

PRUDENTIAL PLC - NEW BUSINESS - FULL YEAR 2002

TOTAL INSURANCE AND INVESTMENT NEW BUSINESS

	UK & Europe			US			Asia			Total		
	2002 FY £m	2001 FY £m	+/- (%)	2002 FY £m	2001 FY £m	+/- (%)	2002 FY £m	2001 FY £m	+/- (%)	2002 FY £m	2001 FY £m	+/- (%)
Total Insurance Products	6,118	5,763	6%	5,757	4,634	24%	944	1,019	(7%)	12,819	11,416	12%
Total Investment Products - Gross Inflows ⁽¹⁾	1,157	1,040	11%	-	-	-	13,661	9,027	51%	14,818	10,067	47%
Group Total	7,275	6,803	7%	5,757	4,634	24%	14,605	10,046	45%	27,637	21,483	29%

INSURANCE OPERATIONS

	Single			Regular			Total			Annual Equivalents ⁽⁴⁾		
	2002 FY £m	2001 FY £m	+/- (%)	2002 FY £m	2001 FY £m	+/- (%)	2002 FY £m	2001 FY £m	+/- (%)	2002 FY £m	2001 FY £m	+/- (%)
UK Insurance Operations :												
Direct Distribution ⁽²⁾ :												
Individual Pensions	15	14	7%	11	15	(27%)	26	29	(10%)	12	16	(25%)
Corporate Pensions	660	469	41%	114	131	(13%)	774	600	29%	180	178	1%
Life	59	71	(17%)	4	4	0%	63	75	(16%)	10	11	(9%)
Individual Annuities	895	663	35%	-	-	-	895	663	35%	90	66	36%
Sub-Total	1,629	1,217	34%	129	150	(14%)	1,758	1,367	29%	292	272	7%
DSS Rebates	215	185	16%	-	-	-	215	185	16%	22	19	16%
Total	1,844	1,402	32%	129	150	(14%)	1,973	1,552	27%	314	290	8%
Intermediated Distribution ⁽²⁾ :												
Individual Pensions	85	219	(61%)	34	68	(50%)	119	287	(59%)	42	90	(53%)
Corporate Pensions	77	82	(6%)	14	19	(26%)	91	101	(10%)	22	27	(19%)
Life	2,190	2,297	(5%)	18	27	(33%)	2,208	2,324	(5%)	237	257	(8%)
Individual Annuities	860	597	44%	-	-	-	860	597	44%	86	60	43%
Bulk Annuities	710	575	23%	-	-	-	710	575	23%	71	58	22%
Sub-Total	3,922	3,770	4%	66	114	(42%)	3,988	3,884	3%	458	491	(7%)
DSS Rebates	90	64	41%	-	-	-	90	64	41%	9	6	50%
Total	4,012	3,834	5%	66	114	(42%)	4,078	3,948	3%	467	497	(6%)
Total ⁽²⁾ :												
Individual Pensions	100	233	(57%)	45	83	(46%)	145	316	(54%)	55	106	(48%)
Corporate Pensions	737	551	34%	128	150	(15%)	865	701	23%	202	205	(1%)
Life	2,249	2,368	(5%)	22	31	(29%)	2,271	2,399	(5%)	247	268	(8%)
Individual Annuities	1,755	1,260	39%	-	-	-	1,755	1,260	39%	176	126	40%
Bulk Annuities	710	575	23%	-	-	-	710	575	23%	71	58	22%
Sub-Total	5,551	4,987	11%	195	264	(26%)	5,746	5,251	9%	750	763	(2%)
DSS Rebates	305	249	22%	-	-	-	305	249	22%	31	25	24%
Total	5,856	5,236	12%	195	264	(26%)	6,051	5,500	10%	781	788	(1%)
Closed distribution channel ⁽³⁾	-	167	-	-	18	-	-	185	-	-	35	-
Total UK Insurance Operations	5,856	5,403	8%	195	282	(31%)	6,051	5,685	6%	781	822	(5%)
European Insurance Operations: ⁽⁶⁾												
Insurance Products	42	58	(28%)	25	20	25%	67	78	(14%)	29	26	12%
Total European Insurance Operations	42	58	(28%)	25	20	25%	67	78	(14%)	29	26	12%
Total UK & European Insurance Operations	5,898	5,461	8%	220	302	(27%)	6,118	5,763	6%	810	848	(4%)
US Insurance Operations: ⁽⁶⁾												
Fixed Annuities	2,708	1,899	43%	-	-	-	2,708	1,899	43%	271	190	43%
Equity Linked Indexed Annuities	254	271	(6%)	-	-	-	254	271	(6%)	25	27	(7%)
Variable Annuities	1,363	768	77%	-	-	-	1,363	768	77%	136	77	77%
Sub-total Annuities	4,325	2,938	47%	-	-	-	4,325	2,938	47%	432	294	47%
Guaranteed Investment Contracts	292	170	72%	-	-	-	292	170	72%	29	17	71%
GIC - Medium Term Note	1,118	1,504	(26%)	-	-	-	1,118	1,504	(26%)	112	150	(25%)
Life	-	-	-	22	22	0%	22	22	0%	22	22	0%
Total US Insurance Operations	5,735	4,612	24%	22	22	0%	5,757	4,634	24%	595	483	23%
Asian Insurance Operations: ⁽⁶⁾												
Insurance Products ⁽⁵⁾	479	650	(26%)	465	369	26%	944	1,019	(7%)	513	434	18%
Total Asian Insurance Operations	479	650	(26%)	465	369	26%	944	1,019	(7%)	513	434	18%
Group Total	12,112	10,723	13%	707	693	2%	12,819	11,416	12%	1,918	1,765	9%

Notes to Schedules:

⁽¹⁾ Represents cash received from sale of investment products.

⁽²⁾ Excluding sales through closed distribution channel.

⁽³⁾ Closed distribution channel relates to the Direct Sales Force.

⁽⁴⁾ Annual Equivalents (AE), calculated as regular new business contributions + 10% single new business contributions, are subject to roundings.

⁽⁵⁾ The Central Provident Fund in Singapore was further liberalised in 2001 resulting in exceptional sales volume in the first half of 2001.

⁽⁶⁾ Sales for overseas operations have been calculated using average exchange rates. The applicable rate for Jackson National Life is 1.50 (2001 - 1.44). At constant 2001 exchange rates US operations APE insurance sales growth would have been 29% and Asian operations APE insurance sales growth would have been 25%.