

PRUDENTIAL PLC - NEW BUSINESS - QUARTER 1 2003

INVESTMENT OPERATIONS

| | Opening FUM | Gross inflows | Redemptions | Net inflows | Other movements | Market & currency movements | Net movement in FUM | Closing FUM |
|---|---------------|---------------|----------------|---------------|-----------------|-----------------------------|---------------------|---------------|
| 2003 | | | | | | | | |
| M&G ⁽¹²⁾ | | | | | | | | |
| M&G branded retail investment products | 7,587 | 265 | (197) | 68 | (14) | (210) | (156) | 7,431 |
| Prudential branded UK retail investment products ⁽⁶⁾ | 1,137 | 28 | (42) | (14) | 18 | (80) | (76) | 1,061 |
| M&G institutional ⁽⁹⁾ | 10,804 | 890 | (304) | 586 | - | 44 | 630 | 11,434 |
| Total M&G | 19,528 | 1,183 | (543) | 640 | 4 | (246) | 398 | 19,926 |
| Asia | | | | | | | | |
| India | 1,372 | 1,540 | (1,712) | (172) | (13) | 32 | (153) | 1,219 |
| Taiwan | 2,425 | 1,716 | (1,759) | (43) | - | 40 | (3) | 2,422 |
| Korea | 993 | 415 | (393) | 22 | - | (45) | (23) | 970 |
| Other Mutual Fund Operations | 306 | 101 | (6) | 95 | - | 10 | 105 | 411 |
| Total Asian Mutual Fund Operations | 5,096 | 3,772 | (3,870) | (98) | (13) | 37 | (74) | 5,022 |
| Hong Kong MPF Products ⁽⁵⁾ | 136 | 18 | (3) | 15 | - | - | 15 | 151 |
| Total Asian Investment Operations | 5,232 | 3,790 | (3,873) | (83) | (13) | 37 | (59) | 5,173 |
| Total Investment Products | 24,760 | 4,973 | (4,416) | 557 | (9) | (209) | 339 | 25,099 |
| 2002 | | | | | | | | |
| M&G | | | | | | | | |
| M&G branded retail investment products ⁽⁶⁾ | 8,890 | 283 | (191) | 92 | (108) | (101) | (117) | 8,773 |
| Prudential branded UK retail investment products ⁽⁶⁾ | 1,546 | 25 | (71) | (46) | - | 128 | 82 | 1,628 |
| M&G institutional ⁽⁹⁾ | 9,095 | 990 | (267) | 723 | - | 71 | 794 | 9,889 |
| Total M&G | 19,531 | 1,298 | (529) | 769 | (108) | 98 | 759 | 20,290 |
| Asia | | | | | | | | |
| India | 1,072 | 764 | (916) | (152) | (19) | 54 | (117) | 955 |
| Taiwan | 2,076 | 2,342 | (2,111) | 231 | - | 81 | 312 | 2,388 |
| Korea | - | - | - | - | - | - | - | - |
| Other Mutual Fund Operations | 57 | 42 | (1) | 41 | - | (3) | 38 | 95 |
| Total Asian Mutual Fund Operations | 3,205 | 3,148 | (3,028) | 120 | (19) | 132 | 233 | 3,438 |
| Hong Kong MPF Products ⁽⁵⁾ | 90 | 21 | (2) | 19 | - | 2 | 21 | 111 |
| Total Asian Investment Operations | 3,295 | 3,169 | (3,030) | 139 | (19) | 134 | 254 | 3,549 |
| Total Investment Products | 22,826 | 4,467 | (3,559) | 908 | (127) | 232 | 1,013 | 23,839 |
| 2003 movement relative to 2002 | | | | | | | | |
| M&G | | | | | | | | |
| M&G branded retail investment products | (15%) | (6%) | (3%) | (26%) | - | (108%) | (33%) | (15%) |
| Prudential branded UK retail investment products ⁽⁶⁾ | (26%) | 12% | 41% | 70% | - | (163%) | (193%) | (35%) |
| M&G institutional ⁽⁹⁾ | 19% | (10%) | (14%) | (19%) | - | (38%) | (21%) | 16% |
| Total M&G | (0%) | (9%) | (3%) | (17%) | - | (351%) | (48%) | (2%) |
| Asia | | | | | | | | |
| India | 28% | 102% | (87%) | (13%) | 32% | (41%) | (31%) | 28% |
| Taiwan | 17% | (27%) | 17% | (119%) | - | (51%) | (101%) | 1% |
| Korea | - | - | - | - | - | - | - | - |
| Other Mutual Fund Operations | 437% | 140% | (500%) | 132% | - | 433% | 176% | 333% |
| Total Asian Mutual Fund Operations | 59% | 20% | (28%) | (182%) | 32% | (72%) | (132%) | 46% |
| Hong Kong MPF Products ⁽⁵⁾ | 51% | (14%) | (50%) | (21%) | - | - | (29%) | 36% |
| Total Asian Investment Operations | 59% | 20% | (28%) | (160%) | 32% | (72%) | (123%) | 46% |
| Total Investment Products | 8% | 11% | (24%) | (39%) | 93% | (190%) | (67%) | 5% |

US BANKING PRODUCTS

| | 2003 £m | 2002 £m | +/- (%) |
|---|------------|------------|---------|
| US Banking Products ⁽⁷⁾ | | | |
| Total Deposit Liabilities | 673 | 633 | 6% |
| Retail Assets | 753 | 704 | 7% |

Notes to Schedules:

⁽⁵⁾ Mandatory Provident Fund product sales in Hong Kong are included at Prudential's 36% interest of the Hong Kong MPF operation.

⁽⁶⁾ Scottish Amicable and Prudential branded Investment Products.

⁽⁷⁾ Balance sheet figures have been calculated at closing exchange rates.

⁽⁸⁾ Balance restated to include M&G South Africa retail investment operations.

⁽⁹⁾ Balance includes segregated pensions fund business, private finance flows and M&G South Africa institutional business.

⁽¹²⁾ Reflecting the expanded investment business new business analysis above, certain investment fund mandates previously classified from UK Corporate Pensions sales are now reported as M&G institutional funds under management. 2002 UK insurance sales now reflect this change in presentation.