income tax

Tax is recognised in the Statement of Comprehensive Income. The current income tax charge is calculated on the basis of tax rates and laws that have been enacted or substantively enacted by the reporting date in the United Kingdom, where the Company operates and generates income.

1.9 Deferred taxation

Deferred tax is provided using the liability method, providing for temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. Differences that arise from the initial recognition of assets or liabilities that affect neither accounting nor taxable profit are not provided for. The amount of deferred tax provided is based on the expected manner of realisation or settlement of the carrying amount of assets and liabilities, using tax rates enacted or substantively enacted at the reporting date.

A deferred tax asset is recognised only to the extent that it is probable that future taxable profits will be available against which the asset can be utilised. Deferred tax assets are reduced to the extent that it is no longer probable that the related tax benefit will be realised.

Deferred tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets against current tax liabilities and when the deferred tax assets and liabilities relate to income taxes levied by the same taxation authority on either the taxable entity or different taxable entities where there is an intention to settle the balances on a net basis.

1.10 Cash and cash equivalents

Cash is represented by cash in hand and deposits with financial institutions repayable without penalty on notice of not more than 24 hours. Cash equivalents are highly liquid investments that mature in no more than three months from the date of acquisition and that are readily convertible to known amounts of cash with insignificant risk of change in value.

ST. JAMES'S PLACE WEALTH MANAGEMENT PLC

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

1. ACCOUNTING POLICIES (continued)

1.11 Financial instruments

The Company recognises financial instruments when it becomes a party to the contractual arrangements of the instrument. Financial instruments are de-recognised when they are discharged or when the contractual terms expire. The Company's accounting policies in respect of financial instruments transactions are explained below:

Financial assets

The Company classifies its financial assets in the following categories: at fair value through profit or loss, or those held at amortised cost. The classification depends on the purpose for which the financial assets were acquired. Management determines the classification of its financial assets at initial recognition.

At fair value through profit and loss

Financial assets at fair value through profit or loss are financial assets held for trading. Assets in this category are classified as current assets if expected to be settled within 12 months, otherwise they are classified as non-current investments.

At amortised cost

Financial assets held at amortised cost are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. They arise principally through the provision of goods and services to customers (e.g. trade receivables), but also incorporate other types of contractual monetary asset. They are initially recognised at fair value plus transaction costs that are directly attributable to their acquisition or issue, and are subsequently carried at amortised cost using the effective interest rate method, less provision for impairment.

Financial assets held at amortised cost are impaired using a credit loss model. Expected credit losses are based on the historic levels of loss experienced for the relevant financial assets, with due consideration given to forward looking information.

Financial liabilities

The Company classifies all of its financial liabilities as liabilities at amortised cost.

At amortised cost

Financial liabilities at amortised cost are initially recognised at fair value net of any transaction costs directly attributable to the issue of the instrument. Such interest-bearing liabilities are subsequently measured at amortised cost using the effective interest rate method, which ensures that any interest expense over the period to repayment is at a constant rate on the balance of the liability carried into the Statement of Financial Position.

ST. JAMES'S PLACE WEALTH MANAGEMENT PLC

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

2. TURNOVER

	2019 £000	2018 £000
Client charges and commission	886,631	878,562
Third party commission	99,167	90,176
	<u>985,798</u>	<u>968,738</u>

All turnover arose within the United Kingdom.

3. COST OF SALES

	2019 £000	2018 £000
Payments to Partners	917,410	888,590
Regulatory Costs	2,855	2,599
	<u>920,265</u>	<u>891,189</u>

4. INVESTMENTS IN PARTNER ACQUISITIONS, IT DEVELOPMENT AND THE ACADEMY

	2019 £000	2018 £000
Partner acquisition and on-boarding costs	13,847	12,563
IT developments	13,051	10,005
Academy costs	13,243	9,375
	<u>40,141</u>	<u>31,943</u>

In accordance with FRS 101, the Company is required to account for these investments as they are incurred. However, they represent significant long term investments in the business from which benefits are expected to be derived over the longer term. The scale of our investment is significant and is a proportionate response to the sizeable "advice gap" noted in the Financial Advice Market review.

ST. JAMES'S PLACE WEALTH MANAGEMENT PLC

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

5. AUDITORS' REMUNERATION

The statutory audit fee of £38,372 (2018 - £11,200) was paid on behalf of the Company by another Group company, St. James's Place Management Services Limited.

The Company has taken advantage of the exemption not to disclose amounts paid for non-audit services as they are disclosed in the Group Report and Accounts of the ultimate parent company.

6. DIRECTORS' REMUNERATION

	2019 £000	2018 £000
Aggregate remuneration	498	530
Pension contributions	64	61
Amounts receivable under long-term incentive schemes	581	413
Total	1,143	1,004

The aggregate emoluments of the highest paid Director in the year were £980,205 (2018 - £890,005), and cash supplements in lieu of their defined contribution pension scheme totalled £55,575 (2018 - £53,955).

The number of options the highest paid Director exercised over the shares in St. James's Place plc was 0 (2018 - 1,243), and the number of shares receivable by them in respect of qualifying service was 27,294 (2018 - 26,955).

At 31 December 2019, the number of Directors to whom retirement benefits are accruing, including those receiving cash supplements in lieu of their defined contribution pension scheme, is 3 (2018 - 4), including the highest paid Director. Retirement benefits are accruing in company money purchase schemes for 1 (2018 - 1) Directors at the year end.

The number of Directors who exercised options over the shares in St. James's Place plc during the year while acting as Directors of this Company is NIL (2018 - 2). The number of Directors in respect of whose qualifying services shares were receivable under long-term incentive schemes is 3 (2018 - 4).

ST. JAMES'S PLACE WEALTH MANAGEMENT PLC

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2019**

7. INCOME TAX

	2019	2018
	£000	£000
Current Tax		
UK corporation tax on loss for the year	(16,589)	(11,298)
Adjustments in respect of prior periods	(318)	10
Total current tax	(16,907)	(11,288)
Deferred tax		
Origination and reversal of temporary differences	993	(578)
Adjustments in respect of prior periods	177	(17)
Total deferred tax	1,170	(595)
Taxation on loss	(15,737)	(11,883)

ST. JAMES'S PLACE WEALTH MANAGEMENT PLC

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2019**

7. INCOME TAX (continued)

Factors affecting the tax credit for the year

The tax assessed for the year is lower than (2018 - lower than) the standard rate of corporation tax in the UK of 19% (2018 - 19%). The differences are explained below:

	2019	2018
	£000	£000
Loss before taxation	(79,605)	(61,715)
Loss multiplied by the standard rate of corporation tax in the UK of 19% (2018 - 19%)	(15,125)	(11,726)
Effects of:		
Adjustments to tax charge in respect of prior periods	(140)	(7)
Variance between current and deferred tax rates	(117)	(69)
Transfer pricing adjustments	(170)	(165)
Income not subject to tax	(65)	-
Dividends from UK companies	(120)	-
Other differences	-	84
Total tax credit for the year	(15,737)	(11,883)

ST. JAMES'S PLACE WEALTH MANAGEMENT PLC

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

7. INCOME TAX (continued)

Future tax changes

It was previously announced that the standard rate of UK corporation tax would reduce to 17% with effect from 1 April 2020. This was substantively enacted in the Finance Act 2016 and incorporated into the deferred tax balances in 2016.

In November 2019, the UK Prime Minister pledged to postpone this reduction in the corporation tax rate to 17%. This change has yet to be substantively enacted. The impact of this postponement would not be significant.

As at 31 December 2019 the Company had carried forward trading losses of £79.6m (2018 - £61.7m) available for offset against future trading profits.

8. RECEIVABLES

	2019 £000	2018 £000
Amounts falling due after more than one year		
Deferred tax asset (see note 11)	-	512
	-	512
	2019 £000	2018 £000
Amounts falling due within one year		
Amounts owed by Group undertakings	25,946	10,840
Other receivables	17,244	12,117
Prepayments and accrued income	729	669
	43,919	23,626

Amounts owed by Group undertakings are unsecured, interest free and repayable on demand.

ST. JAMES'S PLACE WEALTH MANAGEMENT PLC

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

9. OTHER INVESTMENTS

	2019 £000	2018 £000
Collective investment schemes	181,416	156,952
	181,416	156,952

Included in collective investment schemes are holdings of high quality, highly liquid Money Market funds, containing assets which are cash and cash equivalents. In addition, there is £56m (2018 - £49m) held in collective investment schemes managed by St. James's Place Unit Trust Group Limited (see note 15).

10. PAYABLES: Amounts falling due within one year

	2019 £000	2018 £000
Amounts owed to Group undertakings	81,559	64,166
Taxation and social security	438	398
Other payables	57,812	48,697
Accruals and deferred income	3,655	175
	143,464	113,436

Amounts owed to Group undertakings are unsecured, interest-free and repayable on demand.

11. DEFERRED TAXATION

The movement in deferred tax assets and liabilities during the year is as follows:

	Tax Losses £000	Unrealised Capital Gains & Losses on Unit Trust holdings £000	Total £000
At 1 January 2018	(50)	133	83
Credited to Income Statement	-	(595)	(595)
At 31 December 2018	(50)	(462)	(512)
Charged to Income Statement	-	1,170	1,170
At 31 December 2019	(50)	708	658

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2019**

12. SHARE-BASED PAYMENTS

During the year ended 31 December 2019 the Company operated a number of different equity-settled share-based payment arrangements, which are aggregated as follows:

- Partner Performance Share Plan – under this plan Partners are entitled to purchase shares in the future at nominal value (15 pence). The number of shares the Partners are entitled to purchase will depend on their personal business volumes in the year of the award and validation over the following three years. The first award under the scheme was made on 29 July 2016, when 3,456,281 shares were granted. Due to the performance of the Partners over the vesting period, a further 2,618,574 shares were granted in 2019 (2018: nil) in relation to the original grants made in 2016.
- Partner and Adviser Chartered Plan – the scheme was launched during 2015 as part of the Partner performance share plan whereby Partners and Advisers are entitled to purchase shares in the future at nominal value (15 pence). The number of shares the Partners are entitled to purchase depends upon achieving specific professional qualifications and a threshold new business level in a specified twelve-month period and validation over the following three years. The first award under the scheme was made on 29 July 2016, when 2,019,000 shares were granted. No grants were made in 2019 (2018: nil).
- Associate Partner Plan - an equity-settled scheme was launched during 2017 whereby Partners and Advisers are entitled to purchase a set number of shares in the future at the market price at the date of the invitation if they meet the required business volumes over the following three years. No grants were made in 2019 (2018: 1,422,500 shares granted on 19 March 2018).

Options exercised in 2019 resulted in outstanding shares having a weighted average exercise price of:

- Partner PSP plan - 15 pence
- Chartered plan - 15 pence
- Associate Partner plan – 1095 pence

Share options outstanding under the various share option schemes at 31 December 2019 amount to 8.4m shares (2018 – 11.1m). These are exercisable on a range of future dates.

The Partner PSP plan options outstanding at 31 December 2019 had exercise prices of 15 pence (2,625,754 options), 1080 pence (4,402,500 options) and 1142 pence (1,335,000 options) with a weighted average remaining contractual life of 0.4 years.

ST. JAMES'S PLACE WEALTH MANAGEMENT PLC

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

13. OTHER PROVISIONS

	2019 £000
At 1 January 2019	19,373
Utilised in year	(13,070)
Released in year	(1,360)
Charged to profit or loss	20,128
At 31 December 2019	25,071

Provisions relate to the cost of redress for complaints and clawback of indemnity commission. The provision for the cost of redress for complaints is based on estimates of the total number of complaints expected to be upheld, the estimated cost of redress and the expected timing of settlement. The clawback provision is based on estimates of the indemnity commission that may be repaid.

14. CALLED UP SHARE CAPITAL

	2019 £000	2018 £000
Allotted, called up and fully paid		
260,000,000 (2018 - 200,000,000) Ordinary Shares of £1.00 each	260,000	200,000

60,000,000 Ordinary shares of £1.00 each were issued during the year (2018: 35,000,000 Ordinary shares of £1.00 each).

ST. JAMES'S PLACE WEALTH MANAGEMENT PLC

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

15. RELATED PARTY BALANCES

The Company's related parties include key management personnel and companies within the St. James's Place Group.

Transactions with key management personnel are exempt from disclosure.

Other related parties

The Company has paid advice fees and commission, under normal commercial terms, to St. James's Place Partners who were related parties by virtue of being connected persons with key management personnel. The outstanding amount payable at 31 December 2019 was £301k (2018 - £466k).

There were no transactions with Companies within the St. James's Place Group for which disclosure is required.

At 31 December, the following balances were outstanding:

	2019 £000	2018 £000
Intra-Group receivables, net of provisions		
St. James's Place UK plc	23,019	8,885
St. James's Place Unit Trust Group Limited	1,945	1,271
St. James's Place Investment Administration Limited	851	648
St. James's Place Partnership Services Limited	1	-
Future Proof Limited	130	-
St. James Place (PCP) Limited	-	36
	<u>25,946</u>	<u>10,840</u>

	2019 £000	2018 £000
Intra-Group payables		
St. James's Place Management Services Limited	81,096	63,553
St. James's Place International plc	462	613
St. James Place (PCP) Limited	1	-
	<u>81,559</u>	<u>64,166</u>

ST. JAMES'S PLACE WEALTH MANAGEMENT PLC

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

RELATED PARTY BALANCES (continued)

By virtue of being a related party of St. James's Place plc (the ultimate parent company) the Company's investment in the below collective investment schemes are also considered to be related parties of the Company.

	2019 £000	2018 £000
Current asset investments		
St. James's Place Allshare Income Unit Trust	531	444
St. James's Place Alternative Assets Unit Trust	950	1,032
St. James's Place Asia Pacific Unit Trust	1,113	950
St. James's Place Balanced Managed Unit Trust	3,374	2,961
St. James's Place Continental European Unit Trust	194	161
St. James's Place Corporate Bond Unit Trust	1,369	1,235
St. James's Place Diversified Bond Unit Trust	1,586	1,478
St. James's Place Emerging Markets Equity Unit Trust	718	590
St. James's Place Equity Income Unit Trust	1,551	1,364
St. James's Place Gilts Unit Trust	449	438
St. James's Place Global Unit Trust	2,546	2,116
St. James's Place Global Emerging Markets Unit Trust	286	269
St. James's Place Global Equity Income Unit Trust	2,937	2,352
St. James's Place Global Equity Unit Trust	4,466	3,840
St. James's Place Global Growth Unit Trust	154	124
St. James's Place Global Smaller Companies Unit Trust	273	239
St. James's Place Greater European Progressive Unit Trust	585	504
St. James's Place Index Linked Gilts Unit Trust	350	346
St. James's Place International Corporate Bond Unit Trust	2,143	1,925
St. James's Place International Equity Unit Trust	2,627	2,117
St. James's Place Investment Grade Corporate Bond Unit Trust	2,139	2,016
St. James's Place Japan Unit Trust	79	76
St. James's Place Managed Growth Unit Trust	3,516	3,165
St. James's Place Multi Asset Unit Trust	4,100	3,871
St. James's Place North American Unit Trust	905	704
St. James's Place Strategic Income Unit Trust	4,288	3,822
St. James's Place Strategic Managed Unit Trust	3,281	2,839
St. James's Place Sustainable & Responsible Equity Unit Trust	163	126
St. James's Place UK & General Progressive Unit Trust	1,148	955
St. James's Place UK & International Income Unit Trust	1,991	1,641
St. James's Place UK Absolute Return Unit Trust	432	395
St. James's Place UK Growth Unit Trust	144	128
St. James's Place UK High Income Unit Trust	1,686	1,539
St. James's Place UK Income Unit Trust	541	469
St. James's Place Worldwide Income Unit Trust	563	459
St. James's Place Worldwide Opportunities Unit Trust	2,838	2,262
	56,016	48,952

ST. JAMES'S PLACE WEALTH MANAGEMENT PLC

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

16. ULTIMATE PARENT UNDERTAKING AND CONTROLLING PARTY

The company regarded by the Directors as the immediate parent company is St. James's Place Wealth Management Group Limited, a company registered in England and Wales.

The company regarded by the Directors as the ultimate parent company is St. James's Place plc, a company registered in England and Wales. It is also the parent undertaking of the smallest and largest group of undertakings for which group financial statements are drawn up and of which the Company is a member.

Copies of the consolidated financial statements of St. James's Place plc may be obtained from the Company Secretariat at St. James's Place House, 1 Tetbury Road, Cirencester, Gloucestershire, GL7 1FP.

In the opinion of the Directors, St. James's Place plc is considered to be the ultimate controlling party.