# PRUDENTIAL PLC

# 2007 Unaudited Interim Results

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## 2007 Unaudited Interim Results

# **EEV** basis results

# Half year 2007

| Earnings per share (note 1.1a)   | Schedule<br>cross<br>reference | Profit<br>before tax<br>£m | Tax<br>(Schedule 7)<br>£m | Profit<br>after tax<br>£m | Minority<br>interests<br>£m | Profit<br>after tax<br>and minority<br>interests<br>£m | Earnings per<br>share<br>(pence) |
|--|--------------------------------|----------------------------|---------------------------|---------------------------|-----------------------------|--|----------------------------------|
| Continuing operations  |                                |                            |                           |                           |                             |  |                                  |
| On operating profit, based on longer-term investment returns, after related tax and minority interests                 | 3                              | 1,326                      | (365)                     | 961                       | 0                           | 961  | 39.4p                            |
| Adjustment from post-tax longer-term investment returns to post-tax actual investment returns                          | 6                              | 241                        | (69)                      | 172                       | (1)                         | 171  | 7.0p                             |
| Adjustment for mark to market value movements on core borrowings (note 1.1b)   | 6                              | 113                        | -                         | 113                       | -                           | 113  | 4.6p                             |
| Adjustment for post-tax effect of shareholders' share of actuarial gains and losses on defined benefit pension schemes | 6                              | 125                        | (35)                      | 90                        | -                           | 90   | 3.7p                             |
| Adjustment for post-tax effect of changes in economic assumptions and time value of cost of options and guarantees     | 6                              | 275                        | (76)                      | 199                       | -                           | 199  | 8.2p                             |
| On profit for the period after tax and minority interests for continuing operations                                    |                                | 2,080                      | (545)                     | 1,535                     | (1)                         | 1,534  | 62.9p                            |
| On profit for the period after tax and minority interests for discontinued operations (note 1.1c)                      | 14                             | 222                        | 19                        | 241                       | -                           | 241  | 9.9p                             |
| On profit for the period after tax and minority interests - basic earnings per share                                   |                                | 2,302                      | (526)                     | 1,776                     | (1)                         | 1,775  | 72.8p                            |

- 1.1a The average number of shares for half year 2007 was 2,437m. The average number of shares reflects the average number in issue adjusted for shares held by employee trusts and consolidated unit trusts and OEICs which are treated as cancelled.
- 1.1b Core borrowings of the Group are marked to market value under EEV. As the liabilities are generally held to maturity or for the long-term, no deferred tax asset has been established on the increase (compared to IFRS) in carrying value. Accordingly, no deferred tax charge is recorded in the results against the half year 2007 credit.
- **1.1c** Discontinued operations relate to Egg banking operations.

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## 2007 Unaudited Interim Results

## **EEV** basis results

## Half year 2006

| Earnings per share (note 1.2a)   | Schedule<br>cross<br>reference | Profit<br>before tax<br>£m | Tax<br>(Schedule 7)<br>£m | Profit<br>after tax<br>£m | Minority<br>interests<br>£m | Profit<br>after tax<br>and minority<br>interests<br>£m | Earnings per<br>share<br>(pence) |
|--|--------------------------------|----------------------------|---------------------------|---------------------------|-----------------------------|--|----------------------------------|
| Continuing operations  |                                |                            |                           |                           |                             |  |                                  |
| On operating profit, based on longer-term investment returns, after related tax and minority interests                 | 3                              | 1,007                      | (304)                     | 703                       | 1                           | 704  | 29.3p                            |
| Adjustment from post-tax longer-term investment returns to post-tax actual investment returns (note 1.2b)              | 6                              | 73                         | (26)                      | 47                        | (4)                         | 43   | 1.7p                             |
| Adjustment for mark to market value movements on core borrowings (note 1.2c)   | 6                              | 168                        | -                         | 168                       | -                           | 168  | 7.0p                             |
| Adjustment for post-tax effect of shareholders' share of actuarial gains and losses on defined benefit pension schemes | 6                              | 246                        | (74)                      | 172                       | -                           | 172  | 7.2p                             |
| Adjustment for post-tax effect of changes in economic assumptions and time value of cost of options and guarantees     | 6                              | (20)                       | 17                        | (3)                       | -                           | (3)  | (0.1)p                           |
| On profit for the period after tax and minority interests for continuing operations                                    |                                | 1,474                      | (387)                     | 1,087                     | (3)                         | 1,084  | 45.1p                            |
| On loss for the period after tax and minority interests for discontinued operations (note 1.2c                         | 14                             | (45)                       | 11                        | (34)                      | 2                           | (32)   | (1.3)p                           |
| On profit for the period after tax and minority interests - basic earnings per share                                   |                                | 1,429                      | (376)                     | 1,053                     | (1)                         | 1,052  | 43.8p                            |

- 1.2a The average number of shares for half year 2006 was 2,403m. The average number of shares reflects the average number in issue adjusted for shares held by employee trusts and consolidated unit trusts and OEICs which are treated as cancelled.
- 12.b The analysis of the half year 2006 EEV basis results incorporates a reallocation of £41m before tax (£27m net of tax) from the amounts shown for the effect of changes in economic assumptions and time value of cost of options and guarantees, to the credit for short-term fluctuations in investment returns from the analysis of the half year 2006 results as previously published. The change, which has no effect on operating profit or profit before tax, is for asset related gains for Jackson and has been made to align with the full year 2006 and current presentation.
- 1.2c Core borrowings of the Group are marked to market value under EEV. As the liabilities are generally held to maturity or for the long-term, no deferred tax asset has been established on the increase (compared to IFRS) in carrying value. Accordingly, no deferred tax charge has been recorded in the results against the half year 2006 credit.
- **1.2d** Discontinued operations relate to Egg banking operations.

## 2007 Unaudited Interim Results

# **EEV** basis results

# Full year 2006

| Earnings per share (note 1.3a)   | Schedule<br>cross<br>reference | Profit<br>before tax<br>£m | Tax<br>(Schedule 7)<br>£m | Profit<br>after tax<br>£m | Minority<br>interests<br>£m | Profit<br>after tax<br>and minority<br>interests<br>£m | • .    |
|--|--------------------------------|----------------------------|---------------------------|---------------------------|-----------------------------|--|--------|
| Continuing operations  |                                |                            |                           |                           |                             |  |        |
| On operating profit, based on longer-term investment returns, after related tax and minority interests                 | 3                              | 2,133                      | (634)                     | 1,499                     | (1)                         | 1,498  | 62.1p  |
| Adjustment from post-tax longer-term investment returns to post-tax actual investment returns                          | 6                              | 738                        | (212)                     | 526                       | (2)                         | 524  | 21.8p  |
| Adjustment for mark to market value movements on core borrowings (note 1.3b)   | 6                              | 85                         | -                         | 85                        | -                           | 85   | 3.5p   |
| Adjustment for post-tax effect of shareholders' share of actuarial gains and losses on defined benefit pension schemes | 6                              | 207                        | (62)                      | 145                       | -                           | 145  | 6.0p   |
| Adjustment for post-tax effect of changes in economic assumptions and time value of cost of options and guarantees     | 6                              | 59                         | 4                         | 63                        | -                           | 63   | 2.6p   |
| On profit for the year after tax and minority interests for continuing operations                                      |                                | 3,222                      | (904)                     | 2,318                     | (3)                         | 2,315  | 96.0p  |
| On loss for the year after tax and minority interests for discontinued operations (note 1.3c)                          | 14                             | (150)                      | 45                        | (105)                     | 2                           | (103)  | (4.3)p |
| On profit for the year after tax and minority interests - basic earnings per share                                     |                                | 3,072                      | (859)                     | 2,213                     | (1)                         | 2,212  | 91.7p  |

- 1.3a The average number of shares for full year 2006 was 2,413m. The average number of shares reflects the average number in issue adjusted for shares held by employee trusts and consolidated unit trusts and OEICs which are treated as cancelled.
- 1.3b Core borrowings of the Group are marked to market value under EEV. As the liabilities are generally held to maturity or for the long-term, no deferred tax asset has been established on the increase (compared to IFRS) in carrying value. Accordingly, no deferred tax charge has been recorded in the results against the full year 2006 credit.
- **1.3c** Discontinued operations relate to Egg banking operations.

Date: 1 August 2007 Schedule 2

2007 Unaudited Interim Results

## **EUROPEAN EMBEDDED VALUE (EEV) BASIS RESULTS**

## Basis of preparation and economic assumptions

## 1 Basis of preparation of results

The EEV basis results have been prepared in accordance with the EEV Principles issued by the CFO Forum of European Insurance Companies in May 2004. Where appropriate the EEV basis results include the effects of adoption of International Financial Reporting Standards (IFRS).

The EEV results for the Group are prepared for 'covered business' as defined by the EEV Principles. Covered business represents the Group's long-term insurance business for which the value of new and in-force contracts is attributable to shareholders. The EEV basis results for the Group's covered business are then combined with the IFRS basis results for the Group's other operations.

The definition of long-term business operations is consistent with previous practice and comprises those contracts falling under the definition of long-term insurance business for regulatory purposes together with, for US Operations, contracts that are in substance the same as guaranteed investment contracts (GICs) but do not fall within the technical definition. Under the EEV Principles, the results for covered business incorporate the projected margins of attaching internal fund management.

With two principal exceptions, covered business comprises the Group's long-term business operations. The principal exceptions are for the closed Scottish Amicable Insurance Fund (SAIF) and for the presentational treatment of the financial position of two of the Group's defined benefit pension schemes. A very small amount of UK group pensions business is also not modelled for EEV reporting purposes.

SAIF is a ring-fenced sub-fund of the Prudential Assurance Company (PAC) long-term fund, established by a Court approved Scheme of Arrangement in October 1997. SAIF is closed to new business and the assets and liabilities of the fund are wholly attributable to the policyholders of the fund. In 2006, a bulk annuity arrangement between SAIF and Prudential Retirement Income Limited (PRIL), a shareholder-owned subsidiary, took place as explained in note 4f to schedule 4. Reflecting the altered economic interest for SAIF policyholders and Prudential shareholders this arrangement represents a transfer from long-term business of the Group that is not 'covered' to business that is 'covered' with consequential effect on the EEV basis results.

As regards the Group's defined benefit pension schemes, the surplus or deficit attaching to the Prudential Staff Pension Scheme (PSPS) and Scottish Amicable Pension Schem are excluded from the EEV value of UK Operations and included in the total for Other Operations. The surplus and deficit amounts are partially attributable to the PAC with-profits fund and shareholder-backed long-term business and partially to other parts of the Group. In addition to the IFRS surplus or deficit, the shareholders' 10 per cent share of the PAC with-profits sub-fund's interest in the movement on the financial position of the schemes is recognised for EEV reporting purposes.

For half year 2007, the EEV basis operating profit from continuing operations based on longer-term investment returns before tax of £1,326m includes a credit of £92m that arises from including the benefits, grossed up for notional tax, of altered corporate tax rates for the UK, Singapore and China. Further details are explained in schedule 5.

## 2 Economic assumptions

## (a) Deterministic assumptions

In most countries, the long-term expected rates of return on investments and risk discount rates are set by reference to period end rates of return on cash or fixed interest securities. This 'active' basis of assumption setting has been applied in preparing the results of all the Group's UK and US long-term business operations. For the Group's Asian operations, the active basis is appropriate for business written in Japan, Korea and US dollar denominated business written in Hong Kong.

An exception to this general rule is that for countries where long-term fixed interest markets are less established, investment return assumptions and risk discount rates are based on an assessment of longer-term economic conditions. Except for the countries listed above, this basis is appropriate for the Group's Asian Operations.

Expected returns on equity and property asset classes are derived by adding a risk premium, also based on the long-term view of Prudential's economists in respect of each territory, to the risk-free rate. In the UK and the US, the equity risk premium is 4.0 per cent above risk-free rates for all periods for which results are prepared in these schedules. In Asia, equity risk premiums range from 3.0 per cent to 5.8 per cent for all periods for which results are prepared in these schedules. Best estimate assumptions for other asset classes, such as corporate bond spreads, are set consistently.

Assumed investment returns reflect the expected future returns on the assets held and allocated to the covered business at the valuation date.

The table below summarises the principal financial assumptions:

|   | 30 Jun<br>2007<br>% | 30 Jun<br>2006<br>% | 31 Dec<br>2006<br>% |
|---|---------------------|---------------------|---------------------|
| III/ Incompany Consisting   | 76                  | %                   |                     |
| UK Insurance Operations   |                     |                     |                     |
| Risk discount rate: New business  | 8.7                 | 8.0                 | 7.8                 |
| In force  | 8.6                 | 8.2                 | 8.0                 |
|   | 8.6                 | 8.2                 | 8.0                 |
| Pre-tax expected long-term nominal rates of investment return:                | 9.3                 | 8.7                 | 8.6                 |
| UK equities   |                     | 8.7 to 9.4          |                     |
| Overseas equities   | 9.6 to 10.6         | 8.7 to 9.4<br>7.2   |                     |
| Property  | 7.8                 |                     | 7.1                 |
| Gilts   | 5.3                 | 4.7                 | 4.6                 |
| Corporate bonds   | 6.0                 | 5.4                 | 5.3                 |
| Expected long-term rate of inflation  | 3.1                 | 3.0                 | 3.1                 |
| Post-tax expected long-term nominal rate of return for the with-profits fund: |                     |                     |                     |
| Pension business (where no tax applies)                                       | 8.3                 | 7.7                 | 7.5                 |
| Life business   | 7.4                 | 6.85                | 6.6                 |
| US Operations (Jackson)   |                     |                     |                     |
| Risk discount rate:   |                     |                     |                     |
| New business (note)   | 7.9                 | 8.0                 | 7.6                 |
| In force (note)   | 7.3                 | 7.1                 | 6.7                 |
| Expected long-term spread between earned rate and rate credited to            |                     |                     |                     |
| policyholders for single premium deferred annuity business                    | 1.75                | 1.75                | 1.75                |
| US 10 year treasury bond rate at end of period                                | 5.1                 | 5.2                 | 4.8                 |
| Pre-tax expected long-term nominal rate of return for US equities             | 9.1                 | 9.2                 | 8.8                 |
| Expected long-term rate of inflation  | 2.4                 | 2.7                 | 2.5                 |

## Note:

# US Operations - risk discount rates

The risk discount rates at 30 June 2007 for new business and business in force for US Operations reflect weighted rates based on underlying rates of 8.8% for variable annuity business and 5.9% for other business. The increase in the weighted discount rate for business in force from 31 December 2006 of 6.7% to 30 June 2007 of 7.3% reflects the increase in the US 10-year treasury bond rate and the increasing proportion of variable annuity business.

30 Jun

30 Jun

31 Dec

## 2 Economic assumptions (continued)

**Asian Operations** 

|                       |       | Hong Kong        |       |           |       |       | Malaysia     |             | Singapore    | Taiwan        |          |         |
|-----------------------|-------|------------------|-------|-----------|-------|-------|--------------|-------------|--------------|---------------|----------|---------|
|                       | China | (notes iii,iv,v) | India | Indonesia | Japan | Korea | (notes iv,v) | Philippines | (notes iv,v) | (notes ii, v) | Thailand | Vietnam |
| 30 Jun 2007           | %     | %                | %     | %         | %     | %     | %            | %           | %            | %             | %        | %       |
| Risk discount rate:   |       |                  |       |           |       |       |              |             |              |               |          |         |
| New business          | 12.0  | 6.5              | 16.5  | 17.5      | 5.3   | 10.1  | 9.7          | 16.5        | 7.1          | 8.6           | 13.75    | 16.5    |
| In force              | 12.0  | 6.7              | 16.5  | 17.5      | 5.3   | 10.1  | 9.3          | 16.5        | 6.3          | 9.3           | 13.75    | 16.5    |
| Expected long-term    |       |                  |       |           |       |       |              |             |              |               |          |         |
| rate of inflation     | 4.0   | 2.25             | 5.5   | 6.5       | 0.0   | 2.75  | 3.0          | 5.5         | 1.75         | 2.25          | 3.75     | 5.5     |
| Government bond yield | 9.0   | 5.1              | 10.5  | 11.5      | 2.2   | 5.6   | 7.0          | 10.5        | 4.5          | 5.5           | 7.75     | 10.5    |

|                       |       | Hong Kong        |       |           |       |       | Malaysia     |             | Singapore      | Taiwan       |          |         |
|-----------------------|-------|------------------|-------|-----------|-------|-------|--------------|-------------|----------------|--------------|----------|---------|
|                       | China | (notes iii,iv,v) | India | Indonesia | Japan | Korea | (notes iv,v) | Philippines | (notes iv,v) ( | notes ii, v) | Thailand | Vietnam |
| 30 Jun 2006           | %     | %                | %     | %         | %     | %     | %            | %           | %              | %            | %        | %       |
| Risk discount rate:   |       |                  |       |           |       |       |              |             |                |              |          |         |
| New business          | 12.0  | 6.6              | 16.5  | 17.5      | 5.3   | 9.7   | 9.5          | 16.5        | 6.7            | 8.9          | 13.75    | 16.5    |
| In force              | 12.0  | 6.9              | 16.5  | 17.5      | 5.3   | 9.7   | 9.1          | 16.5        | 6.8            | 9.5          | 13.75    | 16.5    |
| Expected long-term    |       |                  |       |           |       |       |              |             |                |              |          |         |
| rate of inflation     | 4.0   | 2.25             | 5.5   | 6.5       | 0.0   | 2.75  | 3.0          | 5.5         | 1.75           | 2.25         | 3.75     | 5.5     |
| Government bond yield | 9.0   | 5.3              | 10.5  | 11.5      | 2.1   | 5.2   | 7.0          | 10.5        | 4.5            | 5.5          | 7.75     | 10.5    |

| 31 Dec 2006                         | China<br>% | Hong Kong<br>(notes iii,iv,v)<br>% | India<br>% | Indonesia<br>% | Japan<br>% | Korea<br>% | Malaysia<br>(notes iv,v)<br>% | Philippines % | Singapore<br>(notes iv,v)<br>% | Taiwan<br>(notes ii, v)<br>% | Thailand<br>% | Vietnam<br>% |
|-------------------------------------|------------|------------------------------------|------------|----------------|------------|------------|-------------------------------|---------------|--------------------------------|------------------------------|---------------|--------------|
| Risk discount rate:<br>New business | 12.0       | 6.6                                | 16.5       | 17.5           | 5.3        | 9.5        | 9.5                           | 16.5          | 6.9                            | 8.8                          | 13.75         | 16.5         |
| In force<br>Expected long-term      | 12.0       | 6.8                                | 16.5       | 17.5           | 5.3        | 9.5        | 9.2                           | 16.5          | 6.9                            | 9.3                          | 13.75         | 16.5         |
| rate of inflation                   | 4.0        | 2.25                               | 5.5        | 6.5            | 0.0        | 2.75       | 3.0                           | 5.5           | 1.75                           | 2.25                         | 3.75          | 5.5          |
| Government bond yield               | 9.0        | 4.7                                | 10.5       | 11.5           | 2.1        | 5.0        | 7.0                           | 10.5          | 4.5                            | 5.5                          | 7.75          | 10.5         |

|                                      | Asia total | Asia total | Asia total |
|--------------------------------------|------------|------------|------------|
|                                      | 30 Jun     | 30 Jun     | 31 Dec     |
|                                      | 2007<br>%  | 2006<br>%  | 2006<br>%  |
| Weighted risk discount rate (note i) |            |            |            |
| New business                         | 10.1       | 9.9        | 9.8        |
| In force                             | 8.7        | 8.9        | 8.8        |

#### Notes

## Asian Operations - economic assumptions

(i) The weighted risk discount rates for the Asian operations shown above have been determined by weighting each country's risk discount rates by reference to the EEV basis operating result for new business and the closing value of in-force business.

(ii) For traditional business in Taiwan, the economic scenarios used to calculate the half year 2007 EEV basis results continue to reflect the assumption of a phased progression of the bond yields from the current rates applying to the assets held to the long-term expected rates. The projections assume that in the average scenario, the current bond yields of around 2.5 per cent trend towards 5.5 per cent at 31 December 2013 (half year 2006: 2 per cent towards 5.5 per cent at 31 December 2012, full year 2006: 2 per cent towards 5.5 per cent at 31 December 2013).

The projections for the Fund Earned Rate reflect the same approach as applied for the full year 2006 results with allowance made for the mix of assets in the fund, future investment strategy, and further market depreciation of bonds held as a result of assumed future yield increases. The projections for the Fund Earned Rate alter for changes to these factors and the effects of movements in interest rates from period to period.

After taking into account current bond yields, the assumption of the phased progression in bond yields and the factors described above, the average assumed Fund Earned Rate remains below 1.2 per cent until 2010, (due to the depreciation of bond values as yields rise) and fluctuates around a target of 5.9 per cent after 2013.

Consistent with EEV methodology, a constant discount rate has been applied to the projected cash flows.

(iii) The assumptions shown are for US dollar denominated business which comprises the largest proportion of the in-force Hong Kong business.

# (iv) Assumed equity returns

The mean equity return assumptions for the most significant equity holdings in the Asian Operations were:

|           | 2007 | 2006 | 2006 |
|-----------|------|------|------|
|           | %    | %    | %    |
| Hong Kong | 9.1  | 9.2  | 8.7  |
| Malaysia  | 12.8 | 12.8 | 12.8 |
| Singapore | 9.3  | 9.3  | 9.3  |

To obtain the mean, an average over all simulations of the accumulated return at the end of the projection period is calculated. The annual average return is then calculated by taking the root of the average accumulated return minus 1.

(v) For Hong Kong, Malaysia, Singapore and Taiwan, bond yields have been used in setting the risk discount rates for half year 2007 reporting. For half year and full year 2006, cash rates were used in setting the risk discount rates for these operations.

## (b) Stochastic assumptions

The economic assumptions used for the stochastic calculations are consistent with those used for the deterministic calculations described above. Assumptions specific to the stochastic calculations such as the volatilities of asset returns reflect local market conditions and are based on a combination of actual market data, historic market data and an assessment of longer-term economic conditions. Common principles have been adopted across the Group for the stochastic asset models, for example, separate modelling of individual asset classes but with allowance for correlation between the various asset classes.

Details are given below of the key characteristics and calibrations of each model.

## Economic assumptions (continued)

#### **UK Insurance Operations**

- · Interest rates are projected using a two-factor model calibrated to actual market data;
- The risk premium on equity assets is assumed to follow a log-normal distribution;
- The corporate bond return is calculated as the return on a zero-coupon bond plus a spread. The spread process is a mean reverting stochastic process; and
- Property returns are modelled in a similar fashion to corporate bonds, namely as the return on a riskless bond, plus a risk premium, plus a process representative of the change in residual values and the change in value of the call option on rents.

The rates to which the model has been calibrated are set out below:

Mean returns have been derived as the annualised arithmetic average return across all simulations and durations

Standard deviations have been calculated by taking the annualised variance of the returns over all the simulations, taking the square root and averaging over all durations in the projection. For bonds the standard deviations relate to the yields on bonds of the average portfolio duration. For equity and property, they relate to the total return on these assets. The standard deviations applied to all periods presented in these schedules are as follows:

|                       | %    |
|-----------------------|------|
| Government bond yield | 2.0  |
| Corporate bond yield  | 5.5  |
| Equities:             |      |
| UK                    | 18.0 |
| Overseas              | 16.0 |
| Property              | 15.0 |

## US Operations (Jackson)

- Interest rates are projected using a log-normal generator calibrated to actual market data;
- · Corporate bond returns are based on Treasury securities plus a spread that has been calibrated to current market conditions and varies by credit quality; and
- Variable annuity equity and bond returns have been stochastically generated using a regime-switching log-normal model with parameters determined by reference to historical data. The volatility of equity fund returns ranges from 19.2 per cent to 28.6 per cent, (half year and full year 2006: 18.6 per cent to 28.1 per cent) depending on risk class, and the volatility of bond funds ranges from 1.4 per cent to 2.0 per cent for all periods presented in these schedules.

## **Asian Operations**

The same asset return model, as used in the UK, appropriately calibrated, has been used for the Asian operations.

The stochastic cost of guarantees are only of significance for the Hong Kong, Malaysia, Singapore, and Taiwan operations.

The mean stochastic returns are consistent with the mean deterministic returns for each country. The volatility of equity returns ranges from 18 per cent to 25 per cent, (half year 2006: 18 per cent to 26 per cent, full year 2006: 18 per cent to 25 per cent) and the volatility of government bond yields ranges from 1.4 per cent to 2.5 per cent. (half year 2006: 1.2 per cent to 2.5 per cent, full year 2006: 1.4 per cent to 2.5 per cent).

## 3 Level of encumbered capital

In adopting the EEV Principles, the Company has based encumbered capital on its internal targets for economic capital subject to it being at least the local statutory minimum requirements. Economic capital is assessed using internal models, but when applying EEV Principles, no credit is taken for the significant diversification benefits that exist within the Group. For with-profits business written in a segregated life fund, as is the case in the UK and Asia, the capital available in the fund is sufficient to meet the encumbered capital requirements.

The table below summarises the level of encumbered capital as a percentage of the relevant statutory requirement.

 UK Insurance Operations
 Capital as a percentage of relevant statutory requirement

 Jackson
 100% of EU Minimum

 Asian Operations
 100% of Financial Conglomerates Directive requirement

# 2007 Unaudited Interim Results

## **EEV** basis results

# Summary results

|  |           | Half Year | Half Year | Full Year |
|--|-----------|-----------|-----------|-----------|
|  | Schedule  | 2007      | 2006      | 2006      |
| Operating profit from continuing operations based on longer-term investment                                  | cross     |           | (note 3b) | (note 3b) |
| returns before tax (note 3a)   | reference | £m        | £m        | £m        |
| Profits from:  |           |           |           |           |
| New business   | 4         | 534       | 504       | 1,039     |
| Business in force  | 5         | 765       | 537       | 1,184     |
| Long-term business   |           | 1,299     | 1,041     | 2,223     |
| Asia development expenses  |           | (6)       | (7)       | (15)      |
| Other operating results:   |           |           |           |           |
| M&G  |           | 140       | 100       | 204       |
| US broker-dealer and fund management   |           | 9         | 8         | 18        |
| Curian   |           | (2)       | (4)       | (8)       |
| Asian fund management operations   |           | 33        | 22        | 50        |
| Other income and expenditure   |           |           |           |           |
| Investment return and other income (note 3c)   |           | 13        | 18        | 8         |
| Interest payable on core structural borrowings   |           | (88)      | (89)      | (177)     |
| Corporate expenditure:   |           | , ,       | , ,       | , ,       |
| Group Head Office  |           | (50)      | (46)      | (83)      |
| Asia Regional Head Office  |           | (17)      | (19)      | (36)      |
| Charge for share-based payments for Prudential schemes   |           | `(5)      | `(5)      | (10)      |
|  |           | (147)     | (141)     | (298)     |
| Total other operating results  |           | 33        | (15)      | (34)      |
| UK restructuring costs   |           | 0         | (12)      | (41)      |
| Total operating profit arising from continuing operations based on longer-term investment returns before tax |           | 1,326     | 1,007     | 2,133     |

# Notes

# 3a Reconciliation with total profit before tax

The Group analyses its EEV basis results so as to distinguish operating profit based on longer-term investment returns from other constituent elements of total profit. The other constituent elements i.e the items excluded from operating profit based on longer-term investment are explained on schedule 6.

## 3b Comparative results - discontinued operations

The results for continuing operations shown above exclude those in respect of discontinued banking operations. On 1 May 2007, the Company sold Egg Banking plc. Comparative results for half year and full year 2006 have been adjusted accordingly from those previously published.

# 3c Investment return and other income

|   | Half Year | Half Year | Full Year |
|---|-----------|-----------|-----------|
|   | 2007      | 2006      | 2006      |
|   | £m        | £m        | £m        |
| IFRS basis  | 42        | 33        | 58        |
| Less: Allocation of investment return on centrally held capital in respect of |           |           |           |
| Taiwan business to operating result of Asian operations                       | (5)       | (1)       | (18)      |
| Less: Projected fund management result in respect of covered business         |           |           |           |
| incorporated in opening EEV value of in-force business*                       | (24)      | (14)      | (32)      |
| EEV basis   | 13        | 18        | 8         |

<sup>\*</sup>Total EEV basis results for investment management operations reflect the aggregate of the experience variance between the actual and expected contribution from managing internal long-term business funds falling within the scope of covered business, and the contribution from managing external and other internal funds. The fund management results for business unit operations shown above reflect the IFRS result. The adjustment to other income is that required to derive the correct overall EEV contribution.

## 2007 Unaudited Interim Results

Margins on new business premiums

#### **EEV** basis results

| Operating profits from new long-term insurance business |                      |       |                          |                      |              |          |                      |       |          |
|---|----------------------|-------|--------------------------|----------------------|--------------|----------|----------------------|-------|----------|
|   | Half year 2007       |       | Half year 2007 Half year |                      | If year 2006 |          | Full year 2006       |       |          |
|   | Pre-tax<br>(note 4c) | Tax   | Post-tax                 | Pre-tax<br>(note 4c) | Tax          | Post-tax | Pre-tax<br>(note 4c) | Tax   | Post-tax |
|   | £m                   | £m    | £m                       | £m                   | £m           | £m       | £m                   | £m    | £m       |
| UK Insurance Operations                                 | 108                  | (30)  | 78                       | 138                  | (41)         | 97       | 266                  | (80)  | 186      |
| US Operations (note 4b)                                 | 144                  | (50)  | 94                       | 134                  | (47)         | 87       | 259                  | (91)  | 168      |
| Asian Operations  | 282                  | (78)  | 204                      | 232                  | (66)         | 166      | 514                  | (141) | 373      |
|   | 534                  | (158) | 376                      | 504                  | (154)        | 350      | 1,039                | (312) | 727      |

|                                   | New Business | Pre-Tax New         | New New Business Ma |          |              |       |         |
|-----------------------------------|--------------|---------------------|---------------------|----------|--------------|-------|---------|
|                                   | (note        | (note 4d) equivalen |                     | Premiums | Business     | (note | 4e)     |
|                                   | Single       | Regular             | (APE)               | (PVNBP)  | Contribution | (APE) | (PVNBP) |
| Half year 2007                    | £m           | £m                  | £m                  | £m       | £m           | %     | %       |
| UK Insurance Operations (note 4f) | 2,441        | 119                 | 363                 | 2,905    | 108          | 30    | 3.7     |
| US Operations                     | 3,425        | 9                   | 352                 | 3,490    | 144          | 41    | 4.1     |
| Asian Operations (note 4a)        | 784          | 541                 | 619                 | 3,286    | 282          | 46    | 8.6     |
| Total                             | 6,650        | 669                 | 1,334               | 9,681    | 534          | 40    | 5.5     |

|                                   | New Business Premiums (note 4d) |         |       | Present value of Annual New premium Business equivalent Premiums |              | New Business Margin<br>(note 4e) |         |
|-----------------------------------|---------------------------------|---------|-------|--|--------------|----------------------------------|---------|
|                                   | Single                          | Regular | (APE) | (PVNBP)  | Contribution | (APE)                            | (PVNBP) |
| Half year 2006                    | £m                              | £m      | £m    | £m   | £m           | %                                | %       |
| UK Insurance Operations (note 4f) | 3,890                           | 95      | 484   | 4,224  | 138          | 29                               | 3.3     |
| US Operations                     | 3,146                           | 8       | 323   | 3,209  | 134          | 41                               | 4.2     |
| Asian Operations (note 4a)        | 519                             | 396     | 448   | 2,328  | 232          | 52                               | 10.0    |
| Total                             | 7,555                           | 499     | 1,255 | 9,761  | 504          | 40                               | 5.2     |

|                                   | New Business<br>(note | Present value of Annual New hiums premium Business equivalent Premiums |       | Pre-Tax New | New Business Margin (note 4e) |       |         |
|-----------------------------------|-----------------------|--|-------|-------------|-------------------------------|-------|---------|
|                                   | Single                | Regular  | (APE) | (PVNBP)     | Contribution                  | (APE) | (PVNBP) |
| Full year 2006                    | £m                    | £m   | £m    | £m          | £m                            | %     | %       |
| UK Insurance Operations (note 4f) | 6,991                 | 201  | 900   | 7,712       | 266                           | 30    | 3.4     |
| US Operations                     | 5,964                 | 17   | 614   | 6,103       | 259                           | 42    | 4.2     |
| Asian Operations (note 4a)        | 1,072                 | 849  | 956   | 5,132       | 514                           | 54    | 10.0    |
| Total                             | 14,027                | 1,067  | 2,470 | 18,947      | 1,039                         | 42    | 5.5     |

Half Year Half Year Full Year

|    |   | 2007              | 2000              | 2000              |
|----|---|-------------------|-------------------|-------------------|
| 4a | Asian Operations - New business margin as a percentage of APE | %                 | %                 | %                 |
|    | Hong Kong   | 62                | 67                | 69                |
|    | Korea   | 33                | 38                | 35                |
|    | Taiwan  | 42                | 52                | 55                |
|    | India   | 20                | 23                | 23                |
|    | China   | 44                | 46                | 43                |
|    | Other   | 62                | 68                | 72                |
|    | Weighted average for all Asian operations                     | 46                | 52                | 54                |
|    |   |                   |                   |                   |
|    |   | Half year         | Half year         | Full year         |
|    |   | Half year<br>2007 | Half year<br>2006 | Full year<br>2006 |
| 4b | US Operations net of tax profits                              | -                 |                   |                   |
| 4b | US Operations net of tax profits  Pre capital charge          | 2007              | 2006              | 2006              |
| 4b |   | 2007<br>£m        | 2006<br>£m        | 2006<br>£m        |
| 4b | Pre capital charge  | 2007<br>£m        | 2006<br>£m        | 2006<br>£m        |

Included within pre-tax new business profits shown in the table above are profits arising from fund management business falling within the scope of covered business of:

|                         | Hair year | Hair year | ruii year |
|-------------------------|-----------|-----------|-----------|
|                         | 2007      | 2006      | 2006      |
|                         | £m        | £m        | £m        |
| UK Insurance Operations | 4         | 4         | 9         |
| US Operations           | 1         | 1         | 2         |
| Asian Operations        | 23        | 4         | 23        |
|                         | 28        | 9         | 34        |

- New business premiums reflect those premiums attaching to covered business including premiums for contracts classified as investment products for IFRS basis reporting. New business premiums for regular premium products are shown on an annualised basis. Department of Work and Pensions rebate business is classified as single recurrent business. Internal vesting business is classified as new business where the contracts include an open market option.
- 4e New business margins are shown on two bases, namely the margins by reference to Annual Premium Equivalents (APE) and the Present Value of New Business Premiums (PVNBP). APEs are calculated as the aggregate of regular new business premiums on an annualised basis and one-tenth of single new business premiums. PVNBPs are calculated as equalling single premiums plus the present value of expected premiums of new regular premium business, allowing for lapses and other assumptions made in determining the EEV new business contribution.

In determining the EEV basis value of new business written in the period the policies incept, premiums are included in projected cash flows on the same basis of distinguishing annual and single premium business as set out for statutory basis reporting.

New business contributions represent profits determined by applying the economic and non-economic assumptions applying at the end of the reporting period.

4f The premiums for half year and full year 2006 include £592m and £560m bulk annuity transaction with the Scottish Amicable Insurance Fund (SAIF). SAIF is a closed ring-fenced sub-fund of the PAC long term fund established by a Court approved Scheme of Arrangement in October 1997, which is solely for the benefit of SAIF policyholders. Shareholders have no interest in the profits of this fund and, accordingly, it is not part of covered business for EEV reporting purposes. Consistent with this treatment, and the transfer of longevity risk, requirement for capital support and entitlement to profits on this block of business from SAIF to Prudential shareholders, the transaction has been accounted for as new business for EEV basis reporting purposes. The full year 2006 amount is £32m different from the half year 2006 estimate due to refinements to calculations under the reassurance arrangement between the internal funds.

Date: 1 August 2007 Schedule 5

## 2007 Unaudited Interim Results

#### **EEV** basis results

| LLY basis results  | Half Year | Half Year | Full Year |
|--|-----------|-----------|-----------|
|  | 2007      | 2006      | 2006      |
| Operating profit from business in force of continuing operations | £m        | £m        | £m        |
| operating provident section of continuing operations             | ****      | 2         | 2         |
| UK Insurance Operations (note 5b (iii))                          |           |           |           |
| Unwind of discount and other expected returns (note 5a)          | 318       | 259       | 530       |
| Effect of change in UK corporate tax rate (note 5b(i))           | 67        | -         | -         |
| Other items (note 5b(ii))  | (31)      | (61)      | (110)     |
|  | 354       | 198       | 420       |
| US Operations  |           |           |           |
| Unwind of discount and other expected returns (note 5a):         |           |           |           |
| On value of in-force and required capital                        | 109       | 105       | 202       |
| On surplus assets  | 27        | 25        | 49        |
| Spread experience variance                                       | 53        | 60        | 118       |
| Amortisation of interest related realised gains and losses       | 17        | 23        | 45        |
| (Loss) profit from changes to operating assumptions              | (7)       | 1         | (7)       |
| Other items (note 5c)  | ĭ         | (2)       | 42        |
|  | 200       | 212       | 449       |
| Asian Operations   |           |           |           |
| Unwind of discount and other expected returns (note 5a)          | 163       | 138       | 254       |
| Change in operating assumptions (note 5d(i))                     | 34        | (9)       | 45        |
| Experience variances and other items (note 5d(ii))               | 14        | (2)       | 16        |
|  | 211       | 127       | 315       |
| Total  | 765       | 537       | 1,184     |

#### Notes

#### 5a Unwind of discount and other expected returns

For UK Insurance and Asian Operations, the unwind of discount and other expected returns is determined by reference to the value of in-force business, required capital and surplus assets at the start of the period as adjusted for the effect of changes in economic and operating assumptions reflected in the current period. For the unwind of discount for UK Insurance Operations included in operating results based on longer-term returns a further adjustment is made. For UK Insurance Operations the amount represents the unwind of discount on the value of in-force business at the beginning of the period (adjusted for the effect of current period assumption changes), the expected return on smoothed surplus assets retained within the PAC with-profits sub-fund and the expected return on shareholders' assets held in other UK long-term business operations. Surplus assets retained within the PAC with-profits sub-fund are smoothed for this purpose to remove the effects of short-term investment volatility from operating results. In the balance sheet and for total profit reporting, asset values and investment returns are not smoothed. For US Operations the return on surplus assets is shown separately.

#### 5b UK Insurance Operations

## (i) Effect of change in UK corporate tax rate

At 30 June 2007, a change to reduce the UK corporate tax rate from 30 per cent to 28 per cent in 2008 had been substantively enacted in the legislative process. Accordingly, the half year 2007 results incorporate the effects of this change in projecting the tax cash flows attaching to in-force business. Under the convention applied for EEV basis reporting, profits are generally determined on a post-tax basis and then grossed up at the prevailing corporate tax rates to derive pre-tax results. The effect of the change in the UK rate is to give rise to a benefit to the value of business in force at 1 January 2007 of £48m. After grossing up this amount for notional tax of £19m, the effect on the pre-tax results for UK Insurance Operations for half year 2007 is a credit of £67m.

## (ii) Other items

The charge of £31m for half year 2007 includes £8m for expense over-runs in respect of a tariff agreement with SAIF, £5m in respect of annual licence fee payments and a charge for other net items of £18m primarily relating to the cost of development of new products and distribution capabilities and costs associated with regulatory requirements. The licence fee payments are made by shareholder-backed subsidiaries of UR insurance Operations, via a service company, to the PAC with-profits sub-fund for the right to use trademarks and for the goodwill associated with the purchase of the business of the Scottish Amicable Life Assurance Society in 1997. The licence fee arrangements run to 2017. The charge in respect of SAIF, which is not covered business, is borne by a service company and arises from a tariff arrangement which is currently onerous to shareholders. The tariff arrangement will be replaced at the end of 2007. Charges in respect of both of these items are reflected in the EEV and IFRS results in each period as incurred.

The charge of £61m for half year 2006 comprises the aggregate of the effect of adjustments to policyholder and shareholder taxes for non-participating business of the PAC long-term fund which, at the pre-tax level after grossing up for notional tax in line with the normal EEV methodology, amounts to £24m and charges for a number of items including service company losses, continued regulatory costs, losses in PPU Health, and other items which amount to £37m.

The charge of £110m for full year 2006 includes £32m of costs associated with regulatory requirements including Sarbanes-Oxley, and product and distribution development, £26m in respect of adjustments to the policyholder and shareholder taxes for non-participating business of the PAC long-term fund after grossing up for notional tax, a charge of £14m in respect of annual licence fee payments, a charge of £16m for expense over-runs in respect of the tariff agreement with SAIF and a charge for negative persistency experience of £9m.

## (iii) Expense assumptions

The half year 2006 EEV basis financial statements included note disclosure which explained that in determining the appropriate expense assumptions account had been taken of the cost synergies that were expected to arise with some certainty from the initiative announced in December 2005 from UK Insurance Operations working more closely with Egg and M&G, and the effect of the end to end review of the UK business which was under way at the time. The disclosure noted that the half year 2006 basis results had been prepared on the same basis as the 2005 full year statements which had disclosed that without the anticipation of the cost synergies there would have been a charge for altered expense assumptions of approximately £55m.

On 29 January 2007 the Company announced the agreement to sell Egg Banking plc to Citi. On 15 March 2007 the Company announced the actions necessary to implement the reassessed plans in light of this transaction and additional initiatives. In preparing the 2006 full year results, account was also taken of the effect of expense savings that were expected to arise with some certainty. Without this factor the effect on the full year 2006 results would have been a charge of £44m for the net effect of revised assumptions in line with 2006 unit costs.

The half year 2007 results have been prepared using the same approach. Without the anticipation of expense savings there would have been an additional charge of £28m for the net effect of revised assumptions in line with half year 2007 unit costs.

## 5c US Operations (Jackson) - other items

The principal component of the £42m credit for other profits for full year 2006 is £31m of favourable mortality experience variance.

## 5d Asian Operations

## (i) Changes in operating assumptions

The £34m profit from changes in operating assumptions for half year 2007 includes a benefit arising from reductions in corporate tax rates in Singapore and China. After grossing up the net of tax benefit of £20m for notional tax of £5m, the effect on the results before tax for Asian Operations for half year 2007 is a credit of £25m.

The £45m profit from the changes in operating assumptions for full year 2006 includes £24m in respect of higher assumed investment management margins based on current experience, a further £24m for the net effect of altered lapse rates across a number of territories and similarly a net £20m for changes to mortality and morbidity assumptions offset by a charge of £23m for other items.

## (ii) Experience variances and other items

Experience variances and other items of £14m for half year 2007 (full year 2006: £16m) comprise £17m (full year 2006: £35m) for favourable mortality variance and £5m (full year 2006: £18m) in respect of the investment return on capital held centrally in respect of Taiwan (as shown in note 3c on schedule 3) offset by negative expense variances of £14m (full year 2006: £26m) in respect of China of £4m (2006: £10m) and India of £12m) and caredit of £6m (2006: a charge of £11m) for other items. The negative expense variances for China and India for both half year 2007 and full year 2006 are primarily a reflection of the expenses for new business being in excess of the target levels factored into the valuation of new business for these operations which are at a relatively early stage of development. On the basis of current plans the target level for India is planned to be attained in 2009. In the case of China, the target level for existing operations is planned to be attained in 2011.

# 2007 Unaudited Interim Results

## **EEV** basis results

## Items excluded from operating profit

|   | Half Year<br>2007         | Half Ye |
|---|---------------------------|---------|
| Total EEV profit from continuing operations before tax comprises:   | £m                        | :       |
| Operating profit from continuing operations based on longer-term investment returns (as analysed on schedule 3)   | 1,326                     | 1,0     |
| Items excluded from operating profit:   |                           |         |
| Short-term fluctuations in investment returns (note 6a)   | 241                       |         |
| Mark to market value movements on core borrowings (note 6b)   | 113                       | 1       |
| Actuarial gains and losses on defined benefit pension schemes (note 6c)   | 125                       | 2       |
| Effect of changes in economic assumptions and time value of cost of options and guarantees (note 6d)  | 275                       | (       |
| Profit from continuing operations before tax  | 2,080                     | 1,4     |
|   | 2007                      |         |
| Short-term fluctuations in investment returns   | £m                        |         |
| Short-term fluctuations in investment returns  Long-term business:  |                           |         |
| Long-term business:  UK Insurance Operations (note 6a(i))   | £m<br>97                  |         |
| Long-term business:  UK Insurance Operations (note 6a(i))  US Operations (note 6a(ii))  | £m<br>97<br>68            |         |
| Long-term business:  UK Insurance Operations (note 6a(i))  US Operations (note 6a(ii))  Asian Operations (note 6a(iii))   | £m<br>97                  |         |
| Long-term business:  UK Insurance Operations (note 6a(i))  US Operations (note 6a(ii))  | £m<br>97<br>68            |         |
| Long-term business:  UK Insurance Operations (note 6a(i))  US Operations (note 6a(ii))  Asian Operations (note 6a(iii))  Share of investment return of funds managed by PPM America, that are consolidated into the Group results, but attributable to external   | £m<br>97<br>68<br>54      |         |
| Long-term business:  UK Insurance Operations (note 6a(i))  US Operations (note 6a(ii))  Asian Operations (note 6a(iii))  Share of investment return of funds managed by PPM America, that are consolidated into the Group results, but attributable to external investors  Share of profits of venture investment companies and property partnerships of the PAC with-profits fund that are consolidated into the | £m<br>97<br>68<br>54<br>1 | (       |

## Notes

6

## (i) UK Insurance Operations

Short-term fluctuations in investment returns for UK Insurance Operations represent the difference between total investment returns in the year attributable to sharehold basis and the longer-term return included within operating profit as described in note 5(a) on schedule 5. The £97m for half year 2007 primarily reflects the PAC life fit return of 5.8 per cent offset by the depreciation in bond values of the shareholders' fund of annuity business arising from higher interest rates. The £378m in full year 20 PAC life fund investment return earned in the year of 12.4 per cent.

## (ii) US Operations (Jackson) - Summary

|  | Half Year<br>2007 | Half Year<br>2006 |
|--|-------------------|-------------------|
| Short-term fluctuations in investment returns for Jackson comprise:  | £m                | £m                |
| Actual investment return on investments less long-term returns included within operating profit:   |                   |                   |
| Actual realised gains less default assumption and amortisation of interest related realised gains and losses for fixed maturity securities and related swap transactions*  | (7)               | 33                |
| Actual less long-term return on equity based investments and other items   | 45                | 23                |
| Investment return related gain due primarily to changed expectation of profits on in-force variable annuity business in future periods based on current period equity returns, net of related hedging activity** | 30                | (3)               |
|  | 68                | 53                |

<sup>\*</sup>The half year 2006 comparative result for Jackson includes £41m in respect of asset related gains which have been reallocated from the amount shown for the effect economic assumptions and time value of cost of options and guarantees in table 6d below in order to align with the full year 2006 presentation and current presentation.

## (iii) Asian Operations

Short-term fluctuations of £54m for Asian Operations in half year 2007 reflect strong equity market performance across the region particularly in Vietnam, Hong Kong and partially offset by Taiwan as a result of lower investment returns.

Short-term fluctuations for Asian operations of £286m in full year 2006 were due to strong market performance in most territories, in particular Vietnam (£108m) relating to both bond and equity portfolios and in Hong Kong (£73m) where an increase in the investment return on the equity portfolio more than offset the reduction in bond prices. fluctuations were £46m in Taiwan and £41m in Singapore for full year 2006.

# (iv) Half year and full year 2006 comparatives - discontinued operations

Comparative results for half year and full year 2006 have been adjusted from those previously published to exclude discontinued banking operations. On 1 May 2007, the sold Egg Banking plc.

|    |   | Half Year<br>2007 | Half Year<br>2006 |
|----|---|-------------------|-------------------|
| 6b | Mark to market value movements on core borrowings | £m                | £m                |
|    | US Operations                                     | 5                 | 15                |
|    | Other Operations                                  | 108               | 153               |
|    |   | 113               | 168               |

<sup>\*\*</sup> This adjustment arises due to the market returns being higher than the assumed long-term rate of return. This gives rise to higher than expected year end values of v assets under management with a resulting effect on the projected value of future account values and hence further profitability.

## Items excluded from operating profit (continued)

## 6c Actuarial and other gains and losses on defined benefit pension schemes

The gain of £125 million (half year 2006 gain: £246 million, full year 2006 gain: £207 million) included in total profit reflects the shareholders' share of actuarial and other ga on the Group's defined benefit pension schemes. On the EEV basis this gain (charge) includes a 10 per cent share of the actuarial gains and losses on the share attributa with-profits fund for the Prudential Staff and Scottish Amicable Pension Schemes. The half year 2007 shareholder actuarial gains reflect the increase in discount rate applied the present value of projected pension payments from 5.2 per cent at 31 December 2006 to 5.8 per cent at 30 June 2007 offset by a shortfall of market returns over long-tended to the decrease in the value of corporate and government bonds which more than offset the increase in value of equity and property asset classes . The very high le gains in half year 2006 and full year 2006 reflects the increase in discount rate applied in determining the present value of projected pension payments from 4.8 per cent a 2005 to 5.5 per cent at 30 June 2006 and 5.2 per cent at 31 December 2006.

#### 6d Effect of changes in economic assumptions and time value of cost of options and guarantees

The effect of changes in economic assumptions and time value of cost of options and guarantees resulting from changes in economic factors for in-force business included witl continuing operations (including actual investment returns) before tax arises as follows:

|                                      | Half Year 2007                             |  |             | Ha   | alf Year 2006  | Full Year 2006 |                                   |  |
|--------------------------------------|--|--|-------------|--|--|----------------|-----------------------------------|--|
|                                      | Change in<br>economic<br>assumptions<br>£m | Change in<br>time value of<br>cost of<br>options and<br>guarantees<br>£m | Total<br>£m | Change in<br>economic<br>assumptions<br>£m | Change in time value of cost of options and guarantees | Total<br>£m    | Change in economic assumptions £m | Change in time value of cost of options and guarantees |
| UK Insurance Operations (note 6d(i)) | 281  | 15   | 296         | 163  | 4  | 167            | 182                               | 40   |
| US Operations (note 6d(ii))          | (46)                                       | 8  | (38)        | (141)                                      | 19   | (122)          | (51)                              | 6  |
| Asian Operations (note 6d(iii))      | 18   | (1)  | 17          | (64)                                       | (1)  | (65)           | (132)                             | 14   |
| Total                                | 253  | 22   | 275         | (42)                                       | 22   | (20)           | (1)                               | 60   |

- (i) The effect of changes in economic assumptions for UK Insurance Operations reflects primarily movements in gilt rates of return which affect assumed rates of return and as described in note 2 on schedule 2.
- (ii) The effect of changes in economic assumptions for US Operations mainly arises from the change in risk discount rate, partially offset by the positive effect of an increased  $\epsilon$  future rate of return for separate account variable annuity business. Both changes reflect the increase in the 10 year treasury bond rate. For half year 2007 the increase was 0. (half year 2006: 0.8 per cent, full year 2006: 0.4 per cent). The half year 2006 comparative shown above of £(141)m has been determined after a reallocation to short-term fluci investment returns of £41m from that previously published as detailed in note 6a (ii) above.
- (iii) The credit of £18m for Asian Operations for the half year 2007 effect of changes in economic assumptions reflect a credit for Hong Kong (£35m) mainly due to increases in rates, offset by negative effects in Malaysia (£13m) and Singapore (£10m) mainly due to increases in risk discount rates. The £132m charge for 2006 mainly relates to Taiwan was a charge of £101m arising from the delay in the assumed long-term yield projection and the associated effect of this delay on the economic capital requirement. The £64 m for half year 2006 primarily arises in established markets, the most significant items arising from the effects of a 0.5 per cent increase in the government bond yield rate in Hong

# Schedule 6

Full Year

| 2006   |
|--|
| £m   |
| LIII   |
| 2,133  |
|  |
| 738  |
| 85   |
| 207  |
| 59   |
| 3,222  |
|  |
| 5 HV   |
| Full Year<br>2006  |
| £m   |
|  |
| 378  |
| 63   |
| 286  |
| 1  |
|  |
| 0  |
|  |
| 10   |
| 738  |
| 700  |
|  |
|  |
| ers on the EEV   |
| und investment   |
| 006 reflects the   |
|  |
| Full Year  |
| 2006   |
|  |
| £m   |
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| 20<br>26<br>17<br>63<br>t of changes in  |
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# le 6 continued

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hin profit from

| Total<br>£m |
|-------------|
| <br>222     |
| (45)        |
| (118)       |
| <br>59      |

discount rates,

assumed 3 per cent tuations in

i fund earned where there nillion charge g Kong. Date: 1 August 2007 <u>Schedule 7</u>

## 2007 Unaudited Interim Results

# **EEV** basis results

|   | Half Year<br>2007 | Half Year<br>2006 | Full Year<br>2006 |
|---|-------------------|-------------------|-------------------|
|   | (schedule 9)      | (note 7f)         | 2000              |
| Tax charge attributable to shareholders for continuing operations (note 7g)   | £m                | £m                | £m                |
| Tax charge (credit) on operating profit based on longer-term investment returns   |                   |                   |                   |
| Long-term business (note 7a):   |                   |                   |                   |
| UK Insurance Operations (notes 7c,7d)   | 131               | 101               | 178               |
| US Operations (note 7e)   | 92                | 108               | 251               |
| Asian Operations (note 7c)  | 123               | 98                | 222               |
|   | 346               | 307               | 651               |
| Other Operations  | 19                | (3)               | (17)              |
| Total tax charge on operating profit from continuing operations based on longer-term investment returns (note 7b)             | 365               | 304               | 634               |
| Tax charge (credit) on items not included in operating profit   |                   |                   |                   |
| Tax charge on short-term fluctuations in investment returns   | 69                | 26                | 212               |
| Tax charge on shareholders' share of actuarial gains and losses on defined benefit pension schemes                            | 35                | 74                | 62                |
| Tax charge (credit) on effect of changes in economic assumptions and time value of cost of options and guarantees             | 76                | (17)              | (4)               |
| Total tax charge on items not included in operating profit  | 180               | 83                | 270               |
| Tax charge on profit on ordinary activities from continuing operations (including tax on actual investment returns) (note 7g) | 545               | 387               | 904               |

- 7a The profit for the year for covered business is in most cases calculated initially at the post-tax level. The post-tax profit for covered business is then grossed up for presentation purposes at the effective rates of tax applicable to the countries and periods concerned. In the UK this is the UK corporation tax rate of 28% expected to take effect from 1 April 2008 (half year and full year 2006: 30%). For Jackson the US federal rate of 35% is applied to gross up movements on the value of in-force business. Effects on statutory tax for the period affect the overall tax rate. For Asia, similar principles apply subject to the availability of taxable profits.
- 7b The half year 2007 tax charge incorporates the notional tax gross up of £24m attaching to the change of tax rates in the UK, Singapore and China, as detailed in notes 5b and 5d on schedule 5.
- 7c Including tax relief on UK restructuring costs borne by UK Insurance Operations and Asia development expenses.
- 7d The tax charge for UK Insurance Operations for full year 2006 of £178m included a credit of £19m in respect of a prior year tax adjustment for shareholder-backed business.
- 7e The tax charge for US Operations for full year 2006 of £251m included a charge in respect of prior years of £29m and a charge of £26m in respect of a change in valuation of deferred tax under EEV to reflect discounting over a period of four to eleven years depending upon the type of business concerned. These adjustments also resulted in a reallocation from free surplus to the value of in-force business of £44m.
- 7f The analysis of the half year 2006 tax charge shown above has been determined after a reallocation of a charge of £14m in respect of Jackson from the tax credit on the effect of changes in economic assumptions and time value of cost of options and guarantees to the tax charge on short-term fluctuations in investment returns. This change is explained in note 6a (ii) on schedule 6.
- 7g The tax charges for continuing operations shown above exclude discontinued banking operations. On 1 May 2007, the Company sold Egg Banking plc. Comparative results for half year and full year 2006 have been adjusted according from those previously published.

Date: 1 August 2007 Schedule 8

#### 2007 Unaudited Interim Results

| EEV basis results  | 30 Jun     | 30 Jun     | 31 Dec     |
|--|------------|------------|------------|
| Shareholders' funds summary  | 2007<br>£m | 2006<br>£m | 2006<br>£m |
| UK Insurance Operations (notes 8a and 8b)  |            |            |            |
| Long-term business operations  |            |            |            |
| Smoothed shareholders' funds (note 8c)   | 5,631      | 4.857      | 5,155      |
| Actual shareholders' funds less smoothed shareholders' funds   | 677        | 513        | 658        |
| EEV basis shareholders' funds  | 6,308      | 5,370      | 5,813      |
| M&G (note 8g)  |            |            |            |
| Net assets of operations   | 287        | 273        | 230        |
| Acquired goodwill (note 8e)  | 1,153      | 1,153      | 1,153      |
| Egg (notes 8g and 8h)  | -          | 360        | 292        |
|  | 7,748      | 7,156      | 7,488      |
| US Operations  |            |            |            |
| Jackson (net of surplus note borrowings of £149m (half year 2006: £156m, full year 2006: £158m) (note 8f): |            |            |            |
| Shareholders' funds before capital charge  | 3,611      | 3,462      | 3,420      |
| Capital charge (note 8d)   | (134)      | (145)      | (117)      |
| EEV basis shareholders' funds  | 3,477      | 3,317      | 3,303      |
| Broker-dealer, fund management and Curian operations (note 8g)   | 67         | 62         | 57         |
|  | 3,544      | 3,379      | 3,360      |
| Asian Operations   |            |            |            |
| Long-term business (note 8a)   |            |            |            |
| Net assets of operations - EEV basis shareholders' funds   | 2,905      | 2,069      | 2,548      |
| Acquired goodwill (note 8e)  | 111        | 111        | 111        |
| Fund management (note 8g)  |            |            |            |
| Net assets of operations   | 107        | 90         | 89         |
| Acquired goodwill (note 8e)  | 61         | 61         | 61         |
|  | 3,184      | 2,331      | 2,809      |
| Other Operations   |            |            |            |
| Holding company net borrowings (note 8f)   | (811)      | (1,558)    | (1,542)    |
| Other net liabilities (note 8g)  | (253)      | (376)      | (232)      |
|  | (1,064)    | (1,934)    | (1,774)    |
| Total  | 13,412     | 10,932     | 11,883     |

## Notes

- 8a A charge is deducted from the result for the period and balance sheet value for the cost of capital for the Group's long-term business operations. This capital is referred to as encumbered capital. The cost is the difference between the nominal value of the capital and the discounted present value, of the projected releases of this capital allowing for the investment earnings (net of tax) on the capital. Where encumbered capital is held within a with-profits sub-fund, the value placed on surplus assets in the fund is already discounted to reflect its release over time and no further adjustment is necessary in respect of encumbered capital.
- 8b The proportion of surplus allocated to shareholders from the UK with-profits business has been based on the present level of 10 per cent. Future bonus rates have been set at levels which would fully utilise the assets of the with-profits fund over the lifetime of the business in force.
- 8c UK long-term business smoothed shareholders' funds reflect an adjustment to PAC life fund assets, for the purposes of determining the unwind of discount included in operating profits, to remove the effects of short-term volatility in market values of assets. Shareholders' funds in the balance sheet are determined on an unsmoothed basis.
- In determining the cost of capital of Jackson, it has been assumed that an amount equal to 235 per cent of the risk-based capital required by the National Association of Insurance Commissioners (NAIC) at the Company Action Level must be retained. The impact of the related capital charge is to reduce Jackson's shareholders' funds by £134m (half year 2006: £145m, full year 2006: £117m).

# 8e Goodwill

Under IFRS goodwill is not amortised but is subject to impairment testing. Goodwill attaching to venture fund investment subsidiaries of the PAC with-profits fund that are consolidated under IFRS are not included in the table above as the goodwill attaching to these companies is not relevant to the analysis of shareholders' funds.

| 8f Net core structural borrowings of shareholder-financed operations comprise: | 30 Jun  | 30 Jun  | 31 Dec  |
|--|---------|---------|---------|
| · · · ·  | 2007    | 2006    | 2006    |
|  | £m      | £m      | £m      |
| Holding company* cash and short-term investments                               | 1,546   | 1,067   | 1,119   |
| Core structural borrowings - central funds (at market value)                   | (2,357) | (2,625) | (2,661) |
| Holding Company  | (811)   | (1,558) | (1,542) |
| Core structural borrowings - Jackson (at market value)                         | (149)   | (156)   | (158)   |
|  | (960)   | (1,714) | (1,700) |

<sup>\*</sup> Prudential plc and related finance subsidiaries

In accordance with the EEV Principles core borrowings are carried at market value.

8g With the exception of the share of the pension scheme surplus attributable to the PAC with-profits sub-fund (see below), which is included in Other Operations' net liabilities, the amounts shown for the items in the table above that are referenced to this note have been determined on the statutory IFRS basis.

The pension scheme surplus, net of tax, attributable to shareholders relating to the Prudential Staff Pension and Scottish Amicable Pension schemes are determined as shown below:

| 30 Jun | 30 Jun                 | 31 Dec   |
|--------|------------------------|--|
| 2007   | 2006                   | 2006   |
| £m     | £m                     | £m   |
| 91     | 28                     | 19   |
|        |                        |  |
| 25     | 7                      | 6  |
| 116    | 35                     | 25   |
|        | 2007<br>£m<br>91<br>25 | 2007         2006           £m         £m           91         28           25         7 |

Date: 1 August 2007 <u>Schedule 9</u>

# 2007 Unaudited Interim Results

| EEV basis results  | _                 | Lo             |                |   |                       |             |                 |
|--|-------------------|----------------|----------------|---|-----------------------|-------------|-----------------|
|  | Cabadula          | UK             |                |   | Total                 |             |                 |
|  | Schedule<br>cross | Insurance      | US             | Asian                                   | Long-term<br>Business | Other       | Group           |
|  | reference         | Operations     | Operations     | Operations                              |                       | Operations  | Total           |
| Reconciliation of movement in shareholders funds   |                   | £m             | £m             | £m                                      | £m                    | £m          | £m              |
| Operating profit based on longer-term investment returns   |                   |                |                |   |                       |             |                 |
| Long-term business   |                   |                |                |   |                       |             |                 |
| New business   | 4                 | 108            | 144            | 282                                     | 534                   |             | 534             |
| Business in force  | 5                 | 354            | 200            | 211                                     | 765                   |             | 765             |
|  |                   | 462            | 344            | 493                                     | 1,299                 |             | 1,299           |
| Asia development expenses M&G  |                   |                |                | (6)                                     | (6)                   | 140         | (6)<br>140      |
| Asian fund management operations   |                   |                |                |   |                       | 33          | 33              |
| US broker-dealer and fund management   |                   |                |                |   |                       | 9           | 9               |
| Curian   |                   |                |                |   |                       | (2)         | (2)             |
| Other income and expenditure   |                   |                |                |   |                       | (147)       | (147)           |
| UK restructuring costs   |                   | 0              |                |   | 0                     | 0           | 0               |
| Total operating profit based on longer-term investment returns   | 3                 | 462            | 344            | 487                                     | 1,293                 | 33          | 1,326           |
| Short-term fluctuations in investment returns  | 6                 | 98             | 68             | 54                                      | 220                   | 21          | 241             |
| Mark to market value movements on core borrowings  | 6                 |                | 5              |   | 5                     | 108         | 113             |
| Actuarial gains and losses on defined benefit pension schemes  | 6                 |                |                |   |                       | 125         | 125             |
| Effect of changes in economic assumptions and time value of cost of options and guarantees   | 6                 | 296            | (38)           | 17                                      | 275                   |             | 275             |
| Profit on ordinary activities before tax   |                   | 856            | 379            | 558                                     | 1,793                 | 287         | 2,080           |
| Tax on profits of continuing operations  |                   |                |                |   |                       |             |                 |
| Tax on operating profit  |                   | (131)          | (92)           | (123)                                   | (346)                 | (19)        | (365)           |
| Tax on short-term fluctuations in investment returns   |                   | (27)           | (24)           | (13)                                    | (64)                  | (5)         | (69)            |
| Tax on actuarial gains and losses on defined benefit pension schemes   |                   | (00)           | 40             | (0)                                     | (70)                  | (35)        | (35)            |
| Tax on effect of changes in economic assumptions and time value of cost of options and gu  | arantees 7        | (83)           | (103)          | (6)                                     | (76)                  | (E0)        | (76)            |
| Total tax charge Discontinued operations, net of tax   | 14                | (241)          | (103)          | (142)                                   | (486)                 | (59)<br>241 | (545)<br>241    |
| Minority interests   | 14                | (1)            |                |   | (1)                   | 0           | (1)             |
| Profit for the period  |                   | 614            | 276            | 416                                     | 1,306                 | 469         | 1,775           |
| Harry North and the Marrier was to the Francisco William Harry Washington and National Association (National Association (Nationa Association (Nationa Association (Nationa Asso |                   |                |                |   |                       | (0)         | (0)             |
| Unrealised valuation movements on Egg securities classified as available-for-sale<br>Movement on cash flow hedges  |                   |                |                |   |                       | (2)         | (2)<br>(3)      |
| Exchange movements (note 9a)   |                   |                | (86)           | (48)                                    | (134)                 | (3)<br>69   | (5)<br>(65)     |
| Related tax  |                   |                | (00)           | (40)                                    | (104)                 | (11)        | (11)            |
| Intra-group dividends (including statutory transfer)   |                   | (139)          |                | (51)                                    | (190)                 | 190         | ( ,             |
| External dividends   |                   |                |                |   |                       | (288)       | (288)           |
| Reserve movements in respect of share-based payments   |                   |                |                |   |                       | 9           | 9               |
| Investment in operations (note 9b)   |                   | 35             |                | 46                                      | 81                    | (81)        |                 |
| Other transfers (note 9d)  |                   | (15)           | (1)            | (6)                                     | (22)                  | 22          |                 |
| Movement in own shares in respect of share-based payment plans   |                   |                |                |   |                       | 11<br>1     | 11<br>1         |
| Movement on Prudential plc shares purchased by unit trusts consolidated under IFRS  New share capital subscribed   |                   |                |                |   |                       | 117         | 117             |
| Mark to market value movement on Jackson assets backing surplus and required capital   |                   |                | (15)           |   | (15)                  |             | (15)            |
| Net increase in shareholders' equity   |                   | 495            | 174            | 357                                     | 1,026                 | 503         | 1,529           |
| 0  |                   |                |                |   |                       |             |                 |
| Shareholders' equity at 1 January 2007   | 8                 | 5,813          | 3,303          | 2,548                                   | 11,664                | 219         | 11,883          |
| Shareholders' equity at 30 June 2007   | 8                 | 6,308          | 3,477          | 2,905                                   | 12,690                | 722         | 13,412          |
|  |                   | ,,,,,,,        | ,              | , | ,                     |             | ,               |
| Analysed as:   |                   |                |                |   |                       |             |                 |
| Statutory IFRS basis shareholders' equity  | 17                | 1,297          | 2,664          | 1,173                                   | 5,134                 | 771         | 5,905           |
| Additional retained profit on EEV basis  EEV basis shareholders' equity (note 9c)  | 8                 | 5,011<br>6,308 | 813<br>3,477   | 1,732<br>2,905                          | 7,556<br>12,690       | (49)<br>722 | 7,507<br>13,412 |
| LLV basis shareholders equity (hote 90)  | 0                 | 0,300          | 3,411          | 2,303                                   | 12,090                | 122         | 13,412          |
| Components of EEV basis shareholders' equity of long-term business operations:   |                   |                |                |   |                       |             |                 |
| Free surplus   |                   | 201            | 1,058          | (15)                                    | 1,244                 |             |                 |
| Required capital   |                   | 833<br>5 553   | 1,053          | 928                                     | 2,814                 |             |                 |
| Value of in force before deduction of cost of capital and of guarantees  |                   | 5,553          | 1,638          | 2,489                                   | 9,680                 |             |                 |
| Cost of capital  |                   | (246)          | (134)          | (492)                                   | (872)                 |             |                 |
| Cost of capital Cost of time value of guarantees   |                   | (246)<br>(33)  | (134)<br>(138) | (492)<br>(5)                            | (872)<br>(176)        |             |                 |

- Profits are translated at average exchange rates, consistent with the method applied for statutory IFRS basis results. The amounts recorded above for exchange rate movements reflect the difference between year end 2006 and half year 2007 exchange rates as applied to shareholders' funds at 1 January 2007 and the difference between 30 June 2007 and average half year 2007 rates for profits.
- 9b Investment in operations reflects increases in share capital. This includes certain non cash items as a result of timing differences.
- 9c For the purposes of the table above, goodwill relating to Asian long-term operations (as shown on schedule 8) is included in 'Other Operations'.
- **9d** Other transfers from long-term business operations to other operations comprise:

|  | UK<br>Insurance<br>Operations<br>£m | US<br>Operations<br>£m | Asian<br>Operations<br>£m | Total<br>Long-term<br>Business<br>Operations<br>£m |
|--|-------------------------------------|------------------------|---------------------------|--|
| Adjustment for net of tax fund management projected profits of covered business                                | (12)                                | (1)                    | (4)                       | (17)   |
| Adjustment for investment return, net of related tax, on economic capital for Taiwan operations held centrally |                                     |                        | (4)                       | (4)  |
| Other adjustments  | (3)                                 | 0                      | 2                         | (1)  |
|  | (15)                                | (1)                    | (6)                       | (22)   |

Date: 1 August 2007 <u>Schedule 10</u>

# 2007 Unaudited Interim Results

# EEV basis results

| Shareholders' equity at 30 June 2007 (note 10g)  | 1,244   | 2,814    | 4,058      | 8,632      | 12,690             |
|--|---------|----------|------------|------------|--------------------|
| Other transfers from net worth (note 10h)  | (22)    | -        | (22)       | -          | (22)               |
| Mark to market value movement on Jackson assets backing surplus and required capital     | (15)    | -        | (15)       | -          | (15)               |
| Intragroup dividends (including statutory transfer) and investment in operations         | (62)    | -        | (62)       | (47)       | (109)              |
| Exchange rate movements  | (18)    | (57)     | (75)       | (59)       | (134)              |
| Profit on ordinary activities after tax and minority interests for long-term business    | 346     | 5        | 351        | 955        | 1,306              |
| Changes of non-operating assumption and experience variances and minority interests      | 36      | (46)     | (10)       | 369        | 359                |
| Change of operating assumption and experience variances                                  | 61      | (19)     | 42         | 82         | 124                |
| Existing business - transfer to net worth (note 10e)                                     | 512     | (144)    | 368        | (368)      | 0                  |
| Expected return on existing business   | 28      | 45       | 73         | 374        | 447                |
| New business contribution (note 10b and 10c)   | (291)   | 169      | (122)      | 498        | 376                |
| Shareholders' equity at 1 January 2007   | 1,015   | 2,866    | 3,881      | 7,783      | 11,664             |
| Reconciliation of Net Worth and Value of In-force business for half year 2007 (note 10a) | £m      | £m       | £m         | £m         | £m                 |
|  | Surplus | Capital  | (note 10d) | (note 10f) | Business           |
|  | Free    | Required | Net Worth  | In Force   | Total<br>Long-term |
|  |         |          | Total      | Value of   | T.                 |

## Notes

10a All figures shown are net of tax.

| 0b The movements arising from the new business contributions are: | Half Year<br>2007<br>(note 10c) | Half Year<br>2006 | Full Year<br>2006 |
|---|---------------------------------|-------------------|-------------------|
|   | £m                              | £m                | £m                |
| Free surplus  | (291)                           | (361)             | (554)             |
| Required capital  | 169                             | 240               | 383               |
| Total net worth   | (122)                           | (121)             | (171)             |
| Value of in force   | 498                             | 471               | 898               |
| Total long-term husiness (schedule 4)                             | 376                             | 350               | 727               |

# 10c The new business contribution arises as follows:

|                         | Free<br>Surplus<br>£m | Required<br>Capital<br>£m | Total<br>Net Worth<br>£m | Value of<br>In Force<br>£m | Total<br>Long-term<br>Business<br>£m |
|-------------------------|-----------------------|---------------------------|--------------------------|----------------------------|--------------------------------------|
| UK Insurance Operations | (70)                  | 53                        | (17)                     | 95                         | 78                                   |
| US Operations           | (121)                 | 106                       | (15)                     | 109                        | 94                                   |
| Asian Operations        | (100)                 | 10                        | (90)                     | 294                        | 204                                  |
|                         | (291)                 | 169                       | (122)                    | 498                        | 376                                  |

<sup>10</sup>d Net worth is based on statutory solvency capital (or economic capital where higher) and unencumbered capital.

## 10e Existing business transfer to net worth

|                         |         |          |           |          | Total     |
|-------------------------|---------|----------|-----------|----------|-----------|
|                         | Free    | Required | Total     | Value of | Long-term |
|                         | Surplus | Capital  | Net Worth | In Force | Business  |
|                         | £m      | £m       | £m        | £m       | £m        |
| UK Insurance Operations | 233     | (28)     | 205       | (205)    | 0         |
| US Operations           | 168     | (97)     | 71        | (71)     | 0         |
| Asian Operations        | 111     | (19)     | 92        | (92)     | 0         |
|                         | 512     | (144)    | 368       | (368)    | 0         |

<sup>10</sup>f Value of in-force business includes the value of future margins from current in force business less the cost of holding encumbered capital.

10g Included in the EEV basis shareholders' funds of long-term business operations of £12,690m (30 June 2006: £10,756m, 31 December 2006: £11,664m) is £296m (30 June 2006: £172m, 31 December 2006: £257m) in respect of fund management business falling within the scope of covered business as follows:

|                         | Half Year | Half Year | Full Year |
|-------------------------|-----------|-----------|-----------|
|                         | 2007      | 2006      | 2006      |
|                         | £m        | £m        | £m        |
| UK Insurance Operations | 136       | 117       | 125       |
| US Operations           | 11        | 12        | 12        |
| Asian Operations        | 149       | 43        | 120       |
| ·                       | 296       | 172       | 257       |

# 10h Other transfers from net worth

|  | Half Year<br>2007              |
|--|--------------------------------|
|  | 2007<br>£m                     |
|  | (as per note 9d on schedule 9) |
| Adjustment for net of tax fund management projected profits of covered business                                | (17)                           |
| Adjustment for investment return, net of related tax, on economic capital for Taiwan operations held centrally | (4)                            |
| Other adjustments  | (1)                            |
|  | (22)                           |

Date: 1 August 2007 Schedule 11

## 2007 Unaudited Interim Results

## EEV basis results

# SENSITIVITY OF RESULTS TO ALTERNATIVE ASSUMPTIONS

## Sensitivity to changes in economic assumptions

The tables below show the sensitivity of the embedded value as at 30 June 2007 (31 December 2006) and the new business contribution after the effect of encumbered capital for half year 2007 and full year 2006 to:

- 1 per cent increase in the discount rates
- 1 per cent increase and decrease in interest rates, including all consequential changes (assumed investment returns for all asset classes, market values of fixed interest assets, risk discount rates)
- 1 per cent rise in equity and property yields
- 10 per cent fall in market value of equity and property assets (not applicable for new business contribution)
- Holding company statutory minimum capital (by contrast to economic capital)

In each sensitivity calculation, all other assumptions remain unchanged except where they are directly affected by the revised economic conditions.

| Half year 2007   | UK Insurance<br>Operations<br>£m | US<br>Operations<br>£m | Asian<br>Operations<br>£m | Total Long-term Business Operations £m |
|--|----------------------------------|------------------------|---------------------------|--|
| New business profit for half year 2007                 |                                  |                        |                           |  |
| As reported (schedule 4)                               | 108                              | 144                    | 282                       | 534                                    |
| Discount rates - 1% increase                           | (17)                             | (16)                   | (32)                      | (65)                                   |
| Interest rates - 1% increase                           | 0                                | (1)                    | (7)                       | (8)                                    |
| Interest rates - 1% decrease                           | (3)                              | (7)                    | 5                         | (5)                                    |
| Equity/property yields - 1% rise                       | 9                                | 15                     | 14                        | 38                                     |
| Embedded value of long-term operations at 30 June 2007 |                                  |                        |                           |  |
| As reported (schedule 9)                               | 6,308                            | 3,477                  | 2,905                     | 12,690                                 |
| Discount rates - 1% increase                           | (496)                            | (129)                  | (296)                     | (921)                                  |
| Interest rates - 1% increase (note 11a)                | 65                               | (169)                  | 10                        | (94)                                   |
| Interest rates - 1% decrease (note 11a)                | (81)                             | 93                     | (77)                      | (65)                                   |
| Equity/property yields - 1% rise                       | 397                              | 51                     | 172                       | 620                                    |
| Equity/property market values - 10% fall               | (553)                            | (59)                   | (108)                     | (720)                                  |
| Statutory minimum capital                              | 9                                | 93                     | 337                       | 439                                    |

|  |              |            | Т          | otal Long-term |
|--|--------------|------------|------------|----------------|
|  | UK Insurance | US         | Asian      | Business       |
|  | Operations   | Operations | Operations | Operations     |
| Full year 2006   | £m           | £m         | £m         | £m             |
| New business profit for full year 2006                     |              |            |            |                |
| As reported (schedule 4)                                   | 266          | 259        | 514        | 1,039          |
|  |              |            |            |                |
| Discount rates - 1% increase                               | (46)         | (28)       | (56)       | (130)          |
| Interest rates - 1% increase                               | 4            | 3          | (9)        | (2)            |
| Interest rates - 1% decrease                               | (11)         | (17)       | 7          | (21)           |
| Equity/property yields - 1% rise                           | 16           | 28         | 23         | 67             |
| Embedded value of long-term operations at 31 December 2006 |              |            |            |                |
| As reported (schedule 9)                                   | 5,813        | 3,303      | 2,548      | 11,664         |
| Discount rates - 1% increase                               | (480)        | (127)      | (271)      | (878)          |
| Interest rates - 1% increase (note 11a)                    | 55           | (190)      | 42         | (93)           |
| Interest rates - 1% decrease (note 11a)                    | (70)         | 116        | (115)      | (69)           |
| Equity/property yields - 1% rise                           | 382          | 46         | 154        | 582            |
| Equity/property market values - 10% fall                   | (502)        | (58)       | (99)       | (659)          |
| Statutory minimum capital                                  | 8            | 82         | 391        | 481            |

## Notes

# 11a Asian Operations

|                        |                   | :           | 30 June 2007 |             |             |                   | 3           | 31 December 200 | 6           |             |
|------------------------|-------------------|-------------|--------------|-------------|-------------|-------------------|-------------|-----------------|-------------|-------------|
| _                      | Embedded value of |             |              |             |             | Embedded value of |             |                 |             |             |
|                        | long-term         | interes     | rates        | % of embed  | ded value   | long-term         | interest    | rates           | % of embed  | ded value   |
|                        | operations        | 1% increase | 1% decrease  | 1% increase | 1% decrease | operations        | 1% increase | 1% decrease     | 1% increase | 1% decrease |
|                        | £m                | £m          | £m           | %           | %           | £m                | £m          | £m              | %           | %           |
| Established markets    | 2,210             | (56)        | 45           | (3)         | 2           | 2,039             | (55)        | 45              | (3)         | 2           |
| Taiwan (note 11b)      | (157)             | 83          | (134)        | 53          | (85)        | (216)             | 107         | (165)           | 50          | (76)        |
| Korea                  | 233               | (5)         | 5            | (2)         | 2           | 191               | (5)         | 5               | (3)         | 3           |
| Vietnam                | 222               | (8)         | 2            | (4)         | 1           | 198               | (1)         | 1               | (1)         | 1           |
| Other                  | 397               | (4)         | 5            | (1)         | 1           | 336               | (4)         | (1)             | (1)         | 0           |
| Total Asian Operations | 2,905             | 10          | (77)         | 0           | (3)         | 2,548             | 42          | (115)           | 2           | (5)         |

# 11b Taiwan sensitivity to starting bond rates (i.e. the starting bond rate for the progression to the assumed long-term rate)

|        |   | 30 June 2007   |   | 31  | December 2006                                      |  |
|--------|---|--|---|---|--|--|
|        | Embedded<br>value at<br>30 Jun 2007<br>£m | 1% increase in 1<br>the starting<br>bond rates<br>£m | % decrease in<br>the starting<br>bond rates<br>£m | Embedded<br>value at<br>31 Dec 2006<br>£m | 1% increase in<br>the starting<br>bond rates<br>£m | 1% decrease in<br>the starting<br>bond rates<br>£m |
| Taiwan | (157)                                     | 92   | (100)   | (216)                                     | 116  | (125)  |

# 2007 Unaudited Interim Results

# IFRS basis results

# Half year 2007 results

|  | Schedule  |        |                     |                 | а               | Profit fter tax and |                  |
|--|-----------|--------|---------------------|-----------------|-----------------|---------------------|------------------|
|  | cross     | Profit | Tax                 | Profit          | Minority        | minority Ea         | • .              |
| Earnings per share (note 12.1a)  | reference | £m     | (Schedule 16)<br>£m | after tax<br>£m | interests<br>£m | interests<br>£m     | share<br>(pence) |
| Continuing operations  |           |        |                     |                 |                 |                     |                  |
| On operating profit based on longer-term investment returns, after related tax and minority interests        |           | 601    | (203)               | 398             | 0               | 398                 | 16.3p            |
| Adjustment from post-tax longer-term investment returns to post-tax actual investment returns                | 15        | 24     | (21)                | 3               | (1)             | 2                   | 0.1p             |
| Adjustment for post-tax shareholders' share of actuarial gains and losses on defined benefit pension schemes | 18        | 103    | (29)                | 74              | -               | 74                  | 3.0p             |
| On profit for the period after tax and minority interests for continuing operations                          |           | 728    | (253)               | 475             | (1)             | 474                 | 19.4p            |
| On profit for the period after tax and minority interests for discontinued operations (note 12.1b)           | 14        | 222    | 19                  | 241             | 0               | 241                 | 9.9p             |
| On profit for the period after tax and minority interests - basic earnings per share                         |           | 950    | (234)               | 716             | (1)             | 715                 | 29.3p            |

<sup>12.1</sup>a The average number of shares for half year 2007 was 2,437m. The average number of shares reflects the average number in issue adjusted for shares held by employee trusts and consolidated unit trusts and OEICs which are treated as cancelled.

**<sup>12.1</sup>b** Discontinued operations relate to Egg banking operations.

# 2007 Unaudited Interim Results

# IFRS basis results

# Half year 2006 comparative results

|  | Cabadula                       |                      |                      |                  | _                     | Profit                           |                    |
|--|--------------------------------|----------------------|----------------------|------------------|-----------------------|----------------------------------|--------------------|
|  | Schedule<br>cross<br>reference | Profit<br>before tax | Tax<br>(Schedule 16) | Profit after tax | Minority<br>interests | ofter tax and minority interests | Earnings per share |
| Earnings per share (note 12.2a)  |                                | £m                   | £m                   | £m               | £m                    | £m                               | (pence)            |
| Continuing operations  |                                |                      |                      |                  |                       |                                  |                    |
| On operating profit based on longer-term investment returns, after related tax and minority interests        |                                | 498                  | (162)                | 336              | 1                     | 337                              | 14.0p              |
| Adjustment from post-tax longer-term investment returns to post-tax actual investment returns                | 15                             | 39                   | (31)                 | 8                | (4)                   | 4                                | 0.2p               |
| Adjustment for post-tax shareholders' share of actuarial gains and losses on defined benefit pension schemes |                                | 200                  | (60)                 | 140              | -                     | 140                              | 5.8p               |
| On profit for the period after tax and minority interests for continuing operations                          |                                | 737                  | (253)                | 484              | (3)                   | 481                              | 20.0p              |
| On loss for the period after tax and minority interests for discontinued operations (note 12.2b)             | 14                             | (45)                 | 11                   | (34)             | 2                     | (32)                             | (1.3)p             |
| On profit for the period after tax and minority interests - basic earnings per share                         |                                | 692                  | (242)                | 450              | (1)                   | 449                              | 18.7p              |

# <u>Notes</u>

The average number of shares for half year 2006 was 2,403m. The average number of shares reflects the average number in issue adjusted for shares held by employee trusts and consolidated unit trusts and OEICs which are treated as cancelled.

**<sup>12.2</sup>b** Discontinued operations relate to Egg banking operations.

## 2007 Unaudited Interim Results

# IFRS basis results

# Full year 2006 comparative results

|  | O a la a de el a               |                   |       |                  | _                     | Profit                                 |                    |
|--|--------------------------------|-------------------|-------|------------------|-----------------------|--|--------------------|
|  | Schedule<br>cross<br>reference | Profit before tax |       | Profit after tax | Minority<br>interests | after tax and<br>minority<br>interests | Earnings per share |
| Earnings per share (note 12.3a)  |                                | £m                | £m    | £m               | £m                    | £m                                     | (pence)            |
| Continuing operations  |                                |                   |       |                  |                       |  |                    |
| On operating profit based on longer-term investment returns, after related tax and minority interests                  |                                | 1,050             | (304) | 746              | (1)                   | 745                                    | 30.9p              |
| Adjustment from post-tax longer-term investment returns to post-tax actual investment returns                          | 15                             | 155               | (38)  | 117              | (2)                   | 115                                    | 4.8p               |
| Adjustment for post-tax shareholders' share of actuarial and other gains and losses on defined benefit pension schemes |                                | 167               | (50)  | 117              | -                     | 117                                    | 4.8p               |
| On profit for the year after tax and minority interests for continuing operations                                      |                                | 1,372             | (392) | 980              | (3)                   | 977                                    | 40.5p              |
| On loss for the year after tax and minority interests for discontinued operations (note 12.3b)                         | 14                             | (150)             | 45    | (105)            | 2                     | (103)                                  | (4.3)p             |
| On profit for the year after tax and minority interests - basic earning per share                                      |                                | 1,222             | (347) | 875              | (1)                   | 874                                    | 36.2p              |

## Notes

12.3a The average number of shares for full year 2006 was 2,413m. The average number of shares reflects the average number in issue adjusted for shares held by employee trusts and consolidated unit trusts and OEICs which are treated as cancelled.

**12.3b** Discontinued operations relate to Egg banking operations.

Date: 1 August 2007 Schedule 13

## 2007 Unaudited Interim Results

# IFRS basis results

| UO Occasión de Company of consenting according                 | Half Year<br>2007 | Half Year<br>2006 | Full Year<br>2006 | Half Year<br>2007 | Half Year<br>2006 | Full Year<br>2006 |
|--|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| US Operations - Summary of operating results                   | US\$m             | US\$m             | US\$m             | £m                | £m                | £m                |
| IFRS operating profit based on longer-term investments returns |                   |                   |                   |                   |                   |                   |
| Jackson (note 13a)   | 430               | 399               | 732               | 218               | 223               | 398               |
| Broker-dealer and fund management result                       | 18                | 14                | 33                | 9                 | 8                 | 18                |
| Curian   | (4)               | (7)               | (14)              | (2)               | (4)               | (8)               |
| Operating profit based on longer-term investment returns       | 444               | 406               | 751               | 225               | 227               | 408               |
| Average exchange rates (per schedule 21.1)                     |                   |                   |                   | 1.97              | 1.79              | 1.84              |

## **Notes**

13a IFRS basis operating profit includes the following amounts so as to derive longer-term investment returns (net of related change in amortisation of deferred acquisition costs, where applicable) for debt securities.

|   | Half Year | Half Year | Full Year | Half Year | Half Year | Full Year |
|---|-----------|-----------|-----------|-----------|-----------|-----------|
|   | 2007      | 2006      | 2006      | 2007      | 2006      | 2006      |
|   | US\$m     | US\$m     | US\$m     | £m        | £m        | £m        |
| Debt securities:  |           |           |           |           |           |           |
| Amortisation of interest related gains  | 29        | 35        | 70        | 15        | 19        | 38        |
| Risk margin reserve charge in respect of longer-term credit related losses (note 13b) | (35)      | (40)      | (81)      | (18)      | (22)      | (44)      |
| Total   | (6)       | (5)       | (11)      | (3)       | (3)       | (6)       |

Investment returns for equity-type investments are also recorded on a longer-term basis for the purposes of determining operating profit based on longer-term investment returns. Market value movements on equity based derivatives and embedded derivatives are recorded within operating results so as to be consistent with the market related effects on fees and reserve movements for equity based products. Market value movements on other derivatives are excluded from operating profit, and included in short-term fluctuations in investment returns as shown on schedule 15.

13b The risk margin reserve (RMR) charge for half year 2007 is based on an average annual RMR charge of 22 basis points on a book value of US\$43.1bn.

# 2007 Unaudited Interim Results

# IFRS basis results

| Discontinued operations  | Half Year<br>2007 | Half Year<br>2006 | Full Year<br>2006 |
|--|-------------------|-------------------|-------------------|
|  | £m                | £m                | £m                |
| Pre-tax profit (loss) from discontinued operations                                 |                   |                   |                   |
| Egg results :  |                   |                   |                   |
| Operating loss based on longer-term investment returns for the period of ownership | (68)              | (45)              | (157)             |
| Short-term fluctuations in investment returns                                      | -                 | -                 | 7                 |
| Profit on sale of Egg Banking plc  | 290               | -                 | -                 |
| Total  | 222               | (45)              | (150)             |
| Tax  |                   |                   |                   |
| On Egg results :   |                   |                   |                   |
| Operating loss based on longer-term investment returns for the period of ownership | 19                | 11                | 47                |
| Short-term fluctuations in investment returns                                      | -                 | -                 | (2)               |
| On profit on sale of Egg Banking plc   | 0                 | -                 | -                 |
| Total  | 19                | 11                | 45                |
| Profit (loss) from discontinued operations, net of tax                             | 241               | (34)              | (105)             |

Discontinued operations relate entirely to UK banking operations following the sale on 1 May 2007 of Egg Banking plc.

Date: 1 August 2007 Schedule 15

# 2007 Unaudited Interim Results

## IFRS basis results

|  | Half Year | Half Year | Full Year |
|--|-----------|-----------|-----------|
|  | 2007      | 2006      | 2006      |
| Short-term fluctuations in investment returns  | £m        | £m        | £m        |
| Long-term business :   |           |           |           |
| UK Insurance Operations (note 15a)   | (48)      | (45)      | (43)      |
| Jackson (note 15b)   | 60        | 100       | 53        |
| Asian Operations (note 15c)  | (10)      | (36)      | 134       |
| Share of investment return of funds managed by PPM America that are consolidated into Group results but attributable to external investors | 1         | 2         | 1         |
| Share of profits of venture investment companies and property investment companies of the PAC  |           |           |           |
| with-profits fund that are consolidated into Group results but attributable to external investors  | 1         | 3         | 0         |
| Other Operations (note 15d)  | 20        | 15        | 10        |
| Total short-term fluctuations in investment returns for continuing operations  | 24        | 39        | 155       |

## Notes

## 15a UK Insurance Operations

Short-term fluctuations comprise mainly depreciation in market value of bonds due to the increase in market interest rates for bonds backing the shareholder assets of PRIL.

## 15b Jackson

Short-term fluctuations comprise actual returns on investments less longer-term returns (net of related change in amortisation of deferred acquisition costs), where applicable as follows:

|  | Half Year<br>2007 | Half Year<br>2006 | Full Year<br>2006 |
|--|-------------------|-------------------|-------------------|
| <u> </u>   | £m                | £m                | £m                |
| Movement in market value of derivatives used for economic hedging purposes (other than equity related) Actual gains less amortisation of interest related realised gains and RMR charge shown on schedule 13 | 36                | 93                | 34                |
| for bond securities  | (6)               | 4                 | (25)              |
| Actual gains less longer-term capital gains on equity-type investments   | 34                | 0                 | 21                |
| Other  | (4)               | 3                 | 23                |
| <u> </u>   | 60                | 100               | 53                |

# 15c Asian Operations

For half year 2007, the fluctuations for Asia comprise principally the effect of bond value declines in Taiwan (reflecting the 0.5% interest rate increase noted on schedule 2 note 2) offset by investment appreciation in Vietnam. For full year 2006, the £134m of short-term fluctuations mainly arises in Vietnam.

# 15d Other Operations

The fluctuations mainly comprise movement in the market value of derivatives used for economic hedging purposes.

15e The comparative results shown above for short-term fluctuations in investment returns for continuing operations for half year and full year 2006 have been adjusted from those previously published to exclude those for discontinued banking operations, as shown on schedule 14. On 1 May 2007, the Company sold Egg Banking

Date: 1 August 2007 Schedule 16

# 2007 Unaudited Interim Results

<u>IFRS basis results</u>
Reconciliation of tax charge on profits attributable to shareholders for continuing operations

|  |            |         | Asian      |            |              |
|--|------------|---------|------------|------------|--------------|
|  | UK         |         | Long-term  |            |              |
|  | Insurance  |         | Business   | Other      | Total        |
|  | Operations | Jackson | Operations | Operations | (note 16(c)) |
| Half Year 2007   | £m         | £m      | £m         | £m         | £m           |
| Profit before tax attributable to shareholders:  |            |         |            |            |              |
| Operating profit based on longer-term investment returns, net of attributable restructuring costs and development expenses | 251        | 218     | 70         | 62         | 601          |
| Short-term fluctuations in investment returns (schedule 15)  | (47)       | 60      | (10)       | 21         | 24           |
| Shareholders' share of actuarial gains and losses  |            |         |            |            |              |
| on defined benefit pension schemes (schedule 18)   | -          | _       | 0          | 103        | 103          |
| Total  | 204        | 278     | 60         | 186        | 728          |
| Expected tax rate (note 16(a)):  |            |         |            |            |              |
| Operating profit based on longer-term investment returns   | 30%        | 35%     | 21%        | 30%        | 31%          |
| Short-term fluctuations in investment returns  | 30%        | 35%     | 21%        | 30%        | 46%          |
| Shareholders' share of actuarial gains and losses  |            |         |            |            |              |
| on defined benefit pension schemes   | <u> </u>   |         | 25%        | 28%        | 28%          |
| Total  | 30%        | 35%     | 21%        | 29%        | 31%          |
| Expected tax charge based on expected tax rates:   |            |         |            |            |              |
| Operating profit based on longer-term investment returns   | (75)       | (76)    | (15)       | (19)       | (185)        |
| Short-term fluctuations in investment returns  | 14         | (21)    | 2          | (6)        | (11)         |
| Shareholders' share of actuarial gains and losses<br>on defined benefit pension schemes                                    | _          | _       | 0          | (29)       | (29)         |
| Total  | (61)       | (97)    | (13)       | (54)       | (225)        |
| Variance from expected tax charge (note 16(b)):  | . ,        |         |            | ` '        |              |
| Operating profit based on longer-term investment returns   | (2)        | 4       | (12)       | (8)        | (18)         |
| Short-term fluctuations in investment returns  | (2)        | _       | `(9)       | ì          | (10)         |
| Shareholders' share of actuarial gains and losses  | `,         |         | ` ,        |            | ` ,          |
| on defined benefit pension schemes   | -          | -       | 0          | 0          | 0            |
| Total  | (4)        | 4       | (21)       | (7)        | (28)         |
| Actual tax charge:   |            |         |            |            | -            |
| Operating profit based on longer-term investment returns   | (77)       | (72)    | (27)       | (27)       | (203)        |
| Short-term fluctuations in investment returns  | 12         | (21)    | (7)        | (5)        | (21)         |
| Shareholders' share of actuarial gains and losses  |            |         |            |            |              |
| on defined benefit pension schemes (schedule 18)   | -          | -       | 0          | (29)       | (29)         |
| Total  | (65)       | (93)    | (34)       | (61)       | (253)        |
| Actual tax rate: operating profit  | 31%        | 33%     | 39%        | 44%        | 34%          |
| : total  | 32%        | 33%     | 57%        | 33%        | 35%          |

| Half Year 2006   | UK<br>Insurance<br>Operations<br>£m | Jackson<br>£m | Asian<br>Long-term<br>Business<br>Operations<br>£m | Other<br>Operations<br>£m | Total<br>(note 16(c))<br>£m |
|--|-------------------------------------|---------------|--|---------------------------|-----------------------------|
| Profit before tax attributable to shareholders:  |                                     |               |  |                           |                             |
| Operating profit based on longer-term investment returns, net of attributable restructuring costs and development expense: | 194                                 | 223           | 81   | 0                         | 498                         |
| Short-term fluctuations in investment returns (schedule 15)  | (42)                                | 100           | (36)   | 17                        | 39                          |
| Shareholders' share of actuarial gains and losses on defined benefit pension schemes                                       | · · ·                               | _             | 0  | 200                       | 200                         |
| Total  | 152                                 | 323           | 45   | 217                       | 737                         |
| Expected tax rate (note 16(a)):  |                                     |               |  |                           |                             |
| Operating profit based on longer-term investment returns   | 30%                                 | 35%           | 17%  | 30%                       | 30%                         |
| Short-term fluctuations in investment returns  | 30%                                 | 35%           | 17%  | 30%                       | 54%                         |
| Shareholders' share of actuarial gains and losses<br>on defined benefit pension schemes                                    | -                                   | _             | 25%  | 30%                       | 30%                         |
| Total  | 30%                                 | 35%           | 17%  | 30%                       | 31%                         |
| Expected tax charge based on expected tax rates:   |                                     |               |  |                           |                             |
| Operating profit based on longer-term investment returns   | (58)                                | (78)          | (14)   | 0                         | (150)                       |
| Short-term fluctuations in investment returns  | 13                                  | (35)          | 6  | (5)                       | (21)                        |
| Shareholders' share of actuarial gains and losses<br>on defined benefit pension schemes                                    | -                                   | -             | 0  | (60)                      | (60)                        |
| Total  | (45)                                | (113)         | (8)  | (65)                      | (231)                       |
| Variance from expected tax charge (note 16(b)):  |                                     |               |  |                           |                             |
| Operating profit based on longer-term investment returns   | (3)                                 | 4             | (12)   | (1)                       | (12)                        |
| Short-term fluctuations in investment returns  | (3)                                 | 1             | (10)   | 2                         | (10)                        |
| Shareholders' share of actuarial gains and losses  |                                     |               |  |                           |                             |
| on defined benefit pension schemes   | -                                   | -             | 0  | 0                         | 0                           |
| Total  | (6)                                 | 5             | (22)   | 1                         | (22)                        |
| Actual tax charge:   | (04)                                | (74)          | (00)   | (4)                       | (400)                       |
| Operating profit based on longer-term investment returns   | (61)                                | (74)          | (26)   | (1)                       | (162)                       |
| Short-term fluctuations in investment returns  | 10                                  | (34)          | (4)  | (3)                       | (31)                        |
| Shareholders' share of actuarial gains and losses<br>on defined benefit pension schemes                                    | _                                   | _             | 0  | (60)                      | (60)                        |
| Total  | (51)                                | (108)         | (30)   | (64)                      | (253)                       |
| Actual tax rate: operating profit  | 31%                                 | 33%           | 32%  | n/a                       | 33%                         |
| : total  | 34%                                 | 33%           | 67%  | 29%                       | 34%                         |

## Reconciliation of tax charge on profits attributable to shareholders for continuing operations (continued)

|  | UK         |         | Asian<br>Long-term |            |              |
|--|------------|---------|--------------------|------------|--------------|
|  | Insurance  |         | Business           | Other      | Total        |
|  | Operations | Jackson | Operations         | Operations | (note 16(c)) |
| Full Year 2006   | £m         | £m      | £m                 | £m         | £m           |
| Profit before tax attributable to shareholders:                  |            |         |                    |            |              |
| Operating profit based on longer-term investment returns, net of |            |         |                    |            |              |
| attributable restructuring costs and development expenses        | 469        | 398     | 175                | 8          | 1,050        |
| Short-term fluctuations in investment returns (schedule 15)      | (43)       | 53      | 134                | 11         | 155          |
| Shareholders' share of actuarial gains and losses                |            |         |                    |            |              |
| on defined benefit pension schemes                               | _          | -       | 0                  | 167        | 167          |
| Total  | 426        | 451     | 309                | 186        | 1,372        |
| Expected tax rate (note 16(a)):                                  |            |         |                    |            |              |
| Operating profit based on longer-term investment returns         | 30%        | 35%     | 25%                | 30%        | 31%          |
| Short-term fluctuations in investment returns                    | 30%        | 35%     | 25%                | 30%        | 27%          |
| Shareholders' share of actuarial gains and losses                |            |         |                    |            |              |
| on defined benefit pension schemes                               | 30%        | 35%     | 25%                | 30%        | 30%          |
| Total  | 30%        | 35%     | 25%                | 30%        | 31%          |
| Expected tax charge based on expected tax rates:                 |            |         |                    |            |              |
| Operating profit based on longer-term investment returns         | (141)      | (139)   | (44)               | (2)        | (326)        |
| Short-term fluctuations in investment returns                    | 13         | (19)    | (33)               | (3)        | (42)         |
| Shareholders' share of actuarial gains and losses                |            |         |                    |            |              |
| on defined benefit pension schemes                               | -          | -       | 0                  | (50)       | (50)         |
| Total  | (128)      | (158)   | (77)               | (55)       | (418)        |
| Variance from expected tax charge (note 16(b)):                  |            |         |                    |            |              |
| Operating profit based on longer-term investment returns         | 23         | 5       | (10)               | 4          | 22           |
| Short-term fluctuations in investment returns                    | (4)        | 3       | 5                  | 0          | 4            |
| Shareholders' share of actuarial gains and losses                |            |         |                    |            |              |
| on defined benefit pension schemes                               | -          | -       | 0                  | 0          | 0            |
| Total  | 19         | 8       | (5)                | 4          | 26           |
| Actual tax charge:   |            |         |                    |            |              |
| Operating profit based on longer-term investment returns         | (118)      | (134)   | (54)               | 2          | (304)        |
| Short-term fluctuations in investment returns                    | 9          | (16)    | (28)               | (3)        | (38)         |
| Shareholders' share of actuarial gains and losses                |            |         |                    |            |              |
| on defined benefit pension schemes                               | -          | -       | 0                  | (50)       | (50)         |
| Total  | (109)      | (150)   | (82)               | (51)       | (392)        |
| Actual tax rate: operating profit                                | 25%        | 34%     | 31%                | 25%        | 29%          |
| : total  | 26%        | 33%     | 27%                | 27%        | 29%          |

## Notes

# 16(a) Expected tax rates for profit attributable to shareholders

Expected tax rates shown in the table above reflect the corporate tax rates generally applied to taxable profits of the relevant country jurisdictions. For Asia operations the expected tax rates reflect the corporate tax rate weighted by reference to the source of profits of the operations contributing to the aggregate business result.

# 16(b) Variances from expected tax results attributable to shareholders

For half year 2007, the principal variance between the expected tax rates and actual rates is due to regulatory basis losses arising in certain Asian jurisdictions on which no future tax credit is available.

For full year 2006, the principal variances between the standard corporation tax rate and actual rates is due to a number of factors, including:

- (a) The tax credit arising from relief for excess expenses in respect of shareholder-backed protection business; and
- (b) Prior year adjustments arising from routine revisions of tax returns.
- 16(c) The results for continuing operations shown above exclude those in respect of discontinued banking operations. On 1 May 2007, the Company sold Egg Banking plc. Comparative results for half year and full year 2006 have been adjusted accordingly from those previously published. Details of the results of these operations are shown on schedule 14.

# 2007 Unaudited Interim Results

# IFRS basis results

| Shareholders' funds analysis  | 30 Jun<br>2007<br>£m | 30 Jun<br>2006<br>£m | 31 Dec<br>2006<br>£m |
|---|----------------------|----------------------|----------------------|
| UK Operations   |                      |                      |                      |
| Long-term business  | 1,297                | 1,128                | 1,263                |
| M&G   |                      |                      |                      |
| Net assets of operation Acquired goodwill   | 287<br>1,153         | 273<br>1,153         | 230<br>1,153         |
| , toquirod good mil   | 1,440                | 1,426                | 1,383                |
| Egg (note 17b)  | -                    | 360                  | 292                  |
| Total   | 2,737                | 2,914                | 2,938                |
| US Operations   |                      |                      |                      |
| Jackson (net of surplus note borrowings) (note 17a)  With debt securities and derivative instruments on an amortised cost basis         | 2,743                | 2,860                | 2,603                |
| Impact of marking debt securities and derivative instruments to fair value (net of related  | ·                    | ,                    |                      |
| change in amortisation of deferred income and acquisition costs and tax)  | (79)                 | (197)                | 53                   |
| With debt securities and derivative instruments on a fair value basis   | 2,664                | 2,663                | 2,656                |
| Broker-dealer, fund management and Curian operations  | 67                   | 62                   | 57                   |
| Total   | 2,731                | 2,725                | 2,713                |
| Asian Operations  |                      |                      |                      |
| Long-term business  Net assets of operations  | 1,173                | 984                  | 1,176                |
| Acquired goodwill   | 111                  | 111                  | 1,170                |
|   | 1,284                | 1,095                | 1,287                |
| Fund management   | 407                  |                      | 00                   |
| Net assets of operations Acquired goodwill  | 107<br>61            | 90<br>61             | 89<br>61             |
|   | 168                  | 151                  | 150                  |
| Total   | 1,452                | 1,246                | 1,437                |
| Other Operations  |                      |                      |                      |
| Holding company net borrowings (note 17a)  Shareholders' share of surplus on the Prudential Staff and Scottish Amicable defined benefit | (743)                | (1,453)              | (1,366)              |
| pension schemes (net of tax) (schedule 18 - note 18b)   | 91                   | 28                   | 19                   |
| Other net liabilities   | (363)                | (411)                | (253)                |
| Total   | (1,015)              | (1,836)              | (1,600)              |
| Total   | 5,905                | 5,049                | 5,488                |
| <u>Notes</u>  |                      |                      |                      |
| 17a Net core structural borrowings of shareholder-financed operations comprise:   | 30 Jun               | 30 Jun               | 31 Dec               |
| <b>3</b>  | 2007                 | 2006*                | 2006*                |
|   | £m                   | £m                   | £m                   |
| Holding company cash and short-term investments   | 1,546                | 1,067                | 1,119                |
| Core structural borrowings - central funds  | (2,289)              | (2,520)              | (2,485)              |
| Holding company net borrowings  | (743)                | (1,453)              | (1,366)              |
| Core structural borrowings - Jackson  | (124)                | (135)                | (127)                |
|   | (867)                | (1,588)              | (1,493)              |

<sup>\*</sup> Excluding borrowings for Egg

<sup>17</sup>b On 1 May 2007, the Company sold Egg Banking plc.

Date: 1 August 2007 <u>Schedule 18</u>

#### 2007 Unaudited Interim Results

#### IFRS basis results

| (Charge) credit to income statement   |  |           |  | _                  |   |
|---|--|-----------|--|--------------------|---|
| Retirement benefits - summary of financial position of defined benefit pension schemes (note 18a) | Surplus (deficit) in<br>schemes at<br>1 Jan 2007<br>£m |           | Actuarial gains and<br>losses (note 18d)<br>£m | Contributions paid | Surplus (deficit) in<br>schemes at<br>30 Jun 2007<br>£m |
| Prudential Staff Pension Scheme (PSPS)<br>Other defined benefit schemes (note 18b)                | 141<br>(76)  | 0<br>(9)  | 216<br>60                                      | 41<br>9            | 398<br>(16)   |
| Total Group surplus   | 65   | (9)       | 276  | 50                 | 382   |
| Less: amount attributable to PAC with-profits fund  | (73)   | (4)       | (173)  | (24)               | (274)   |
| Shareholders' share: Pre-tax (deficit) surplus Related tax  | (8)<br>0   | (13)<br>3 | 103<br>(29)                                    | 26<br>(7)          | 108<br>(33)   |
| Net of shareholders' tax  | (8)  | (10)      | 74   | 19                 | 75  |

#### Notes

18a The table reflects the financial position of the defined benefit schemes on an 'economic basis'. This is the IAS 19 basis adjusted to include scheme assets invested in Prudential Group insurance policies. At 30 June 2007, M&G Pension Scheme and Prudential Staff Pension Scheme (PSPS) had invested £166 million and £143 million respectively, in Prudential Group insurance policies.

The principal defined benefit pension scheme is the PSPS Scheme. In the UK there are two smaller schemes, which are the Scottish Amicable Pension Scheme and the M&G Pension Scheme with a combined net deficit at 30 June 2007 of £7 million gross of tax. There is also a small scheme in Taiwan.

The shareholders' share of the aggregate surplus for PSPS and the Scottish Amicable Scheme at 30 June 2007 was £91 million (net of related tax) and is recorded within the other operations shareholders' funds shown on schedule 17. The difference of £16m to the £75m shown above is represented by £7 million for M&G and by £9 million for the Taiwan scheme.

18c The components of the charge to operating profit (gross of allocation of the share attributable to the PAC with-profits fund) are as follows:

|  | 2     |
|--|-------|
| Service cost (current charge only)     | (31)  |
| Finance (expense) income:              |       |
| Interest on pension scheme liabilities | (133) |
| Expected return on assets              | 155   |
| Total charge                           | (9)   |
|  |       |

The expected return on plan assets has been calculated by applying a rate of 5.9% for UK schemes.

The components of the credit for actuarial gains and losses (gross of allocation of the share attributable to the PAC with-profits fund) are as follows:

| Actual less expected return on assets                | (178) |
|--|-------|
| Gains on changes of assumptions for plan liabilities | 462   |
| Experience losses on liabilities                     | (8)   |
| Total credit   | 276   |

The credit for actuarial gains and losses is recorded within the income statement but, within the supplementary analysis of profit, is excluded from operating profit based on longer-term investment returns.

The shortfall of actual investment returns against expected returns in half year 2007 was due to the decrease in the value of corporate and government bonds which more than offset the increase in the value of equity and property holdings of the schemes.

The gains on changes of assumptions for scheme liabilities primarily reflect movements in yield on good quality corporate bonds. These yields are used to discount the projected pension scheme benefit payments.

18e Actuarial assumptions applied to UK schemes are as follows:

|  | 1 January 2007 | 30 June 2007 |
|--|----------------|--------------|
|  | %              | %            |
| Discount rate  | 5.2            | 5.8          |
| Rate of increase in salaries                           | 5.0            | 5.2          |
| Price inflation  | 3.0            | 3.2          |
| Rate of increase of pensions in payment for inflation: |                |              |
| Guaranteed (maximum 5%)                                | 3.0            | 3.2          |
| Guaranteed (maximum 2.5%)                              | 2.5            | 2.5          |
| Discretionary  | 2.5            | 2.5          |

# 2007 Unaudited Interim Results

| Funds under management - summary               | Half Year<br>2007<br>£bn | Half Year<br>2006<br>£bn | Full Year<br>2006<br>£bn |
|--|--------------------------|--------------------------|--------------------------|
| Business Area (as analysed on schedule 20)     |                          |                          |                          |
| UK Operations (excluding UK Banking Operation) | 145.6                    | 134.9                    | 142.4                    |
| UK Banking Operation (note 19b)                | -                        | 9.2                      | 8.2                      |
| US Operations                                  | 37.4                     | 35.7                     | 36.2                     |
| Asian Operations                               | 15.8                     | 12.1                     | 13.8                     |
| Internal funds under management (note 20a)     | 198.8                    | 191.9                    | 200.6                    |
| External funds (note 19a)                      | 57.6                     | 45.6                     | 50.1                     |
| Total funds under management                   | 256.4                    | 237.5                    | 250.7                    |

# <u>Notes</u>

**<sup>19</sup>a** External funds shown above for half year 2007 of £57.6bn comprise £63.2bn in respect of investment products as published in the half year 2007 new business results (see schedule 24), less £5.6bn that are classified within internal funds.

**<sup>19</sup>b** The Group's UK Banking Operation, Egg Banking plc, was sold on 1 May 2007.

## 2007 Unaudited Interim Results

## Internal funds under management - analysis by business area

|   | Inv               | estment prop      | erties            | E                 | quity securiti    | es                | 1                 | Debt securiti     | es                | Loans an            | d receival | oles              | Other             | investment        | s                 |                   | Total             |                   |
|---|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|---------------------|------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
|   | Half Year<br>2007 | Half Year<br>2006 | Full Year<br>2006 | Half Year<br>2007 | Half Year<br>2006 | Full Year<br>2006 | Half Year<br>2007 | Half Year<br>2006 | Full Year<br>2006 | Half Year ⊢<br>2007 | 2006       | Full Year<br>2006 | Half Year<br>2007 | Half Year<br>2006 | Full Year<br>2006 | Half Year<br>2007 | Half Year<br>2006 | Full Year<br>2006 |
|   | £bn                 | £bn        | £bn               | £bn               | £bn               | £bn               | £bn               | £bn               | £bn               |
| UK Operations<br>(excluding UK Banking Operation) | 15.0              | 14.1              | 15.1              | 61.5              | 59.7              | 60.3              | 55.0              | 49.9              | 54.2              | 1.4                 | 1.2        | 1.2               | 12.7              | 10.0              | 11.6              | 145.6             | 134.9             | 142.4             |
| UK Banking Operation (note 20b)                   | -                 | 0.0               | 0.0               | -                 | 0.0               | 0.0               | -                 | 2.0               | 2.0               | -                   | 7.1        | 6.2               | -                 | 0.1               | 0.0               | -                 | 9.2               | 8.2               |
| US Operations                                     | 0.0               | 0.0               | 0.0               | 14.0              | 9.8               | 11.7              | 19.3              | 21.5              | 20.1              | 3.1                 | 3.4        | 3.3               | 1.0               | 1.0               | 1.1               | 37.4              | 35.7              | 36.2              |
| Asian Operations                                  | 0.1               | 0.1               | 0.1               | 8.3               | 5.8               | 6.9               | 5.9               | 4.7               | 5.4               | 1.0                 | 1.1        | 0.9               | 0.5               | 0.4               | 0.5               | 15.8              | 12.1              | 13.8              |
| Group Total, as shown on schedule 19 (note 20a)   | 15.1              | 14.2              | 15.2              | 83.8              | 75.3              | 78.9              | 80.2              | 78.1              | 81.7              | 5.5                 | 12.8       | 11.6              | 14.2              | 11.5              | 13.2              | 198.8             | 191.9             | 200.6             |

## Notes

20a As included in the investments section of the consolidated balance sheet at 30 June 2007 except for £1.0bn investment properties which are held for sale, under development or occupied by the Group and accordingly under IFRS are included in other balance sheet captions.

**20b** The Group's UK Banking Operation, Egg Banking plc, was sold on 1 May 2007.

Date: 1 August 2007 Schedule 21.1

# 2007 Unaudited Interim Results

# Foreign currency translation: Rates of exchange

The profit and loss accounts of foreign subsidiaries are translated at average exchange rates for the period. Assets and liabilities of foreign subsidiaries are translated at closing exchange rates. Foreign currency borrowings that have been used to provide a hedge against Group equity investments in overseas subsidiaries are also translated at closing exchange rates. The impact of these currency translations is recorded as a component of the movement in shareholders' equity.

The following translation rates have been applied:

| Local currency : £ | Closing<br>Half Year<br>2007 | Average<br>Half Year<br>2007 | Closing<br>Half Year<br>2006 | Average<br>Half Year<br>2006 | Closing<br>Full Year<br>2006 | Average<br>Full Year<br>2006 |
|--------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|
| Hong Kong          | 15.69                        | 15.39                        | 14.37                        | 13.89                        | 15.22                        | 14.32                        |
| Japan              | 247.77                       | 236.62                       | 211.43                       | 206.89                       | 233.20                       | 214.34                       |
| Malaysia           | 6.93                         | 6.82                         | 6.80                         | 6.60                         | 6.90                         | 6.76                         |
| Singapore          | 3.07                         | 3.01                         | 2.92                         | 2.88                         | 3.00                         | 2.93                         |
| Taiwan             | 65.94                        | 65.08                        | 59.88                        | 57.71                        | 63.77                        | 59.95                        |
| USA                | 2.01                         | 1.97                         | 1.85                         | 1.79                         | 1.96                         | 1.84                         |

Date: 1 August 2007 Schedule 21.2

# 2007 Unaudited Interim Results

| Results at constant exchange rates  | Half Year 2007<br>As published | Memorandum<br>Half Year 2006<br>(note 21.2a) | Memorandum<br>Full Year 2006<br>(note 21.2a) |
|---|--------------------------------|--|--|
| EEV basis results   | £m                             | (Hote 21.2a)<br>£m                           | (note 21.2a)<br>£m                           |
| UK Operations   |                                |  |  |
| New business  | 108                            | 138  | 266  |
| Business in force   | 354                            | 198  | 420  |
| Long-term business  | 462                            | 336  | 686  |
| M & G   | 140                            | 100  | 204  |
| Total UK Operations   | 602                            | 436  | 890  |
| US Operations   |                                |  |  |
| New business  | 144                            | 122  | 243  |
| Business in force   | 200                            | 194  | 419  |
| Jackson   | 344                            | 316  | 662  |
| Broker-dealer, fund management and Curian operations                                | 7                              | 4  | 10   |
| Total US Operations   | 351                            | 320  | 672  |
| Total OS Operations   |                                | 320  | 072  |
| Asian Operations  |                                |  |  |
| New business  | 282                            | 216  | 492  |
| Business in force   | 211                            | 118  | 299  |
| Long-term operations  | 493                            | 334  | 791  |
| Fund management   | 33                             | 20   | 47   |
| Development expenses  | (6)                            | (7)  | (15)   |
| Total Asian Operations  | 520                            | 347  | 823  |
| Other income and expenditure  | (147)                          | (139)  | (294)  |
| UK restructuring costs  | 0                              | (12)   | (41)   |
|   | •                              | · ·  |  |
| Operating profit from continuing operations based on longer-term investment returns | 1,326                          | 952  | 2,050  |
| Shareholders' funds   | 13,412                         | 10,726                                       | 11,803                                       |
|   | Half Year 2007<br>As published | Memorandum<br>Half Year 2006                 | Memorandum<br>Full Year 2006<br>(note 21.2a) |
| IFRS basis results  | £m                             | (note 21.2a)<br>£m                           | £m   |
|   |                                |  |  |
| UK Operations   | 054                            | 005  | 500  |
| UK Insurance Operations M & G   | 251<br>140                     | 205<br>100                                   | 500<br>204                                   |
| Total UK Operations   | 391                            | 305  | 704  |
| Total of Operations   |                                | 303  | 704  |
| US Operations   |                                |  |  |
| Jackson   | 218                            | 203  | 372  |
| Broker-dealer, fund management and Curian   | 7                              | 4  | 10   |
| Total US Operations   | 225                            | 207  | 382  |
| Asian Operations Long-term operations   | 76                             | 83   | 179  |
| Fund management   | 33                             | 20   | 47   |
| Development expenses  | (6)                            | (7)  | (15)   |
| Total Asian Operations  | 103                            | 96   | 211  |
| ·   | •                              |  |  |
| Other income and expenditure  | (118)                          | (124)  | (245)  |
| UK restructuring costs  | 0                              | (11)   | (38)   |
| Operating profit from continuing operations based on longer-term investment returns | 601                            | 473  | 1,014  |
| Shareholders' funds   |                                |  |  |
| Shareholders funds  | 5,905                          | 4,915  | 5,438  |

# Note

The "as published" shareholders' funds for half year 2007 and memorandum shareholders' funds for half year 2006 and full year 2006 have been calculated by applying closing half year exchange rates.

<sup>21.2</sup>a The "as published" operating profit for half year 2007 and memorandum operating profit for half year 2006 and full year 2006 have been calculated by applying average half year 2007 exchange rates.

Date: 1 August 2007 Schedule 21.3

## 2007 Unaudited Interim Results

| New business at constant exchange rates                        | Half Year 2007            | Memorandum                     | Memorandum                     |
|--|---------------------------|--------------------------------|--------------------------------|
|  | As published (note 21.3a) | Half Year 2006<br>(note 21.3a) | Full Year 2006<br>(note 21.3a) |
| Annual premium equivalent insurance product sales (note 21.3b) | £m                        | £m                             | (note 21.5a)<br>£m             |
|  |                           |                                | •                              |
| UK Operations  | 363                       | 484                            | 900                            |
| US Operations  | 352                       | 294                            | 574                            |
| Asian Operations   | 619                       | 418                            | 914                            |
| Total  | 1,334                     | 1,196                          | 2,388                          |
|  |                           |                                |                                |
| Present value of new business premiums (PVNBP)                 |                           |                                |                                |
| III O continue   | 0.005                     | 4.004                          | 7.740                          |
| UK Operations  | 2,905                     | 4,224                          | 7,712                          |
| US Operations  | 3,490                     | 2,915                          | 5,708                          |
| Asian Operations   | 3,286                     | 2,161                          | 4,895                          |
| Total  | 9,681                     | 9,300                          | 18,315                         |
|  |                           |                                |                                |
| Gross investment product inflows                               |                           |                                |                                |
| M&G  | 7,519                     | 6,795                          | 13,486                         |
| US Operations  | 19                        | -                              | -                              |
| Asian Operations   | 17,471                    | 9,384                          | 19,733                         |
| Total  | 25,009                    | 16,179                         | 33,219                         |
|  |                           |                                |                                |
| Total insurance and investment product flows                   |                           |                                |                                |
| Insurance  | 7,319                     | 7,701                          | 14,614                         |
| Investment   | 25,009                    | 16,179                         | 33,219                         |
| Total  | 32,328                    | 23,880                         | 47,833                         |

# Notes

21.3a The "as published" results for half year 2007 and memorandum results for half year 2006 and full year 2006 have been calculated by applying average half year 2007 exchange rai

<sup>21.3</sup>b The annual premium equivalent sales for insurance products shown above include contributions for contracts that are classified as 'investment contracts' under IFRS 4 as they do not contain significant insurance risk. Additional details on the basis of preparation are shown in schedule 31.

# TOTAL INSURANCE AND INVESTMENT NEW BUSINESS

|  |                | UK             |              |               | US (1a)       |        |                 | Asia (1a)     |            |                 | Total           |             |
|--|----------------|----------------|--------------|---------------|---------------|--------|-----------------|---------------|------------|-----------------|-----------------|-------------|
|  | HY 2007<br>£m  | HY 2006<br>£m  | +/-(%)       | HY 2007<br>£m | HY 2006<br>£m | +/-(%) | HY 2007<br>£m   | HY 2006<br>£m | +/-(%)     | HY 2007<br>£m   | HY 2006<br>£m   | +/-(%)      |
| Total Insurance Products  Total Investment Products Gross Inflows <sup>(2)</sup> | 2,560<br>7,519 | 3,985<br>6,795 | (36%)<br>11% | 3,434<br>19   | 2,866         | 20%    | 1,325<br>17,471 | 850<br>9,384  | 56%<br>86% | 7,319<br>25,009 | 7,701<br>16,179 | (5%)<br>55% |
| Total investment Froducts Gloss fillows  | 10,079         | 10,780         | (7%)         | 3,453         | 2,866         | 20%    | 18,796          | 10,234        | 84%        | 32,328          | 23,880          | 35%         |

|  |               |                |               | INSUR         | ANCE OPER     | ATIONS        |               |                |               |               |                               |               |
|--|---------------|----------------|---------------|---------------|---------------|---------------|---------------|----------------|---------------|---------------|-------------------------------|---------------|
|  |               | Single         |               |               | Regular       |               |               | Total          |               | Annı          | ıal Equivalents <sup>(3</sup> | 3)            |
|  | HY 2007<br>£m | HY 2006<br>£m  | +/-(%)        | HY 2007<br>£m | HY 2006<br>£m | +/-(%)        | HY 2007<br>£m | HY 2006<br>£m  | +/-(%)        | HY 2007<br>£m | HY 2006<br>£m                 | +/-(%)        |
| UK Insurance Operations                    |               |                |               |               |               |               |               |                |               |               |                               |               |
| Product Summary                            |               |                |               |               |               |               |               |                |               |               |                               |               |
| Internal Vesting annuities                 | 687           | 615            | 12%           | -             | -             | -             | 687           | 615            | 12%           | 69            | 62                            | 11%           |
| Direct and Partnership Annuities           | 431           | 273            | 58%           | -             | -             | -             | 431           | 273            | 58%           | 43            | 27                            | 59%           |
| Intermediated Annuities                    | 282           | 247            | 14%           | -             | -             | -             | 282           | 247            | 14%           | 28            | 25                            | 12%           |
| Total Individual Annuities                 | 1,400         | 1,135          | 23%           | -             |               | -             | 1,400         | 1,135          | 23%           | 140           | 114                           | 23%           |
| Equity Release                             | 67            | 30             | 123%          |               | -             | -             | 67            | 30             | 123%          | 7             | 3                             | 133%          |
| Individual Pensions                        | 18            | 10             | 80%           | -             | -             | -             | 18            | 10             | 80%           | 2             | 1                             | 100%          |
| Corporate Pensions                         | 107           | 35             | 206%          | 42            | 32            | 31%           | 149           | 67             | 122%          | 53            | 36                            | 47%           |
| Unit Linked Bonds                          | 138           | 213            | (35%)         | -             | -             | -             | 138           | 213            | (35%)         | 14            | 21                            | (33%)         |
| With-Profit Bonds                          | 114           | 54             | 111%          | -             | -             | -             | 114           | 54             | 111%          | 11            | 5                             | 120%          |
| Protection                                 | -             | 2              | -             | 2             | 6             | (67%)         | 2             | 8              | (75%)         | 2             | 6                             | (67%)         |
| Offshore Products                          | 205           | 361            | (43%)         | 2             | -             | -             | 207           | 361            | (43%)         | 23            | 36                            | (36%)         |
| Total Retail Retirement                    | 2,049         | 1,840          | 11%           | 46            | 38            | 21%           | 2,095         | 1,878          | 12%           | 251           | 222                           | 13%           |
| Corporate Pensions                         | 110           | 165            | (33%)         | 60            | 44            | 36%           | 170           | 209            | (19%)         | 71            | 61                            | 16%           |
| Other Products                             | 100           | 134            | (25%)         | 13            | 13            | 0%            | 113           | 147            | (23%)         | 23            | 26                            | (12%)         |
| DWP Rebates                                | 129           | 161            | (20%)         | -             | -             | -             | 129           | 161            | (20%)         | 13            | 16                            | (19%)         |
| Total Mature Life and Pensions             | 339           | 460            | (26%)         | 73            | 57            | 28%           | 412           | 517            | (20%)         | 107           | 103                           | 4%            |
| Total Retail                               | 2,388         | 2,300          | 4%            | 119           | 95            | 25%           | 2,507         | 2,395          | 5%            | 358           | 325                           | 10%           |
| Wholesale Annuities                        | 38            | 1,278          | (97%)         | -             | -             | -             | 38            | 1,278          | (97%)         | 4             | 128                           | (97%)         |
| Credit Life                                | 15            | 312            | (95%)         | -             | -             | -             | 15            | 312            | (95%)         | 2             | 31                            | (94%)         |
| Total UK Insurance Operations              | 2,441         | 3,890          | (37%)         | 119           | 95            | 25%           | 2,560         | 3,985          | (36%)         | 363           | 484                           | (25%)         |
|  |               |                |               |               |               |               |               |                |               |               |                               |               |
| Channel Summary                            |               |                |               |               |               |               |               |                |               |               |                               |               |
| Direct and Partnership                     | 1,151         | 993            | 16%           | 106           | 81            | 31%           | 1,257         | 1,074          | 17%           | 221           | 180                           | 23%           |
| Intermediated                              | 1,108         | 1,146          | (3%)<br>(97%) | 13            | 14            | (7%)          | 1,121         | 1,160<br>1,590 | (3%)<br>(97%) | 124           | 129<br>159                    | (4%)<br>(97%) |
| Wholesale<br>Sub-Total                     | 53<br>2,312   | 1,590<br>3,729 | (38%)         | 119           | 95            | 25%           | 53<br>2,431   | 1,590<br>3,824 | (36%)         | 5<br>350      | 159<br>468                    | (25%)         |
| DWP Rebates                                | 129           | 161            | (20%)         |               | -             | -             | 129           | 161            | (20%)         | 13            | 16                            | (19%)         |
| Total UK Insurance Operations              | 2.441         | 3.890          | (37%)         | 119           | 95            | 25%           | 2,560         | 3.985          | (36%)         | 363           | 484                           | (25%)         |
| Total OK Ilisulance Operations             | 2,441         | 3,690          | (37 76)       | 119           | 93            | 2376          | 2,500         | 3,963          | (30 %)        | 363           | 404                           | (2376)        |
| US Insurance Operations <sup>(1a)</sup>    |               |                |               |               |               |               |               |                |               |               |                               |               |
| Fixed Annuities                            | 291           | 284            | 2%            | -             | -             | -             | 291           | 284            | 2%            | 29            | 28                            | 4%            |
| Fixed Index Annuities                      | 220           | 266            | (17%)         | -             | -             | -             | 220           | 266            | (17%)         | 22            | 27                            | (19%)         |
| Variable Annuities                         | 2,243<br>3    | 1,715<br>4     | 31%<br>(25%)  | -<br>9        | - 8           | 13%           | 2,243<br>12   | 1,715<br>12    | 31%<br>0%     | 224<br>9      | 172<br>8                      | 30%<br>13%    |
| Sub-Total Retail                           | 2,757         | 2,269          | (25%)         | 9             | 8             | 13%           | 2,766         | 2.277          | 21%           | 285           | 235                           | 21%           |
| Guaranteed Investment Contracts            | 133           | 282            | (53%)         | -             | -             | -             | 133           | 282            | (53%)         | 13            | 28                            | (54%)         |
| GIC - Medium Term Note                     | 535           | 307            | 74%           | _             | -             | -             | 535           | 307            | 74%           | 54            | 31                            | 74%           |
| Total US Insurance Operations              | 3,425         | 2,858          | 20%           | 9             | 8             | 13%           | 3,434         | 2,866          | 20%           | 352           | 294                           | 20%           |
|  |               |                |               |               |               |               |               |                |               |               |                               |               |
| Asian Insurance Operations <sup>(1a)</sup> |               |                |               |               |               |               |               |                |               |               |                               |               |
| China                                      | 19            | 16             | 19%           | 20            | 12            | 67%           | 39            | 28             | 39%           | 22            | 14                            | 57%           |
| Hong Kong                                  | 199           | 125            | 59%           | 54            | 38            | 42%           | 253           | 163            | 55%           | 74            | 51                            | 45%           |
| India <sup>(6)</sup>                       | 16            | 10             | 60%           | 81            | 53            | 53%           | 97            | 63             | 54%           | 83            | 54                            | 54%           |
| Indonesia                                  | 35<br>52      | 10<br>20       | 250%<br>160%  | 43<br>11      | 29            | 48%           | 78<br>63      | 39<br>21       | 100%<br>200%  | 47<br>16      | 30<br>3                       | 57%<br>433%   |
| Japan                                      | 52<br>72      | 20<br>54       | 160%<br>33%   | 11<br>113     | 1<br>97       | 1,000%<br>16% | 63<br>185     | 21<br>151      | 200%<br>23%   | 16<br>120     | 3<br>102                      | 433%<br>18%   |
| Korea<br>Malaysia                          | /2<br>9       | 54<br>2        | 350%          | 113<br>32     | 30            | 7%            | 185<br>41     | 151<br>32      | 28%           | 120           | 102<br>30                     | 18%           |
| Singapore                                  | 306           | 196            | 56%           | 30            | 28            | 7%            | 336           | 224            | 50%           | 55<br>61      | 30<br>48                      | 27%           |
| Taiwan                                     | 63            | 41             | 54%           | 136           | 66            | 106%          | 199           | 107            | 86%           | 142           | 70                            | 103%          |
| Other (4)                                  | 13            | 6              | 117%          | 21            | 16            | 31%           | 34            | 22             | 55%           | 22            | 17                            | 29%           |
|  | 784           | 480            | 63%           | 541           | 370           | 46%           | 1,325         | 850            | 56%           | 619           | 418                           | 48%           |
| Total Asian Insurance Operations           | 704           | 100            |               | • • • •       |               |               | .,020         |                |               |               |                               |               |

# TOTAL INSURANCE AND INVESTMENT NEW BUSINESS

|   |                          | UK                       |                      |                      | US (1b)             |        |                           | Asia (1b)               |                   |                           | Total                     |                    |
|---|--------------------------|--------------------------|----------------------|----------------------|---------------------|--------|---------------------------|-------------------------|-------------------|---------------------------|---------------------------|--------------------|
|   | HY 2007<br>£m            | HY 2006<br>£m            | +/-(%)               | HY 2007<br>£m        | HY 2006<br>£m       | +/-(%) | HY 2007<br>£m             | HY 2006<br>£m           | +/-(%)            | HY 2007<br>£m             | HY 2006<br>£m             | +/-(%)             |
| Total Insurance Products Total Investment Products Gross Inflows <sup>(2)</sup> | 2,560<br>7,519<br>10,079 | 3,985<br>6,795<br>10,780 | (36%)<br>11%<br>(7%) | 3,434<br>19<br>3,453 | 3,154<br>-<br>3,154 | 9%     | 1,325<br>17,471<br>18,796 | 915<br>10,027<br>10,942 | 45%<br>74%<br>72% | 7,319<br>25,009<br>32,328 | 8,054<br>16,822<br>24,876 | (9%)<br>49%<br>30% |

# INSURANCE OPERATIONS

|  |               |                |              | INSUR         | ANCE UPER     | AIIONS    |               |                |            |               |                   |                |
|--|---------------|----------------|--------------|---------------|---------------|-----------|---------------|----------------|------------|---------------|-------------------|----------------|
|  |               | Single         |              |               | Regular       |           |               | Total          |            | Annu          | ıal Equivalents ( | 3)             |
|  | HY 2007<br>£m | HY 2006<br>£m  | +/-(%)       | HY 2007<br>£m | HY 2006<br>£m | +/-(%)    | HY 2007<br>£m | HY 2006<br>£m  | +/-(%)     | HY 2007<br>£m | HY 2006<br>£m     | +/-(%)         |
| UK Insurance Operations                    |               | 2.111          |              |               | 2,111         |           | 2             | 2              |            | 2             | 2                 |                |
| Product Summary                            |               |                |              |               |               |           |               |                |            |               |                   |                |
| Internal Vesting annuities                 | 687           | 615            | 12%          | -             | -             | -         | 687           | 615            | 12%        | 69            | 62                | 11%            |
| Direct and Partnership Annuities           | 431           | 273            | 58%          | _             | -             | -         | 431           | 273            | 58%        | 43            | 27                | 59%            |
| Intermediated Annuities                    | 282           | 247            | 14%          | _             | -             | -         | 282           | 247            | 14%        | 28            | 25                | 12%            |
| Total Individual Annuities                 | 1,400         | 1,135          | 23%          | -             | -             | -         | 1,400         | 1,135          | 23%        | 140           | 114               | 23%            |
| Equity Release                             | 67            | 30             | 123%         |               |               |           | 67            | 30             | 123%       | 7             | 3                 | 133%           |
| Individual Pensions                        | 18            | 10             | 80%          | -             | -             | -         | 18            | 10             | 80%        | 2             | 1                 | 100%           |
| Corporate Pensions                         | 107           | 35             | 206%         | 42            | 32            | 31%       | 149           | 67             | 122%       | 53            | 36                | 47%            |
| Unit Linked Bonds                          | 138           | 213            | (35%)        | -             | -             | -         | 138           | 213            | (35%)      | 14            | 21                | (33%)          |
| With-Profit Bonds                          | 114           | 54             | 111%         | -             | -             | -         | 114           | 54             | 111%       | 11            | 5                 | 120%           |
| Protection                                 |               | 2              | -            | 2             | 6             | (67%)     | 2             | 8              | (75%)      | 2             | 6                 | (67%)          |
| Offshore Products                          | 205           | 361            | (43%)        | 2             | -             | -         | 207           | 361            | (43%)      | 23            | 36                | (36%)          |
| Total Retail Retirement                    | 2,049         | 1,840          | 11%          | 46            | 38            | 21%       | 2,095         | 1,878          | 12%        | 251           | 222               | 13%            |
| Corporate Pensions                         | 110           | 165            | (33%)        | 60            | 44            | 36%       | 170           | 209            | (19%)      | 71            | 61                | 16%            |
| Other Products                             | 100           | 134            | (25%)        | 13            | 13            | 0%        | 113           | 147            | (23%)      | 23            | 26                | (12%)          |
| DWP Rebates                                | 129           | 161            | (20%)        | -             | -             | -         | 129           | 161            | (20%)      | 13            | 16                | (19%)          |
| Total Mature Life and Pensions             | 339           | 460            | (26%)        | 73            | 57            | 28%       | 412           | 517            | (20%)      | 107           | 103               | 4%             |
| Total Retail                               | 2,388         | 2,300          | 4%           | 119           | 95            | 25%       | 2,507         | 2,395          | 5%         | 358           | 325               | 10%            |
| Wholesale Annuities                        | 38            | 1,278          | (97%)        | -             | -             | -         | 38            | 1,278          | (97%)      | 4             | 128               | (97%)          |
| Credit Life                                | 15            | 312            | (95%)        | -             | -             | -         | 15            | 312            | (95%)      | 2             | 31                | (94%)          |
| Total UK Insurance Operations              | 2,441         | 3,890          | (37%)        | 119           | 95            | 25%       | 2,560         | 3,985          | (36%)      | 363           | 484               | (25%)          |
|  |               | -,,,,,,        | (3175)       |               |               |           | _,-,          | -,,,,,         | (====)     |               |                   | (2010)         |
| Channel Summary                            |               |                |              |               |               |           |               |                |            |               |                   |                |
| Direct and Partnership                     | 1,151         | 993            | 16%          | 106           | 81            | 31%       | 1,257         | 1,074          | 17%        | 221           | 180               | 23%            |
| Intermediated                              | 1,108         | 1,146          | (3%)         | 13            | 14            | (7%)      | 1,121         | 1,160          | (3%)       | 124           | 129               | (4%)           |
| Wholesale<br>Sub-Total                     | 53<br>2,312   | 1,590<br>3,729 | (97%)        | 119           | 95            | 25%       | 53<br>2,431   | 1,590<br>3,824 | (97%)      | 5<br>350      | 159<br>468        | (97%)<br>(25%) |
| DWP Rebates                                | 129           | 161            | (20%)        |               | _             | _         | 129           | 161            | (20%)      | 13            | 16                | (19%)          |
|  | 2.441         |                |              |               |               |           |               |                |            | 363           | 484               |                |
| Total UK Insurance Operations              | 2,441         | 3,890          | (37%)        | 119           | 95            | 25%       | 2,560         | 3,985          | (36%)      | 363           | 484               | (25%)          |
| US Insurance Operations <sup>(1b)</sup>    |               |                |              |               |               |           |               |                |            |               |                   |                |
| Fixed Annuities                            | 291           | 313            | (7%)         | -             | -             | -         | 291           | 313            | (7%)       | 29            | 31                | (6%)           |
| Fixed Index Annuities                      | 220           | 293            | (25%)        | -             | -             | -         | 220           | 293            | (25%)      | 22            | 29                | (24%)          |
| Variable Annuities                         | 2,243         | 1,888          | 19%<br>(25%) | -<br>9        | -             | 13%       | 2,243         | 1,888          | 19%<br>0%  | 224<br>9      | 189<br>8          | 19%<br>13%     |
| Sub-Total Retail                           | 2,757         | 2,498          | 10%          | 9             | 8             | 13%       | 12<br>2,766   | 12<br>2,506    | 10%        | 285           | 258               | 10%            |
| Guaranteed Investment Contracts            | 133           | 310            | (57%)        | -             | -             | 1376      | 133           | 310            | (57%)      | 13            | 31                | (58%)          |
| GIC - Medium Term Note                     | 535           | 338            | 58%          | _             | -             | -         | 535           | 338            | 58%        | 54            | 34                | 59%            |
| Total US Insurance Operations              | 3,425         | 3,146          | 9%           | 9             | 8             | 13%       | 3,434         | 3,154          | 9%         | 352           | 323               | 9%             |
|  |               |                |              |               |               |           |               |                |            |               |                   |                |
| Asian Insurance Operations <sup>(1b)</sup> |               |                |              |               |               |           |               |                |            |               |                   |                |
| China                                      | 19            | 17             | 12%          | 20            | 13            | 54%       | 39            | 30             | 30%        | 22            | 15                | 47%            |
| Hong Kong                                  | 199           | 139            | 43%          | 54            | 42            | 29%       | 253           | 181            | 40%        | 74            | 56                | 32%            |
| India (6)                                  | 16            | 11             | 45%          | 81            | 55            | 47%       | 97            | 66             | 47%        | 83            | 56                | 48%            |
| Indonesia                                  | 35            | 11             | 218%         | 43            | 31            | 39%       | 78            | 42             | 86%        | 47            | 32                | 47%            |
| Japan                                      | 52            | 23             | 126%         | 11            | 1             | 1,000%    | 63            | 24             | 163%       | 16            | 3                 | 433%           |
| Korea                                      | 72            | 58             | 24%          | 113           | 103           | 10%       | 185           | 161            | 15%        | 120           | 109               | 10%            |
| Malaysia<br>Singapore                      | 9<br>306      | 2<br>205       | 350%<br>49%  | 32<br>30      | 31<br>29      | 3%<br>3%  | 41<br>336     | 33<br>234      | 24%<br>44% | 33<br>61      | 31<br>50          | 6%<br>22%      |
| Taiwan                                     | 306<br>63     | 205<br>47      | 49%<br>34%   | 136           | 29<br>74      | 3%<br>84% | 199           | 121            | 44%<br>64% | 142           | 79                | 22%<br>80%     |
| Other (4)                                  | 13            | 6              | 117%         | 21            | 17            | 24%       | 34            | 23             | 48%        | 22            | 18                | 22%            |
| Total Asian Insurance Operations           | 784           | 519            | 51%          | 541           | 396           | 37%       | 1,325         | 915            | 45%        | 619           | 448               | 38%            |
| Group Total                                | 6,650         | 7,555          | (12%)        | 669           | 499           | 34%       | 7,319         | 8,054          | (9%)       | 1,334         | 1,255             | 6%             |
| croup rouli                                |               | 1,555          | (12/0)       | 003           | 700           | J+70      | 7,015         | 0,004          | (370)      | 1,004         | 1,200             | 078            |

|  |                  | INVES          | TMENT OPERATION    | ONS            |                    |                       |                    |                  |
|--|------------------|----------------|--------------------|----------------|--------------------|-----------------------|--------------------|------------------|
|  |                  |                |                    |                | 0.11               | Market &              | Net                |                  |
|  | Opening<br>FUM   | Gross Inflows  | Redemptions        | Net Inflows    | Other<br>Movements | Currency<br>Movements | Movement<br>In FUM | Closing<br>FUM   |
| 2007   | £m               | £m             | £m                 | £m             | £m                 | £m                    | £m                 | £m               |
| M&G<br>Botoll  | 10.476           | 4,490          | (2,747)            | 4 742          |                    | 1,023                 | 2.766              | 24.042           |
| Retail<br>Institutional <sup>(5)</sup>                     | 19,176<br>25,770 | 4,490<br>3,029 | (2,747) (1,405)    | 1,743<br>1,624 | (38)               | 1,023<br>(674)        | 2,766<br>912       | 21,942<br>26,682 |
| Total M&G  | 44,946           | 7,519          | (4,152)            | 3,367          | (38)               | 349                   | 3,678              | 48,624           |
| Asia <sup>(9)</sup>  |                  |                |                    |                |                    |                       |                    |                  |
| India  | 1,290            | 625            | (588)              | 37             | 151                | 184                   | 372                | 1,662            |
| Taiwan<br>Korea  | 969<br>2,952     | 1,047<br>1,557 | (615)<br>(1,352)   | 432<br>205     | (68)               | 87<br>290             | 519<br>427         | 1,488<br>3,379   |
| Japan  | 2,816            | 1,016          | (559)              | 457            | -                  | (40)                  | 417                | 3,233            |
| Other Mutual Fund Operations Total Asian Equity/Bond/Other | 1,468<br>9,495   | 753<br>4,998   | (593)              | 160<br>1,291   | (14)<br>69         | 121<br>642            | 267<br>2,002       | 1,735<br>11,497  |
|  | 3,44             | ,,,,,,         | (-1, -1)           | .,             |                    |                       | _,-,               |                  |
| MMF<br>India   | 709              | 10,393         | (9,988)            | 405            | (179)              | 89                    | 315                | 1,024            |
| Taiwan   | 467              | 738            | (764)              | (26)           | -                  | (11)                  | (37)               | 430              |
| Korea<br>Other Mutual Fund Operations                      | 609<br>133       | 1,176<br>156   | (1,220)<br>(108)   | (44)<br>48     | (21)               | 3<br>(2)              | (62)<br>46         | 547<br>179       |
| Total Asian MMF  | 1,918            | 12,463         | (12,080)           | 383            | (200)              | 79                    | 262                | 2,180            |
| Total Asia Datail Mutual Funda                             | 44.440           | 17,461         | (15,787)           | 4.074          | (131)              | 721                   | 0.004              | 40.077           |
| Total Asia Retail Mutual Funds                             | 11,413           |                |                    | 1,674          | (131)              |                       | 2,264              | 13,677           |
| Third Party Institutional Mandates                         | 840              | 10             | (22)               | (12)           | -                  | 75                    | 63                 | 903              |
|  |                  |                |                    |                |                    |                       |                    |                  |
| Total Asian Investment Operations                          | 12,253           | 17,471         | (15,809)           | 1,662          | (131)              | 796                   | 2,327              | 14,580           |
| <b>US</b><br>Retail  | _                | 19             | (1)                | 18             | _                  | _                     | 18                 | 18               |
| Total US   | -                | 19             | (1)                | 18             | -                  | -                     | 18                 | 18               |
|  |                  |                |                    |                |                    |                       |                    |                  |
| Total Investment Products                                  | 57,199           | 25,009         | (19,962)           | 5,047          | (169)              | 1,145                 | 6,023              | 63,222           |
|  | _                |                |                    |                |                    | Market &              | Net                |                  |
|  | Opening<br>FUM   | Gross Inflows  | Redemptions        | Net Inflows    | Other<br>Movements | Currency<br>Movements | Movement<br>In FUM | Closing<br>FUM   |
| 2006   | £m               | £m             | £m                 | £m             | £m                 | £m                    | £m                 | £m               |
| M&G  |                  |                |                    |                |                    |                       |                    |                  |
| Retail<br>Institutional <sup>(5)</sup>                     | 14,627<br>21,568 | 3,561<br>3,234 | (1,825)<br>(1,375) | 1,736<br>1,859 | - 42               | 385<br>(82)           | 2,121<br>1,819     | 16,748<br>23,387 |
| Total M&G  | 36,195           | 6,795          | (3,200)            | 3,595          | 42                 | 303                   | 3,940              | 40,135           |
| Asia <sup>(9)</sup>  |                  |                |                    |                |                    | ·                     |                    | ·                |
| India  | 1,005            | 472            | (371)              | 101            | (63)               | (211)                 | (173)              | 832              |
| Taiwan   | 632              | 530            | (405)              | 125            | - (226)            | (50)                  | 75<br>618          | 707              |
| Korea<br>Japan   | 2,269<br>2,695   | 1,843<br>595   | (871)<br>(523)     | 972<br>72      | (236)              | (118)<br>(256)        | 618<br>(184)       | 2,887<br>2,511   |
| Other Mutual Fund Operations                               | 1,037            | 414            | (286)              | 128            | -                  | (30)                  | 98                 | 1,135            |
| Total Asia Equity/Bond/Other                               | 7,638            | 3,854          | (2,456)            | 1,398          | (299)              | (665)                 | 434                | 8,072            |
| MMF<br>India   | 461              | 4,229          | (3,838)            | 391            | 46                 | 81                    | 518                | 979              |
| Taiwan   | 667              | 779            | (867)              | (88)           | -                  | (31)                  | (119)              | 548              |
| Korea<br>Other Mutual Fund Operations                      | 534<br>143       | 1,065<br>91    | (1,057)            | 8              | (17)               | 4 (8)                 | (5)                | 529<br>134       |
| Total Asian MMF  | 1,805            | 6,164          | (92)<br>(5,854)    | (1)<br>310     | 29                 | 46                    | (9)<br>385         | 2,190            |
|  |                  |                |                    |                |                    |                       |                    |                  |
| Total Asia Retail Mutual Funds                             | 9,443            | 10,018         | (8,310)            | 1,708          | (270)              | (619)                 | 819                | 10,262           |
| Third Party Institutional Mandates                         | 691              | 9              | (8)                | 1              | Ē                  | (19)                  | (18)               | 673              |
|  |                  |                |                    |                |                    |                       |                    |                  |
| <b>Total Asian Investment Operations</b>                   | 10,134           | 10,027         | (8,318)            | 1,709          | (270)              | (638)                 | 801                | 10,935           |
| US   |                  |                |                    |                |                    |                       |                    |                  |
| Retail<br>Total US   | -                | -              | -                  |                | -                  | -                     | -                  |                  |
| lotal US   | -                | -              | -                  | <u> </u>       |                    | -                     | -                  |                  |
| Total Investment Products                                  | 46,329           | 16,822         | (11,518)           | 5,304          | (228)              | (335)                 | 4,741              | 51,070           |
|  |                  |                |                    |                |                    | Market &              | Net                |                  |
|  | Opening          |                |                    |                | Other              | Currency              | Movement           | Closing          |
| 0007 M D. I. C   | FUM              | Gross Inflows  | Redemptions        | Net Inflows    | Movements          | Movements             | In FUM             | FUM              |
| 2007 Movement Relative to 2006 M&G                         | %                | %              | %                  | %              | %                  | %                     | %                  | %                |
| Retail   | 31%              | 26%            | (51%)              | 0%             | -                  | 166%                  | 30%                | 31%              |
| Institutional Total M&G                                    | 19%<br>24%       | (6%)<br>11%    | (2%)               | (13%)<br>(6%)  | (190%)<br>(190%)   | (722%)<br>15%         | (50%)<br>(7%)      | 14%<br>21%       |
|  | 24%              | 11%            | (30%)              | (%)            | (190%)             | 1376                  | (7%)               | 21%              |
| Asia (9)   |                  | 200/           | /F00/\             | (00011         | 340%               | 187%                  | 04501              | ****             |
| India<br>Taiwan  | 28%<br>53%       | 32%<br>98%     | (58%)<br>(52%)     | (63%)<br>246%  | 340%               | 187%<br>274%          | 315%<br>592%       | 100%<br>110%     |
| Korea  | 30%              | (16%)          | (55%)              | (79%)          | 71%                | 346%                  | (31%)              | 17%              |
| Japan<br>Other Mutual Fund Operations                      | 4%<br>42%        | 71%<br>82%     | (7%)<br>(107%)     | 535%<br>25%    | -                  | 84%<br>503%           | 327%<br>172%       | 29%<br>53%       |
| Total Asia Equity/Bond/Other                               | 24%              | 30%            | (51%)              | (8%)           | 123%               | 197%                  | 361%               | 42%              |
| MMF  |                  |                |                    |                |                    |                       |                    |                  |
| India  | 54%              | 146%           | (160%)             | 4%             | (489%)             | 10%                   | (39%)              | 5%               |
| Taiwan<br>Korea  | (30%)<br>14%     | (5%)<br>10%    | 12%<br>(15%)       | 70%<br>(650%)  | (24%)              | 65%<br>(25%)          | 69%<br>(1,140%)    | (22%)            |
| Other Mutual Fund Operations                               | (7%)             | 71%            | (17%)              | 4,900%         |                    | 75%                   | 611%               | 34%              |
| Total Asian MMF  | 6%               | 102%           | (106%)             | 24%            | (790%)             | 72%                   | (32%)              | (0%)             |
| Total Astron Buts II May 177                               | 2.07             | W-07           | (888)              |                | =                  | 0.000                 |                    |                  |
| Total Asian Retail Mutual Funds                            | 21%              | 74%            | (90%)              | (2%)           | 51%                | 216%                  | 176%               | 33%              |
| Third Party Institutional Mandates                         | 22%              | 11%            | (175%)             | (1,300%)       | -                  | 495%                  | 450%               | 34%              |
| -  |                  |                |                    |                |                    | ***                   |                    |                  |
| Total Asian Investment Operations                          | 21%              | 74%            | (90%)              | (3%)           | 51%                | 225%                  | 191%               | 33%              |
| us   |                  |                |                    |                |                    |                       |                    |                  |
| Retail<br>Total US   | -                | -              | -                  | -              | -                  | -                     | -                  |                  |
| 70tai 00   | -                | -              | -                  | -              | -                  | -                     | -                  |                  |
| Total Investment Products                                  | 23%              | 49%            | (73%)              | (5%)           | 26%                | 442%                  | 27%                | 24%              |
|  |                  |                |                    |                |                    | -                     |                    |                  |
|  |                  |                |                    |                |                    | 2007 Q2               | 2006 Q2            |                  |
|  |                  |                |                    |                |                    | YTD                   | YTD                | +/- (%)          |
| US <sup>(7)</sup>  |                  |                |                    |                |                    |                       |                    |                  |
|  |                  |                |                    |                |                    | £m                    | £m                 | (,               |
| Curian Capital   |                  |                |                    |                |                    | £m                    | £m                 |                  |
|  |                  |                |                    |                |                    |                       |                    | 52%              |

# PRUDENTIAL PLC - NEW BUSINESS - QUARTER 2 2007 VERSUS QUARTER 2 2006

# INSURANCE OPERATIONS

|  |               |               |               |               | NCE OPERA     |             |               |               |               |               |                |       |
|--|---------------|---------------|---------------|---------------|---------------|-------------|---------------|---------------|---------------|---------------|----------------|-------|
|  |               | Single        |               |               | Regular       |             |               | Total         |               |               | al Equivalents |       |
|  | Q2 2007<br>£m | Q2 2006<br>£m | +/-(%)        | Q2 2007<br>£m | Q2 2006<br>£m | +/-(%)      | Q2 2007<br>£m | Q2 2006<br>£m | +/-(%)        | Q2 2007<br>£m | Q2 2006<br>£m  | +/-(% |
| UK Insurance Operations                | žiii          | 2.111         |               | LIII          | ŽIII          |             | ž.III         | 2.111         |               | žiii          | ZIII           |       |
| Product Summary                        |               |               |               |               |               |             |               |               |               |               |                |       |
| Internal Vesting annuities             | 362           | 361           | 0%            |               | -             | -           | 362           | 361           | 0%            | 36            | 36             | 0'    |
| Direct and Partnership Annuities       | 226           | 170           | 33%           | -             | -             | -           | 226           | 170           | 33%           | 23            | 17             | 35    |
| Intermediated Annuities                | 150           | 115           | 30%           | -             | -             | -           | 150           | 115           | 30%           | 15            | 12             | 25    |
| Total Individual Annuities             | 738           | 646           | 14%           | -             | -             | -           | 738           | 646           | 14%           | 74            | 65             | 14    |
| Equity Release                         | 33            | 21            | 57%           | -             | -             | -           | 33            | 21            | 57%           | 3             | 2              | 50    |
| Individual Pensions                    | 9             | 7             | 29%           | -             | -             | -           | 9             | 7             | 29%           | 1             | 1              | 0     |
| Corporate Pensions                     | 22            | 22            | 0%            | 24            | 23            | 4%          | 46            | 45            | 2%            | 26            | 25             | 4     |
| Unit Linked Bonds                      | 67            | 98            | (32%)         | -             | -             | -           | 67            | 98            | (32%)         | 7             | 10             | (30   |
| With-Profit Bonds                      | 58            | 25            | 132%          | -             | -             | -           | 58            | 25            | 132%          | 6             | 3              | 100   |
| Protection                             | -             | 2             | -             | 1             | 3             | (67%)       | 1             | 5             | (80%)         | 1             | 3              | (679  |
| Offshore Products                      | 78            | 170           | (54%)         | 1             | -             | -           | 79            | 170           | (54%)         | 9             | 17             | (479  |
| Total Retail Retirement                | 1,005         | 991           | 1%            | 26            | 26            | 0%          | 1,031         | 1,017         | 1%            | 127           | 125            | 2     |
| Corporate Pensions                     | 64            | 49            | 31%           | 32            | 25            | 28%         | 96            | 74            | 30%           | 38            | 30             | 27    |
| Other Products                         | 51            | 69            | (26%)         | 7             | 7             | 0%          | 58            | 76            | (24%)         | 12            | 14             | (149  |
| DWP Rebates                            |               | -             | -             | -             | -             | -           |               | -             | -             |               | -              |       |
| Total Mature Life and Pensions         | 115           | 118           | (3%)          | 39            | 32            | 22%         | 154           | 150           | 3%            | 51            | 44             | 16    |
| Total Retail                           | 1,120         | 1,109         | 1%            | 65            | 58            | 12%         | 1,185         | 1,167         | 2%            | 177           | 169            | 5     |
| Wholesale Annuities                    |               | 614           |               |               |               |             |               | 614           |               |               | 61             |       |
|  | 35            |               | (94%)         | -             | -             | -           | 35            |               | (94%)         | 4             |                | (93   |
| Credit Life                            | 5             | 157           | (97%)         | -             | -             | -           | 5             | 157           | (97%)         | 1             | 16             | (949  |
| Total UK Insurance Operations          | 1,160         | 1,880         | (38%)         | 65            | 58            | 12%         | 1,225         | 1,938         | (37%)         | 181           | 246            | (26   |
| Channel Summary                        |               |               |               |               |               |             |               |               |               |               |                |       |
| Direct and Partnership                 | 561           | 553           | 1%            | 59            | 51            | 16%         | 620           | 604           | 3%            | 115           | 106            | 8     |
| Intermediated                          | 559           | 556           | 1%            | 6             | 7             | (14%)       | 565           | 563           | 0%            | 62            | 63             | (29   |
| Wholesale                              | 40            | 771           | (95%)         | -             | -             | -           | 40            | 771           | (95%)         | 4             | 77             | (95)  |
| Sub-Total                              | 1,160         | 1,880         | (38%)         | 65            | 58            | 12%         | 1,225         | 1,938         | (37%)         | 181           | 246            | (26   |
| DWP Rebates                            | -             | -             | -             | -             | -             | -           | -             | -             | -             |               | -              |       |
| Total UK Insurance Operations          | 1,160         | 1,880         | (38%)         | 65            | 58            | 12%         | 1,225         | 1,938         | (37%)         | 181           | 246            | (26   |
| US Insurance Operations <sup>(8)</sup> |               |               |               |               |               |             |               |               |               |               |                |       |
| Fixed Annuities                        |               | 164           | (40()         |               |               |             |               | 164           | (40()         |               | 16             |       |
| Fixed Annuities Fixed Index Annuities  | 157<br>111    | 160           | (4%)<br>(31%) | -             | -             | -           | 157<br>111    | 164           | (4%)<br>(31%) | 16<br>11      | 16             | (319  |
| Variable Annuities                     | 1,193         | 994           | 20%           |               | -             | -           | 1,193         | 994           | 20%           | 119           | 99             | 20    |
| Life                                   | 1             | 2             | (50%)         | 5             | 4             | 25%         | 6             | 6             | 0%            | 5             | 4              | 25    |
| Sub-Total Retail                       | 1,462         | 1,320         | 11%           | 5             | 4             | 25%         | 1,467         | 1,324         | 11%           | 151           | 136            | 11    |
| Guaranteed Investment Contracts        | 1             | 37            | (97%)         | -             | -             | -           | 1             | 37            | (97%)         | -             | 4              |       |
| GIC - Medium Term Note                 | 200           | 164           | 22%           |               |               |             | 200           | 164           | 22%           | 20            | 16             | 25    |
| Total US Insurance Operations          | 1,663         | 1,521         | 9%            | 5             | 4             | 25%         | 1,668         | 1,525         | 9%            | 171           | 156            | 10    |
| Asian Insurance Operations (8)         |               |               |               |               |               |             |               |               |               |               |                |       |
| China                                  | 13            | 6             | 117%          | 9             | 8             | 13%         | 22            | 14            | 57%           | 10            | 9              | 1     |
| Hong Kong                              | 97            | 73            | 33%           | 28            | 22            | 27%         | 125           | 95            | 32%           | 38            | 29             | 31    |
| India (6)                              | 4             | 3             | 33%           | 25            | 23            | 9%          | 29            | 26            | 12%           | 25            | 23             | 1     |
| Indonesia                              | 19            | 7             | 171%          | 23            | 17            | 35%         | 42            | 24            | 75%           | 25            | 18             | 39    |
| Japan                                  | 22<br>45      | 13<br>28      | 69%<br>61%    | 4<br>61       | 1<br>51       | 300%<br>20% | 26<br>106     | 14<br>79      | 86%<br>34%    | 6<br>66       | 2<br>54        | 20    |
| Korea<br>Malaysia                      | 45<br>7       | 28<br>1       | 61%<br>600%   | 61<br>18      | 51<br>17      | 20%<br>6%   | 106<br>25     | 79<br>18      | 34%<br>39%    | 66<br>19      | 54<br>17       | 1:    |
| Singapore                              | 203           | 117           | 74%           | 15            | 15            | 0%          | 25<br>218     | 132           | 65%           | 35            | 27             | 3     |
| Taiwan                                 | 203           | 16            | 69%           | 103           | 32            | 222%        | 130           | 48            | 171%          | 106           | 34             | 21    |
| Other <sup>(4)</sup>                   |               | 4             | 50%           | 12            | 9             | 33%         | 18            | 13            | 38%           | 13            | 9              | 4     |
| Total Asian Insurance Operations       | 443           | 268           | 65%           | 298           | 195           | 53%         | 741           | 463           | 60%           | 342           | 222            | 5     |
|  |               |               |               |               |               |             |               |               |               |               |                |       |
| Group Total                            | 3,266         | 3,669         | (11%)         | 368           | 257           | 43%         | 3,634         | 3,926         | (7%)          | 695           | 624            | 11    |

|                           |                              | Opening<br>FUM<br>£m | Gross Inflows<br>£m | Redemptions<br>£m | Net Inflows<br>£m | Other<br>Movements<br>£m | Market &<br>Currency<br>Movements<br>£m | Net<br>Movement<br>In FUM<br>£m | Closing<br>FUM<br>£m |
|---------------------------|------------------------------|----------------------|---------------------|-------------------|-------------------|--------------------------|---|---------------------------------|----------------------|
| M&G <sup>(5)</sup>        | Q2 2007                      | 46,125               | 4,236               | (2,236)           | 2,000             | 43                       | 456                                     | 2,499                           | 48,624               |
|                           | Q2 2006                      | 39,669               | 3,880               | (2,029)           | 1,851             | (8)                      | (1,377)                                 | 466                             | 40,135               |
| Asia Retail Mutual Funds  | +/-(%)                       | 16%                  | 9%                  | (10%)             | 8%                | 638%                     | 133%                                    | 436%                            | 21%                  |
|                           | Q2 2007                      | 12,003               | 10,311              | (9,250)           | 1,061             | (63)                     | 676                                     | 1,674                           | 13,677               |
|                           | Q2 2006                      | 10,172               | 5,616               | (4,417)           | 1,199             | (143)                    | (966)                                   | 90                              | 10,262               |
| Asia Third Party          | +/-(%)                       | 18%                  | 84%                 | (109%)            | (12%)             | 56%                      | 170%                                    | 1,760%                          | 33%                  |
|                           | Q2 2007                      | 835                  | 5                   | (4)               | 1                 | -                        | 67                                      | 68                              | 903                  |
|                           | Q2 2006                      | 732                  | 4                   | (3)               | 1                 | -                        | (60)                                    | (59)                            | 673                  |
| US Retail Mutual Funds    | +/-(%)<br>Q2 2007<br>Q2 2006 | 14%<br>5<br>-        | 25%<br>15<br>-      | (33%)<br>(1)      | 0%<br>14<br>-     | -<br>-<br>-              | 212%                                    | 215%<br>13<br>-                 | 34%<br>18            |
|                           | +/-(%)                       | -                    | -                   | -                 | -                 | -                        | -                                       | -                               | -                    |
| Total Investment Products | Q2 2007                      | 58,968               | 14,567              | (11,491)          | 3,076             | (20)                     | 1,198                                   | 4,254                           | 63,222               |
|                           | Q2 2006                      | 50,573               | 9,500               | (6,449)           | 3,051             | (151)                    | (2,403)                                 | 497                             | 51,070               |
|                           | +/-(%)                       | 17%                  | 53%                 | (78%)             | 1%                | 87%                      | 150%                                    | 756%                            | 24%                  |

# PRUDENTIAL PLC - NEW BUSINESS - QUARTER 2 2007 VERSUS QUARTER 1 2007

# INSURANCE OPERATIONS

|  |           | Single       |              |         | Regular  |              |           | Total        |              | A        | al Equivalents | (3)          |
|--|-----------|--------------|--------------|---------|----------|--------------|-----------|--------------|--------------|----------|----------------|--------------|
|  | Q2 2007   | Q 1 2007     | +/-(%)       | Q2 2007 | Q 1 2007 | +/-(%)       | Q2 2007   | Q 1 2007     | +/-(%)       | Q2 2007  | Q 1 2007       | +/-(%)       |
|  | £m        | £m           | . ,          | £m      | £m       |              | £m        | £m           |              | £m       | £m             |              |
| UK Insurance Operations                          |           |              |              |         |          |              |           |              |              |          |                |              |
| Product Summary                                  |           |              |              |         |          |              |           |              |              |          |                |              |
| Internal Vesting annuities                       | 362       | 325          | 11%          | -       | -        | -            | 362       | 325          | 11%          | 36       | 33             | 9%           |
| Direct and Partnership Annuities                 | 226       | 205          | 10%          | -       | -        | -            | 226       | 205          | 10%          | 23       | 21             | 10%          |
| Intermediated Annuities                          | 150       | 132          | 14%          | -       | -        | -            | 150       | 132          | 14%          | 15       | 13             | 15%          |
| Total Individual Annuities                       | 738       | 662          | 11%          | -       | -        | -            | 738       | 662          | 11%          | 74       | 66             | 12%          |
| Equity Release                                   | 33        | 34           | (3%)         |         | _        | _            | 33        | 34           | (3%)         | 3        | 3              | 0%           |
| Individual Pensions                              | 9         | 9            | 0%           | -       | -        | -            | 9         | 9            | 0%           | 1        | 1              | 0%           |
| Corporate Pensions                               | 22        | 85           | (74%)        | 24      | 18       | 33%          | 46        | 103          | (55%)        | 26       | 27             | (4%)         |
| Unit Linked Bonds                                | 67        | 71           | (6%)         |         |          | -            | 67        | 71           | (6%)         | 7        | 7              | 0%           |
| With-Profit Bonds                                | 58        | 56           | 4%           | -       | -        | _            | 58        | 56           | 4%           | 6        | 6              | 0%           |
| Protection                                       | -         | -            | -            | 1       | 1        | 0%           | 1         | 1            | 0%           | 1        | 1              | 0%           |
| Offshore Products                                | 78        | 127          | (39%)        | 1       | 1        | 0%           | 79        | 128          | (38%)        | 9        | 14             | (36%)        |
| Total Retail Retirement                          | 1,005     | 1,044        | (4%)         | 26      | 20       | 30%          | 1,031     | 1,064        | (3%)         | 127      | 124            | 2%           |
|  |           |              |              |         |          |              |           |              |              |          |                |              |
| Corporate Pensions Other Products                | 64<br>51  | 46<br>49     | 39%<br>4%    | 32<br>7 | 28<br>6  | 14%<br>17%   | 96<br>58  | 74<br>55     | 30%<br>5%    | 38<br>12 | 33<br>11       | 15%<br>9%    |
| DWP Rebates                                      | 51        | 49<br>129    | 4%           | 7       | ь        | 17%          | 56        | 129          | 5%           | 12       | 11<br>13       | 9%           |
| Total Mature Life and Pensions                   | 115       | 224          | (49%)        | 39      | 34       | 15%          | 154       | 258          | (40%)        | 51       | 56             | (9%)         |
|  |           | ***          | (4570)       | 39      | V-1      | 1070         | 104       | 200          | (4070)       | 01       |                | (378)        |
| Total Retail                                     | 1,120     | 1,268        | (12%)        | 65      | 54       | 20%          | 1,185     | 1,322        | (10%)        | 177      | 181            | (2%)         |
| Wholesale Annuities                              | 35        | 3            | 1,067%       |         | -        | _            | 35        | 3            | 1,067%       | 4        | -              | _            |
| Credit Life                                      | 5         | 10           | (50%)        | -       | -        |              | 5         | 10           | (50%)        | 1        | 1              | 0%           |
| Orodic Ello                                      | 3         | 10           | (5070)       |         | _        |              |           |              | (50 70)      |          | •              | 070          |
| Total UK Insurance Operations                    | 1,160     | 1,281        | (9%)         | 65      | 54       | 20%          | 1,225     | 1,335        | (8%)         | 181      | 182            | (1%)         |
| Channel Summary                                  |           |              |              |         |          |              |           |              |              |          |                |              |
|  |           | 500          | (50()        |         | 4-7      | 000/         |           | 227          | (00()        |          | 400            | 00/          |
| Direct and Partnership<br>Intermediated          | 561       | 590<br>549   | (5%)         | 59      | 47       | 26%          | 620       | 637<br>556   | (3%)         | 115      | 106<br>62      | 8%           |
| Wholesale  | 559<br>40 | 13           | 2%<br>208%   | 6       | 7        | (14%)        | 565<br>40 | 13           | 2%<br>208%   | 62<br>4  | 1              | 0%<br>300%   |
| Sub-Total  | 1,160     | 1,152        | 1%           | 65      | 54       | 20%          | 1,225     | 1,206        | 2%           | 181      | 169            | 7%           |
| DWP Rebates                                      |           | 129          |              |         |          |              |           | 129          |              | _        | 13             |              |
| Total UK Insurance Operations                    | 1,160     | 1,281        | (9%)         | 65      | 54       | 20%          | 1,225     | 1,335        | (8%)         | 181      | 182            | (1%)         |
| Total OK Insurance Operations                    | 1,160     | 1,201        | (9%)         | 65      | - 04     | 20%          | 1,225     | 1,333        | (0%)         | 101      | 102            | (176)        |
| US Insurance Operations (8)                      |           |              |              |         |          |              |           |              |              |          |                |              |
| Fixed Annuities                                  | 157       | 134          | 17%          | -       | -        | -            | 157       | 134          | 17%          | 16       | 13             | 23%          |
| Fixed Index Annuities                            | 111       | 109          | 2%           | -       | -        | -            | 111       | 109          | 2%           | 11       | 11             | 0%           |
| Variable Annuities                               | 1,193     | 1,050        | 14%          | -       | -        | -            | 1,193     | 1,050        | 14%          | 119      | 105            | 13%          |
| Life<br>Sub-Total Retail                         | 1         | 1,295        | (50%)        | 5       | 4        | 25%          | 6         | 1,299        | 0%           | 5        | 134            | 25%          |
| Sub-Total Retail Guaranteed Investment Contracts | 1,462     | 1,295<br>132 | 13%<br>(99%) | 5       | 4        | 25%          | 1,467     | 1,299<br>132 | 13%<br>(99%) | 151      | 134<br>13      | 13%          |
| GIC - Medium Term Note                           | 1<br>200  | 132<br>335   | (40%)        | -       | -        |              | 1<br>200  | 132<br>335   | (40%)        | 20       | 13<br>34       | (41%)        |
| Total US Insurance Operations                    | 1,663     | 1,762        | (6%)         | 5       | 4        | 25%          | 1,668     | 1,766        | (6%)         | 171      | 180            | (5%)         |
|  |           |              | , ,          |         |          |              |           |              |              |          |                |              |
| Asian Insurance Operations (8)                   |           |              |              |         |          |              |           |              |              |          |                |              |
| China  | 13        | 6            | 117%         | 9       | 11       | (18%)        | 22        | 17           | 29%          | 10       | 12             | (17%)        |
| Hong Kong  | 97        | 102          | (5%)         | 28      | 26       | 8%           | 125       | 128          | (2%)         | 38       | 36             | 6%           |
| India <sup>(9)</sup>                             | 4         | 12           | (67%)        | 25      | 56       | (55%)        | 29        | 68           | (57%)        | 25       | 57             | (56%)        |
| Indonesia  | 19        | 16           | 19%          | 23      | 20<br>7  | 15%          | 42        | 36<br>27     | 17%          | 25       | 22             | 14%          |
| Japan<br>Korea                                   | 22<br>45  | 30<br>27     | (27%)<br>67% | 4<br>61 | 7<br>52  | (43%)<br>17% | 26<br>106 | 37<br>79     | (30%)<br>34% | 6<br>66  | 10<br>55       | (40%)<br>20% |
| Malaysia   | 7         | 2            | 250%         | 18      | 14       | 29%          | 25        | 16           | 56%          | 19       | 14             | 36%          |
| Singapore  | 203       | 103          | 97%          | 15      | 15       | 0%           | 218       | 118          | 85%          | 35       | 25             | 40%          |
| Taiwan   | 27        | 36           | (25%)        | 103     | 33       | 212%         | 130       | 69           | 88%          | 106      | 37             | 186%         |
| Other (4)  |           | 7            | (14%)        | 12      | 9        | 33%          | 18        | 16           | 13%          | 13       | 10             | 30%          |
| Total Asian Insurance Operations                 | 443       | 341          | 30%          | 298     | 243      | 23%          | 741       | 584          | 27%          | 342      | 277            | 23%          |
|  |           |              |              |         |          |              |           |              |              |          |                |              |
| Group Total                                      | 3,266     | 3,384        | (3%)         | 368     | 301      | 22%          | 3,634     | 3,685        | (1%)         | 695      | 639            | 9%           |
|  |           |              |              |         |          |              |           |              |              |          |                |              |

|                           |                              | Opening<br>FUM<br>£m   | Gross Inflows<br>£m           | Redemptions<br>£m            | Net Inflows<br>£m     | Other<br>Movements<br>£m   | Market &<br>Currency<br>Movements<br>£m | Net<br>Movement<br>In FUM<br>£m | Closing<br>FUM<br>£m   |
|---------------------------|------------------------------|------------------------|-------------------------------|------------------------------|-----------------------|----------------------------|---|---------------------------------|------------------------|
| M&G <sup>(5)</sup>        | Q2 2007<br>Q1 2007           | 46,125<br>44,946       | 4,236<br>3,283                | (2,236)<br>(1,916)           | 2,000<br>1,367        | 43<br>(81)                 | 456<br>(107)                            | 2,499<br>1,179                  | 48,624<br>46,125       |
| Asia Retail Mutual Funds  | +/-(%)<br>Q2 2007<br>Q1 2007 | 12,003<br>11,413       | 29%<br>10,311<br>7,150<br>44% | (17%)<br>(9,250)<br>(6,537)  | 46%<br>1,061<br>613   | 153%<br>(63)<br>(68)<br>7% | 526%<br>676<br>45<br>1,402%             | 112%<br>1,674<br>590            | 5%<br>13,677<br>12,003 |
| Asia Third Party          | +/-(%)<br>Q2 2007<br>Q1 2007 | 835<br>840             | 5<br>5                        | (42%)<br>(4)<br>(18)<br>78%  | 73%<br>1<br>(13)      |                            | 67<br>8                                 | 184%<br>68<br>(5)               | 14%<br>903<br>835      |
| US Retail Mutual Funds    | +/-(%)<br>Q2 2007<br>Q1 2007 | 5                      | 0%<br>15<br>4                 | /8%<br>(1)                   | 108%<br>14<br>4       | -                          | 738%<br>(1)<br>1                        | 1,460%<br>13<br>5               | 8%<br>18<br>5          |
|                           | +/-(%)                       | -                      | 275%                          | -                            | 250%                  | -                          | (200%)                                  | 160%                            | 260%                   |
| Total Investment Products | Q2 2007<br>Q1 2007<br>+/-(%) | 58,968<br>57,199<br>3% | 14,567<br>10,442<br>40%       | (11,491)<br>(8,471)<br>(36%) | 3,076<br>1,971<br>56% | (20)<br>(149)<br>87%       | 1,198<br>(53)<br>2,360%                 | 4,254<br>1,769<br>140%          | 63,222<br>58,968<br>7% |

# TOTAL INSURANCE AND INVESTMENT NEW BUSINESS

|  | uk             |                |              |               | US <sup>(1a)</sup> Asia <sup>(1a)</sup> |        |                 |               | Total      |                 |                 |             |
|--|----------------|----------------|--------------|---------------|---|--------|-----------------|---------------|------------|-----------------|-----------------|-------------|
|  | HY 2007<br>£m  | HY 2006<br>£m  | +/-(%)       | HY 2007<br>£m | HY 2006<br>£m                           | +/-(%) | HY 2007<br>£m   | HY 2006<br>£m | +/-(%)     | HY 2007<br>£m   | HY 2006<br>£m   | +/-(%)      |
| Total Insurance Products  Total Investment Products Gross Inflows <sup>(2)</sup> | 2,560<br>7,519 | 3,985<br>6,795 | (36%)<br>11% | 3,434<br>19   | 2,866                                   | 20%    | 1,325<br>17,471 | 850<br>9,384  | 56%<br>86% | 7,319<br>25,009 | 7,701<br>16,179 | (5%)<br>55% |
| Total investment Froducts Gloss fillows  | 10,079         | 10,780         | (7%)         | 3,453         | 2,866                                   | 20%    | 18,796          | 10,234        | 84%        | 32,328          | 23,880          | 35%         |

|   |               |                |              | INSUR         | ANCE OPER     | ATIONS     |               |                |                |               |                |              |
|---|---------------|----------------|--------------|---------------|---------------|------------|---------------|----------------|----------------|---------------|----------------|--------------|
|   |               | Single         |              |               | Regular       |            |               | Total          |                |               | PVNBP (3)      |              |
|   | HY 2007<br>£m | HY 2006<br>£m  | +/-(%)       | HY 2007<br>£m | HY 2006<br>£m | +/-(%)     | HY 2007<br>£m | HY 2006<br>£m  | +/-(%)         | HY 2007<br>£m | HY 2006<br>£m  | +/-(%)       |
| UK Insurance Operations                                   |               |                |              |               |               |            |               |                |                |               |                |              |
| Product Summary   |               |                |              |               |               |            |               |                |                |               |                |              |
| Internal Vesting annuities                                | 687           | 615            | 12%          |               | -             |            | 687           | 615            | 12%            | 687           | 615            | 12%          |
| Direct and Partnership Annuities                          | 431           | 273            | 58%          | -             | -             | -          | 431           | 273            | 58%            | 431           | 273            | 58%          |
| Intermediated Annuities                                   | 282           | 247            | 14%          |               | -             |            | 282           | 247            | 14%            | 282           | 247            | 14%          |
| Total Individual Annuities                                | 1,400         | 1,135          | 23%          |               | -             |            | 1,400         | 1,135          | 23%            | 1,400         | 1,135          | 23%          |
|   |               |                |              |               |               |            |               |                |                |               |                |              |
| Equity Release  | 67            | 30             | 123%         | -             | -             | -          | 67            | 30             | 123%           | 67            | 30             | 123%         |
| Individual Pensions                                       | 18            | 10             | 80%          | -             | -             | -          | 18            | 10             | 80%            | 20            | 10             | 100%         |
| Corporate Pensions  | 107           | 35             | 206%         | 42            | 32            | 31%        | 149           | 67             | 122%           | 296           | 124            | 139%         |
| Unit Linked Bonds   | 138           | 213            | (35%)        | -             | -             | -          | 138           | 213            | (35%)          | 138           | 213            | (35%)        |
| With-Profit Bonds   | 114           | 54             | 111%         | -             | -             | -          | 114           | 54             | 111%           | 114           | 54             | 111%         |
| Protection  | -             | 2              | -            | 2             | 6             | (67%)      | 2             | 8              | (75%)          | 14            | 21             | (33%)        |
| Offshore Products   | 205           | 361            | (43%)        | 2             | -             | -          | 207           | 361            | (43%)          | 215           | 361            | (40%)        |
| Total Retail Retirement                                   | 2,049         | 1,840          | 11%          | 46            | 38            | 21%        | 2,095         | 1,878          | 12%            | 2,264         | 1,948          | 16%          |
| Corporate Pensions  | 110           | 165            | (33%)        | 60            | 44            | 36%        | 170           | 209            | (19%)          | 314           | 350            | (10%)        |
| Other Products  | 100           | 134            | (25%)        | 13            | 13            | 0%         | 113           | 147            | (23%)          | 145           | 175            | (17%)        |
| DWP Rebates   | 129           | 161            | (20%)        | -             | _             | -          | 129           | 161            | (20%)          | 129           | 161            | (20%)        |
| Total Mature Life and Pensions                            | 339           | 460            | (26%)        | 73            | 57            | 28%        | 412           | 517            | (20%)          | 588           | 686            | (14%)        |
| Total Retail  | 2,388         | 2,300          | 4%           | 119           | 95            | 25%        | 2,507         | 2,395          | 5%             | 2,852         | 2,634          | 8%           |
| Wholesale Annuities                                       | 38            | 1,278          | (97%)        | -             | -             | -          | 38            | 1,278          | (97%)          | 38            | 1,278          | (97%)        |
| Credit Life   | 15            | 312            | (95%)        |               |               |            | 15            | 312            | (95%)          | 15            | 312            | (95%)        |
|   |               |                |              |               |               |            |               |                |                |               |                |              |
| Total UK Insurance Operations                             | 2,441         | 3,890          | (37%)        | 119           | 95            | 25%        | 2,560         | 3,985          | (36%)          | 2,905         | 4,224          | (31%)        |
| Channel Summary   |               |                |              |               |               |            |               |                |                |               |                |              |
| Direct and Partnership                                    | 1,151         | 993            | 16%          | 106           | 81            | 31%        | 1,257         | 1,074          | 17%            | 1,567         | 1,288          | 22%          |
| Intermediated   | 1,108         | 1,146          | (3%)         | 13            | 14            | (7%)       | 1,121         | 1,160          | (3%)           | 1,156         | 1,185          | (2%)         |
| Wholesale<br>Sub-Total                                    | 53<br>2,312   | 1,590<br>3,729 | (97%)        | 119           | 95            | 25%        | 53<br>2,431   | 1,590<br>3,824 | (97%)<br>(36%) | 53<br>2,776   | 1,590<br>4,063 | (97%)        |
| DWP Rebates   |               |                |              |               |               |            |               |                |                |               |                |              |
|   | 129           | 161            | (20%)        | -             | -             | -          | 129           | 161            | (20%)          | 129           | 161            | (20%)        |
| Total UK Insurance Operations                             | 2,441         | 3,890          | (37%)        | 119           | 95            | 25%        | 2,560         | 3,985          | (36%)          | 2,905         | 4,224          | (31%)        |
| US Insurance Operations <sup>(1a)</sup>                   |               |                |              |               |               |            |               |                |                |               |                |              |
| Fixed Annuities   | 291           | 284            | 2%           | -             | -             | -          | 291           | 284            | 2%             | 291           | 284            | 2%           |
| Fixed Index Annuities                                     | 220           | 266            | (17%)        | -             | -             | -          | 220           | 266            | (17%)          | 220           | 266            | (17%)        |
| Variable Annuities  | 2,243         | 1,715          | 31%          | -             | -             | -          | 2,243         | 1,715          | 31%            | 2,243         | 1,715          | 31%          |
| Life  | 3             | 4              | (25%)        | 9             | 8             | 13%        | 12            | 12             | 0%             | 68            | 61             | 11%          |
| Sub-Total Retail  | 2,757<br>133  | 2,269          | 22%<br>(53%) | 9             | 8             | 13%        | 2,766         | 2,277<br>282   | 21%<br>(53%)   | 2,822<br>133  | 2,326          | 21%<br>(53%) |
| Guaranteed Investment Contracts<br>GIC - Medium Term Note | 133<br>535    | 282<br>307     | (53%)<br>74% | -             | -             | -          | 133<br>535    | 307            | (53%)<br>74%   | 133<br>535    | 282<br>307     | (53%)<br>74% |
| Total US Insurance Operations                             | 3,425         | 2,858          | 20%          | 9             | 8             | 13%        | 3,434         | 2,866          | 20%            | 3,490         | 2,915          | 20%          |
|   |               |                |              |               |               |            |               |                |                |               |                |              |
| Asian Insurance Operations <sup>(1a)</sup>                |               |                |              |               |               |            |               |                |                |               |                |              |
| China   | 19            | 16             | 19%          | 20            | 12            | 67%        | 39            | 28             | 39%            | 112           | 83             | 35%          |
| Hong Kong   | 199           | 125            | 59%          | 54            | 38            | 42%        | 253           | 163            | 55%            | 493           | 325            | 52%          |
| India (6)   | 16            | 10             | 60%          | 81            | 53            | 53%        | 97            | 63             | 54%            | 340           | 169            | 101%         |
| Indonesia   | 35            | 10             | 250%         | 43            | 29            | 48%        | 78            | 39             | 100%           | 178           | 108            | 65%          |
| Japan   | 52            | 20             | 160%         | 11            | 1             | 1,000%     | 63            | 21             | 200%           | 97            | 26             | 273%         |
| Korea   | 72            | 54             | 33%          | 113           | 97            | 16%        | 185           | 151            | 23%            | 608           | 461            | 32%          |
| Malaysia  | 9             | 2              | 350%         | 32            | 30            | 7%         | 41            | 32             | 28%            | 186           | 179            | 4%           |
| Singapore   | 306           | 196            | 56%          | 30            | 28            | 7%         | 336<br>199    | 224            | 50%            | 484           | 373            | 30%          |
| Taiwan  | 63            | 41             | 54%          | 136           | 66            | 106%       |               | 107            | 86%<br>55%     | 711           | 373            | 91%<br>20%   |
| Other <sup>(4)</sup> Total Asian Insurance Operations     | 13<br>784     | 6<br>480       | 117%<br>63%  | 21<br>541     | 16<br>370     | 31%<br>46% | 34<br>1,325   | 22<br>850      | 55%<br>56%     | 77<br>3,286   | 64<br>2,161    | 20%<br>52%   |
| •   |               |                |              |               |               |            |               |                |                |               | -              |              |
| Group Total   | 6,650         | 7,228          | (8%)         | 669           | 473           | 41%        | 7,319         | 7,701          | (5%)           | 9,681         | 9,300          | 4%           |
|   |               |                |              |               |               |            |               |                |                |               |                |              |

# TOTAL INSURANCE AND INVESTMENT NEW BUSINESS

|  | UK              |                 |             |               | US (1b)       | US <sup>(1b)</sup> Asia <sup>(1b)</sup> |                  |                  |            | Total            |                  |            |
|--|-----------------|-----------------|-------------|---------------|---------------|---|------------------|------------------|------------|------------------|------------------|------------|
|  | HY 2007<br>£m   | HY 2006<br>£m   | +/-(%)      | HY 2007<br>£m | HY 2006<br>£m | +/-(%)                                  | HY 2007<br>£m    | HY 2006<br>£m    | +/-(%)     | HY 2007<br>£m    | HY 2006<br>£m    | +/-(%)     |
| Total Insurance Products                               | 2,560           | 3,985           | (36%)       | 3,434         | 3,154         | 9%                                      | 1,325            | 915              | 45%        | 7,319            | 8,054            | (9%)       |
| Total Investment Products Gross Inflows <sup>(2)</sup> | 7,519<br>10,079 | 6,795<br>10,780 | 11%<br>(7%) | 19<br>3,453   | 3,154         | 9%                                      | 17,471<br>18,796 | 10,027<br>10,942 | 74%<br>72% | 25,009<br>32,328 | 16,822<br>24,876 | 49%<br>30% |

|  |                |               |              | INSUR         | ANCE OPER     | ATIONS     |               |                       |             |                |                |             |
|--|----------------|---------------|--------------|---------------|---------------|------------|---------------|-----------------------|-------------|----------------|----------------|-------------|
|  |                | Single        |              |               | Regular       |            |               | Total                 |             |                | PVNBP (3)      |             |
|  | HY 2007<br>£m  | HY 2006<br>£m | +/-(%)       | HY 2007<br>£m | HY 2006<br>£m | +/-(%)     | HY 2007<br>£m | HY 2006<br>£m         | +/-(%)      | HY 2007<br>£m  | HY 2006<br>£m  | +/-(%)      |
| UK Insurance Operations                    |                |               |              |               |               |            |               |                       |             |                |                |             |
| Product Summary                            |                |               |              |               |               |            |               |                       |             | Ì              |                |             |
| Internal Vesting annuities                 | 687            | 615           | 12%          |               | -             |            | 687           | 615                   | 12%         | 687            | 615            | 12%         |
| Direct and Partnership Annuities           | 431            | 273           | 58%          | _             | _             | _          | 431           | 273                   | 58%         | 431            | 273            | 58%         |
| Intermediated Annuities                    | 282            | 247           | 14%          | _             | -             | -          | 282           | 247                   | 14%         | 282            | 247            | 14%         |
| Total Individual Annuities                 | 1,400          | 1,135         | 23%          | -             | -             | -          | 1,400         | 1,135                 | 23%         | 1,400          | 1,135          | 23%         |
| Equity Release                             | 67             | 30            | 123%         | _             |               |            | 67            | 30                    | 123%        | 67             | 30             | 123%        |
| Individual Pensions                        | 18             | 10            | 80%          | _             | _             | _          | 18            | 10                    | 80%         | 20             | 10             | 100%        |
| Corporate Pensions                         | 107            | 35            | 206%         | 42            | 32            | 31%        | 149           | 67                    | 122%        | 296            | 124            | 139%        |
| Unit Linked Bonds                          | 138            | 213           | (35%)        | _             |               | -          | 138           | 213                   | (35%)       | 138            | 213            | (35%)       |
| With-Profit Bonds                          | 114            | 54            | 111%         | _             | _             | _          | 114           | 54                    | 111%        | 114            | 54             | 111%        |
| Protection                                 |                | 2             |              | 2             | 6             | (67%)      | 2             | 8                     | (75%)       | 14             | 21             | (33%)       |
| Offshore Products                          | 205            | 361           | (43%)        | 2             | ·             | (07 70)    | 207           | 361                   | (43%)       | 215            | 361            | (40%)       |
| Total Retail Retirement                    | 2,049          | 1,840         | 11%          | 46            | 38            | 21%        | 2,095         | 1,878                 | 12%         | 2,264          | 1,948          | 16%         |
| Corporate Pensions                         | 110            | 165           | (33%)        | 60            | 44            | 36%        | 170           | 209                   | (19%)       | 314            | 350            | (10%)       |
| Other Products                             | 100            | 134           | (25%)        | 13            | 13            | 0%         | 113           | 147                   | (23%)       | 145            | 175            | (17%)       |
| DWP Rebates                                | 129            | 161           | (20%)        | -             | -             | -          | 129           | 161                   | (20%)       | 129            | 161            | (20%)       |
| Total Mature Life and Pensions             | 339            | 460           | (26%)        | 73            | 57            | 28%        | 412           | 517                   | (20%)       | 588            | 686            | (14%)       |
| Total Retail                               | 2,388          | 2,300         | 4%           | 119           | 95            | 25%        | 2,507         | 2,395                 | 5%          | 2,852          | 2,634          | 8%          |
| Wholesale Annuities                        | 38             | 1,278         | (97%)        |               |               | -          | 38            | 1,278                 | (97%)       | 38             | 1,278          | (97%)       |
| Credit Life                                | 15             | 312           | (95%)        |               |               |            | 15            | 312                   | (95%)       | 15             | 312            | (95%)       |
| Total UK Insurance Operations              | 2,441          | 3.890         | (37%)        | 119           | 95            | 25%        | 2,560         | 3,985                 | (36%)       | 2,905          | 4,224          | (31%)       |
| •  |                | 0,000         | (0,70)       |               |               | 2070       | 2,000         | 0,000                 | (0070)      |                | 1,221          | (0170)      |
| Channel Summary                            | 4.454          | 993           | 16%          | 400           | 81            | 31%        | 1,257         | 4.074                 | 17%         | 4.507          | 4 200          | 22%         |
| Direct and Partnership<br>Intermediated    | 1,151<br>1,108 | 1,146         | (3%)         | 106<br>13     | 14            | (7%)       | 1,121         | 1,074<br>1,160        | (3%)        | 1,567<br>1,156 | 1,288<br>1,185 | (2%)        |
| Wholesale                                  | 53             | 1,590         | (97%)        | - 13          | 14            | (770)      | 53            | 1,590                 | (97%)       | 53             | 1,590          | (97%)       |
| Sub-Total                                  | 2,312          | 3,729         | (38%)        | 119           | 95            | 25%        | 2,431         | 3,824                 | (36%)       | 2,776          | 4,063          | (32%)       |
| DWP Rebates                                | 129            | 161           | (20%)        | -             | -             | -          | 129           | 161                   | (20%)       | 129            | 161            | (20%)       |
| Total UK Insurance Operations              | 2,441          | 3,890         | (37%)        | 119           | 95            | 25%        | 2,560         | 3,985                 | (36%)       | 2,905          | 4,224          | (31%)       |
| US Insurance Operations <sup>(1b)</sup>    |                |               |              |               |               |            |               |                       |             | Ì              |                |             |
| Fixed Annuities                            | 291            | 313           | (7%)         |               |               |            | 291           | 313                   | (7%)        | 291            | 313            | (7%)        |
| Fixed Index Annuities                      | 220            | 293           | (25%)        | -             |               |            | 220           | 293                   | (25%)       | 220            | 293            | (25%)       |
| Variable Annuities                         | 2,243          | 1,888         | 19%          | -             | -             | _          | 2,243         | 1,888                 | 19%         | 2,243          | 1,888          | 19%         |
| Life                                       | 3              | 4             | (25%)        | 9             | 8             | 13%        | 12            | 12                    | 0%          | 68             | 67             | 1%          |
| Sub-Total Retail                           | 2,757          | 2,498         | 10%          | 9             | 8             | 13%        | 2,766         | 2,506                 | 10%         | 2,822          | 2,561          | 10%         |
| Guaranteed Investment Contracts            | 133            | 310           | (57%)        | -             | -             | -          | 133           | 310                   | (57%)       | 133            | 310            | (57%)       |
| GIC - Medium Term Note                     | 535            | 338           | 58%          | -             | -             | -          | 535           | 338                   | 58%         | 535            | 338            | 58%         |
| Total US Insurance Operations              | 3,425          | 3,146         | 9%           | 9             | 8             | 13%        | 3,434         | 3,154                 | 9%          | 3,490          | 3,209          | 9%          |
| Asian Issues - Ossessia - (1b)             |                |               |              |               |               |            |               |                       |             | 1              |                |             |
| Asian Insurance Operations <sup>(1b)</sup> |                |               |              |               |               |            |               |                       |             | i              |                |             |
| China                                      | 19             | 17            | 12%          | 20            | 13            | 54%        | 39            | 30                    | 30%         | 112            | 88             | 27%         |
| Hong Kong                                  | 199            | 139           | 43%          | 54            | 42            | 29%        | 253           | 181                   | 40%         | 493            | 360            | 37%         |
| India (6)                                  | 16<br>35       | 11<br>11      | 45%<br>218%  | 81<br>43      | 55<br>31      | 47%<br>39% | 97<br>78      | 66<br>42              | 47%<br>86%  | 340<br>178     | 177<br>117     | 92%<br>52%  |
| Indonesia<br>Japan                         | 35<br>52       | 11<br>23      | 218%<br>126% | 43<br>11      | 31<br>1       | 1.000%     | 78<br>63      | 42<br>24              | 86%<br>163% | 178<br>97      | 117<br>30      | 52%<br>223% |
| Japan<br>Korea                             | 72             | 23<br>58      | 126%<br>24%  | 113           | 103           | 1,000%     | 185           | 2 <del>4</del><br>161 | 15%         | 608            | 30<br>492      | 223%        |
| Malaysia                                   | 9              | 2             | 350%         | 32            | 31            | 3%         | 41            | 33                    | 24%         | 186            | 185            | 1%          |
| Singapore                                  | 306            | 205           | 49%          | 30            | 29            | 3%         | 336           | 234                   | 24%<br>44%  | 484            | 391            | 24%         |
| Taiwan                                     | 63             | 47            | 34%          | 136           | 74            | 84%        | 199           | 121                   | 64%         | 711            | 421            | 69%         |
| Other <sup>(4)</sup>                       | 13             | 6             | 117%         | 21            | 17            | 24%        | 34            | 23                    | 48%         | 77             | 67             | 15%         |
| Total Asian Insurance Operations           | 784            | 519           | 51%          | 541           | 396           | 37%        | 1,325         | 915                   | 45%         | 3,286          | 2,328          | 41%         |
|  |                |               |              |               |               |            |               |                       |             |                |                |             |

# PRUDENTIAL PLC - NEW BUSINESS - QUARTER 2 2007 VERSUS QUARTER 2 2006

# INSURANCE OPERATIONS

| III Inquiance Operations  |  |                                      |   |                                  |                           |                                |                               |                             |                                  |                                |                               |                        |
|---|--|--------------------------------------|---|----------------------------------|---------------------------|--------------------------------|-------------------------------|-----------------------------|----------------------------------|--------------------------------|-------------------------------|------------------------|
| III/ Inquirence Operations  |  | Single                               |   |                                  | Regular                   |                                |                               | Total                       |                                  |                                | PVNBP (3)                     |                        |
| IIV Incurence Operations  | Q2 2007                                    | Q2 2006                              | +/-(%)                                  | Q2 2007                          | Q2 2006                   | +/-(%)                         | Q2 2007                       | Q2 2006                     | +/-(%)                           | Q2 2007                        | Q2 2006                       | +/-(%                  |
|   | £m   | £m                                   |   | £m                               | £m                        |                                | £m                            | £m                          |                                  | £m                             | £m                            |                        |
| JK Insurance Operations   |  |                                      |   |                                  |                           |                                |                               |                             |                                  |                                |                               |                        |
| Product Summary   |  | 204                                  | 20/                                     |                                  |                           |                                |                               | 204                         | 201                              |                                | 204                           |                        |
| Internal Vesting annuities Direct and Partnership Annuities                                   | 362<br>226                                 | 361<br>170                           | 0%<br>33%                               | -                                | -                         | -                              | 362                           | 361<br>170                  | 0%                               | 362<br>226                     | 361<br>170                    | 339                    |
| Intermediated Annuities   | 150  | 115                                  | 30%                                     | -                                | -                         | -                              | 226<br>150                    | 115                         | 33%<br>30%                       | 150                            | 115                           | 309                    |
| Total Individual Annuities  | 738  | 646                                  | 14%                                     |                                  |                           |                                | 738                           | 646                         | 14%                              | 738                            | 646                           | 14                     |
| otal marriada. / minatioo   | 700  | 0.0                                  | 1470                                    |                                  |                           |                                | 700                           | 0.0                         | 1470                             | 700                            | 0.0                           |                        |
| quity Release   | 33   | 21                                   | 57%                                     | -                                | -                         | -                              | 33                            | 21                          | 57%                              | 33                             | 21                            | 57                     |
| dividual Pensions   | 9  | 7                                    | 29%                                     | -                                | -                         | -                              | 9                             | 7                           | 29%                              | 11                             | 7                             | 57                     |
| corporate Pensions  | 22   | 22                                   | 0%                                      | 24                               | 23                        | 4%                             | 46                            | 45                          | 2%                               | 138                            | 77                            | 79                     |
| nit Linked Bonds  | 67   | 98                                   | (32%)                                   | -                                | -                         | -                              | 67                            | 98                          | (32%)                            | 67                             | 98                            | (32                    |
| /ith-Profit Bonds   | 58   | 25                                   | 132%                                    | -                                | -                         | -                              | 58                            | 25                          | 132%                             | 58                             | 25                            | 13                     |
| rotection   | -  | 2                                    | -                                       | 1                                | 3                         | (67%)                          | 1                             | 5                           | (80%)                            | 7                              | 8                             | (13                    |
| ffshore Products  | 78   | 170                                  | (54%)                                   | 1                                | -                         | -                              | 79                            | 170                         | (54%)                            | 84                             | 170                           | (51                    |
| otal Retail Retirement  | 1,005                                      | 991                                  | 1%                                      | 26                               | 26                        | 0%                             | 1,031                         | 1,017                       | 1%                               | 1,136                          | 1,052                         |                        |
| Star Retail Retirement  | 1,003                                      | 331                                  | 170                                     | 20                               | 20                        | 070                            | 1,031                         | 1,017                       | 170                              | 1,130                          | 1,002                         |                        |
| orporate Pensions   | 64   | 49                                   | 31%                                     | 32                               | 25                        | 28%                            | 96                            | 74                          | 30%                              | 165                            | 161                           |                        |
| ther Products   | 51   | 69                                   | (26%)                                   | 7                                | 7                         | 0%                             | 58                            | 76                          | (24%)                            | 74                             | 91                            | (19                    |
| WP Rebates  |  |                                      | -                                       | -                                | -                         | -                              |                               | -                           | -                                |                                |                               |                        |
| otal Mature Life and Pensions   | 115  | 118                                  | (3%)                                    | 39                               | 32                        | 22%                            | 154                           | 150                         | 3%                               | 239                            | 252                           | (5                     |
|   |  |                                      |   |                                  |                           |                                |                               |                             |                                  |                                |                               |                        |
| otal Retail   | 1,120                                      | 1,109                                | 1%                                      | 65                               | 58                        | 12%                            | 1,185                         | 1,167                       | 2%                               | 1,375                          | 1,304                         |                        |
| holesale Annuities  | 25   | 614                                  | (0.40/ \                                |                                  |                           |                                | 25                            | 614                         | (0/10/)                          | 25                             | 614                           | 10                     |
| noiesale Annuities  | 35   | 614                                  | (94%)                                   | -                                | -                         | -                              | 35                            | 614                         | (94%)                            | 35                             | 614                           | (94                    |
| redit Life  | 5  | 157                                  | (97%)                                   | -                                | -                         | -                              | 5                             | 157                         | (97%)                            | 5                              | 157                           | (97                    |
|   |  |                                      |   |                                  |                           |                                |                               |                             |                                  |                                |                               |                        |
| otal UK Insurance Operations  | 1,160                                      | 1,880                                | (38%)                                   | 65                               | 58                        | 12%                            | 1,225                         | 1,938                       | (37%)                            | 1,415                          | 2,075                         | (32                    |
|   | 1,100                                      | .,000                                | (30 /0)                                 | 03                               |                           | 12 /0                          | 1,220                         | .,000                       | (01 /0)                          | 1,413                          | 2,010                         | (32                    |
| hannel Summary  |  |                                      |   |                                  |                           |                                |                               |                             |                                  |                                |                               |                        |
| rect and Partnership  | 561  | 553                                  | 1%                                      | 59                               | 51                        | 16%                            | 620                           | 604                         | 3%                               | 794                            | 729                           |                        |
| termediated   | 559  | 556                                  | 1%                                      | 6                                | 7                         | (14%)                          | 565                           | 563                         | 0%                               | 581                            | 575                           |                        |
| holesale  | 40   | 771                                  | (95%)                                   | -                                | -                         | -                              | 40                            | 771                         | (95%)                            | 40                             | 771                           | (9                     |
| ıb-Total  | 1,160                                      | 1,880                                | (38%)                                   | 65                               | 58                        | 12%                            | 1,225                         | 1,938                       | (37%)                            | 1,415                          | 2,075                         | (3                     |
| WP Rebates  | _  | _                                    |   |                                  |                           |                                |                               |                             |                                  | _                              |                               |                        |
| WP Repales  | -  | -                                    | -                                       | -                                | -                         | -                              | -                             | -                           | -                                | -                              | -                             |                        |
| otal UK Insurance Operations  | 1,160                                      | 1,880                                | (38%)                                   | 65                               | 58                        | 12%                            | 1,225                         | 1,938                       | (37%)                            | 1,415                          | 2,075                         | (3                     |
|   |  |                                      |   |                                  |                           |                                |                               |                             |                                  |                                |                               |                        |
| S Insurance Operations <sup>(8)</sup>   |  |                                      |   |                                  |                           |                                |                               |                             |                                  |                                |                               |                        |
| ixed Annuities  | 157  | 164                                  | (4%)                                    | _                                | _                         | -                              | 157                           | 164                         | (4%)                             | 157                            | 164                           | (4                     |
| xed Index Annuities   | 111  | 160                                  | (31%)                                   | -                                | -                         | -                              | 111                           | 160                         | (31%)                            | 111                            | 160                           | (3                     |
| ariable Annuities   | 1,193                                      | 994                                  | 20%                                     | -                                | -                         | -                              | 1,193                         | 994                         | 20%                              | 1,193                          | 994                           | 2                      |
| e   | 1  | 2                                    | (50%)                                   | 5                                | 4                         | 25%                            | 6                             | 6                           | 0%                               | 32                             | 36                            | (1                     |
| ub-Total Retail   | 1,462                                      | 1,320                                | 11%                                     | 5                                | 4                         | 25%                            | 1,467                         | 1,324                       | 11%                              | 1,493                          | 1,354                         | (0                     |
| uaranteed Investment Contracts<br>IC - Medium Term Note                                       | 1<br>200                                   | 37<br>164                            | (97%)<br>22%                            | -                                | -                         | -                              | 1<br>200                      | 37<br>164                   | (97%)<br>22%                     | 1<br>200                       | 37<br>164                     | (9)                    |
| otal US Insurance Operations  | 1,663                                      | 1,521                                | 9%                                      | 5                                | 4                         | 25%                            | 1,668                         | 1,525                       | 9%                               | 1,694                          | 1,555                         |                        |
|   | .,   | ,==:                                 | 0,0                                     |                                  | -                         | _0,0                           | 1,000                         | 1                           | 0,0                              | .,004                          | .,                            |                        |
|   |  |                                      |   |                                  |                           |                                |                               |                             |                                  |                                |                               |                        |
|   |  |                                      |   |                                  |                           |                                |                               |                             |                                  |                                |                               |                        |
| sian Insurance Operations <sup>(8)</sup>  | 13   | 6                                    | 117%                                    | 9                                | 8                         | 13%                            | 22                            | 14                          | 57%                              | 55                             | 47                            | 1                      |
| nina  |  | 73                                   | 33%                                     | 28                               | 22                        | 27%                            | 125                           | 95                          | 32%                              | 246                            | 181                           | 3                      |
| nina<br>ong Kong  | 97   |                                      | 33%                                     | 25<br>23                         | 23<br>17                  | 9%<br>35%                      | 29<br>42                      | 26<br>24                    | 12%<br>75%                       | 105<br>97                      | 55<br>66                      | 9                      |
| nina<br>ong Kong<br>dia <sup>(6)</sup>  | 4  | 3                                    |   |                                  | 17                        | 35%                            | 42<br>26                      | 24<br>14                    |                                  |                                |                               | 3                      |
| nina<br>ng Kong<br>dia <sup>(6)</sup><br>donesia  | 4<br>19                                    | 7                                    | 171%<br>69%                             |                                  | 1                         |                                |                               |                             |                                  |                                | 28                            |                        |
| ina<br>ng Kong<br>dia <sup>(®)</sup><br>donesia<br>pan  | 4<br>19<br>22                              | 7<br>13                              | 69%                                     | 4                                | 1<br>51                   |                                |                               |                             | 86%<br>34%                       | 37<br>329                      | 28<br>251                     |                        |
| nina<br>ong Kong<br>dia <sup>(6)</sup><br>donesia<br>pan<br>rea                               | 4<br>19                                    | 7                                    |   |                                  | 1<br>51<br>17             | 20%<br>6%                      | 106<br>25                     | 79<br>18                    | 34%<br>39%                       | 37<br>329<br>103               | 28<br>251<br>99               | 3                      |
| nina<br>ong Kong<br>dia <sup>(6)</sup><br>donesia<br>pan<br>orea<br>alaysia                   | 4<br>19<br>22<br>45                        | 7<br>13<br>28                        | 69%<br>61%                              | 4<br>61                          | 51                        | 20%                            | 106                           | 79                          | 34%                              | 329                            | 251                           | ;                      |
| nina ong Kong dia <sup>(0)</sup> donesia pan orea alaysia ngapore                             | 4<br>19<br>22<br>45<br>7<br>203<br>27      | 7<br>13<br>28<br>1<br>117<br>16      | 69%<br>61%<br>600%<br>74%<br>69%        | 4<br>61<br>18<br>15<br>103       | 51<br>17<br>15<br>32      | 20%<br>6%<br>0%<br>222%        | 106<br>25<br>218<br>130       | 79<br>18<br>132<br>48       | 34%<br>39%<br>65%<br>171%        | 329<br>103<br>290<br>525       | 251<br>99<br>192<br>179       | 5<br>19                |
| nina ng Kong dia <sup>(6)</sup> donesia pan pan prea alaysia ngapore tiwan her <sup>(8)</sup> | 4<br>19<br>22<br>45<br>7<br>203<br>27<br>6 | 7<br>13<br>28<br>1<br>117<br>16<br>4 | 69%<br>61%<br>600%<br>74%<br>69%<br>50% | 4<br>61<br>18<br>15<br>103<br>12 | 51<br>17<br>15<br>32<br>9 | 20%<br>6%<br>0%<br>222%<br>33% | 106<br>25<br>218<br>130<br>18 | 79<br>18<br>132<br>48<br>13 | 34%<br>39%<br>65%<br>171%<br>38% | 329<br>103<br>290<br>525<br>41 | 251<br>99<br>192<br>179<br>31 | 5<br>19<br>3           |
| nina ng Kong dia <sup>(6)</sup> donesia pan pan prea alaysia ngapore tiwan her <sup>(8)</sup> | 4<br>19<br>22<br>45<br>7<br>203<br>27      | 7<br>13<br>28<br>1<br>117<br>16      | 69%<br>61%<br>600%<br>74%<br>69%        | 4<br>61<br>18<br>15<br>103       | 51<br>17<br>15<br>32      | 20%<br>6%<br>0%<br>222%        | 106<br>25<br>218<br>130       | 79<br>18<br>132<br>48       | 34%<br>39%<br>65%<br>171%        | 329<br>103<br>290<br>525       | 251<br>99<br>192<br>179       | 5<br>19<br>3           |
| nina ng Kong dia <sup>(6)</sup> donesia pan pan prea alaysia ngapore tiwan her <sup>(8)</sup> | 4<br>19<br>22<br>45<br>7<br>203<br>27<br>6 | 7<br>13<br>28<br>1<br>117<br>16<br>4 | 69%<br>61%<br>600%<br>74%<br>69%<br>50% | 4<br>61<br>18<br>15<br>103<br>12 | 51<br>17<br>15<br>32<br>9 | 20%<br>6%<br>0%<br>222%<br>33% | 106<br>25<br>218<br>130<br>18 | 79<br>18<br>132<br>48<br>13 | 34%<br>39%<br>65%<br>171%<br>38% | 329<br>103<br>290<br>525<br>41 | 251<br>99<br>192<br>179<br>31 | 5<br>19<br>3           |
| nina ong Kong dia <sup>(6)</sup> donesia ppan orea alaysia ngapore                            | 4<br>19<br>22<br>45<br>7<br>203<br>27<br>6 | 7<br>13<br>28<br>1<br>117<br>16<br>4 | 69%<br>61%<br>600%<br>74%<br>69%<br>50% | 4<br>61<br>18<br>15<br>103<br>12 | 51<br>17<br>15<br>32<br>9 | 20%<br>6%<br>0%<br>222%<br>33% | 106<br>25<br>218<br>130<br>18 | 79<br>18<br>132<br>48<br>13 | 34%<br>39%<br>65%<br>171%<br>38% | 329<br>103<br>290<br>525<br>41 | 251<br>99<br>192<br>179<br>31 | 3<br>5<br>19<br>3<br>6 |

|                           |  | Opening<br>FUM<br>£m    | Gross Inflows<br>£m    | Redemptions<br>£m            | Net Inflows<br>£m       | Other<br>Movements<br>£m | Market &<br>Currency<br>Movements<br>£m | Net<br>Movement<br>In FUM<br>£m | Closing<br>FUM<br>£m    |
|---------------------------|--|-------------------------|------------------------|------------------------------|-------------------------|--------------------------|---|---------------------------------|-------------------------|
| M&G <sup>(5)</sup>        | Q2 2007<br>Q2 2006                     | 46,125<br>39,669<br>16% | 4,236<br>3,880<br>9%   | (2,236)<br>(2,029)<br>(10%)  | 2,000<br>1,851<br>8%    | 43<br>(8)<br>638%        | 456<br>(1,377)<br>133%                  | 2,499<br>466<br>436%            | 48,624<br>40,135<br>21% |
| Asia Retail Mutual Funds  | +/-(%)<br>Q2 2007<br>Q2 2006<br>+/-(%) | 12,003<br>10,172<br>18% | 10,311<br>5,616<br>84% | (9,250)<br>(4,417)<br>(109%) | 1,061<br>1,199<br>(12%) | (63)<br>(143)<br>56%     | 676<br>(966)<br>170%                    | 1,674<br>90<br>1,760%           | 13,677<br>10,262<br>33% |
| Asia Third Party          | Q2 2007<br>Q2 2006                     | 835<br>732<br>14%       | 5<br>4<br>25%          | (4)<br>(3)<br>(33%)          | 1<br>1<br>1<br>0%       | -                        | 67<br>(60)<br>212%                      | 68<br>(59)<br>215%              | 903<br>673<br>34%       |
| US Retail Mutual Funds    | +/-(%)<br>Q2 2007<br>Q2 2006<br>+/-(%) | 14%<br>5<br>-           | 25%<br>15<br>-         | (33%)<br>(1)<br>-            | 14<br>-<br>-            | -<br>-<br>-              | (1)                                     | 215%<br>13<br>-<br>-            | 18<br>-<br>-            |
| Total Investment Products | Q2 2007<br>Q2 2006<br>+/-(%)           | 58,968<br>50,573<br>17% | 14,567<br>9,500<br>53% | (11,491)<br>(6,449)<br>(78%) | 3,076<br>3,051<br>1%    | (20)<br>(151)<br>87%     | 1,198<br>(2,403)<br>150%                | 4,254<br>497<br>756%            | 63,222<br>51,070<br>24% |

# PRUDENTIAL PLC - NEW BUSINESS - QUARTER 2 2007 VERSUS QUARTER 1 2007

# INSURANCE OPERATIONS

|   |          | Single     |              |          | Regular  |             |           | Total      |        |            | PVNBP (3)  |        |
|---|----------|------------|--------------|----------|----------|-------------|-----------|------------|--------|------------|------------|--------|
|   | Q2 2007  | Q 1 2007   | +/-(%)       | Q2 2007  | Q 1 2007 | +/-(%)      | Q2 2007   | Q 1 2007   | +/-(%) | Q2 2007    | Q 1 2007   | +/-(%) |
|   | £m       | £m         |              | £m       | £m       |             | £m        | £m         |        | £m         | £m         |        |
| UK Insurance Operations                   |          |            |              |          |          |             |           |            |        |            |            |        |
| Product Summary                           |          |            |              |          |          |             |           |            |        |            |            |        |
| Internal Vesting annuities                | 362      | 325        | 11%          |          |          |             | 362       | 325        | 11%    | 362        | 325        | 11%    |
| Direct and Partnership Annuities          | 226      | 205        | 10%          | _        | -        | -           | 226       | 205        | 10%    | 226        | 205        | 10%    |
| Intermediated Annuities                   | 150      | 132        | 14%          | _        | _        | -           | 150       | 132        | 14%    | 150        | 132        | 14%    |
| Total Individual Annuities                | 738      | 662        | 11%          |          | -        | -           | 738       | 662        | 11%    | 738        | 662        | 11%    |
|   |          |            |              |          |          |             |           |            |        |            |            |        |
| Equity Release                            | 33       | 34         | (3%)         | -        | -        | -           | 33        | 34         | (3%)   | 33         | 34         | (3%    |
| Individual Pensions                       | 9        | 9          | 0%           | -        | -        | -           | 9         | 9          | 0%     | 11         | 9          | 229    |
| Corporate Pensions                        | 22       | 85         | (74%)        | 24       | 18       | 33%         | 46        | 103        | (55%)  | 138        | 158        | (13%   |
| Unit Linked Bonds                         | 67       | 71         | (6%)         | -        | -        | -           | 67        | 71         | (6%)   | 67         | 71         | (6%    |
| With-Profit Bonds                         | 58       | 56         | 4%           | -        | -        | -           | 58        | 56         | 4%     | 58         | 56         | 49     |
| Protection                                | -        | -          | -            | 1        | 1        | 0%          | 1         | 1          | 0%     | 7          | 7          | 09     |
| Offshore Products                         | 78       | 127        | (39%)        | 1        | 1        | 0%          | 79        | 128        | (38%)  | 84         | 131        | (36%   |
| Total Retail Retirement                   | 1,005    | 1,044      | (4%)         | 26       | 20       | 30%         | 1,031     | 1,064      | (3%)   | 1,136      | 1,128      | 19     |
| Comprete Panciona                         |          | 46         | 00%          |          | 20       | 4.40/       |           | 7.         | 000/   | 405        | 440        |        |
| Corporate Pensions                        | 64       | 46<br>49   | 39%          | 32       | 28       | 14%         | 96        | 74         | 30%    | 165        | 149        | 119    |
| Other Products DWP Rebates                | 51       | 49<br>129  | 4%           | 7        | 6        | 17%         | 58        | 55<br>129  | 5%     | 74         | 71<br>129  | 49     |
| Total Mature Life and Pensions            |          | 129<br>224 | (400/)       | -        | 34       |             |           | 129<br>258 | (400/) | -          | 129<br>349 | (0000  |
| I OLAI MALUTE LITE AND PENSIONS           | 115      | 224        | (49%)        | 39       | 34       | 15%         | 154       | 258        | (40%)  | 239        | 349        | (32%   |
| Total Retail                              | 1,120    | 1,268      | (12%)        | 65       | 54       | 20%         | 1,185     | 1,322      | (10%)  | 1,375      | 1,477      | (7%    |
| Wholesale Annuities                       | 35       | 3          | 1,067%       |          |          | _           | 35        | 3          | 1,067% | 35         | 3          | 1,067% |
| Credit Life                               | 5        | 10         | (50%)        |          |          |             | 5         | 10         | (50%)  | 5          | 10         | (50%   |
| Credit Life                               | 5        | 10         | (50%)        | -        |          | -           | 5         | 10         | (50%)  | 5          | 10         | (50%   |
| Total UK Insurance Operations             | 1,160    | 1,281      | (9%)         | 65       | 54       | 20%         | 1,225     | 1,335      | (8%)   | 1,415      | 1,490      | (5%    |
| Channel Summary                           |          |            |              |          |          |             |           |            |        |            |            |        |
| Direct and Partnership                    | 561      | 590        | (5%)         | 59       | 47       | 26%         | 620       | 637        | (3%)   | 794        | 773        | 39     |
| Intermediated                             | 559      | 549        | 2%           | 6        | 7        |             | 565       | 556        | 2%     | 794<br>581 | 773<br>575 | 19     |
| Wholesale                                 | 40       | 13         | 208%         |          | ,        | (14%)       | 40        | 13         | 208%   | 40         | 13         | 2089   |
| Sub-Total                                 | 1,160    | 1,152      | 1%           | 65       | 54       | 20%         | 1,225     | 1,206      | 2%     | 1,415      | 1,361      | 49     |
| DWD Datasta                               |          |            |              |          |          | _           |           |            |        | , .        |            |        |
| DWP Rebates                               |          | 129        |              |          |          |             |           | 129        | _      |            | 129        |        |
| Total UK Insurance Operations             | 1,160    | 1,281      | (9%)         | 65       | 54       | 20%         | 1,225     | 1,335      | (8%)   | 1,415      | 1,490      | (5%    |
| US Insurance Operations <sup>(8)</sup>    |          |            |              |          |          |             |           |            |        |            |            |        |
| Fixed Annuities                           | 157      | 134        | 17%          |          | -        | -           | 157       | 134        | 17%    | 157        | 134        | 179    |
| Fixed Index Annuities                     | 111      | 109        | 2%           |          | -        | -           | 111       | 109        | 2%     | 111        | 109        | 29     |
| Variable Annuities                        | 1,193    | 1,050      | 14%          |          | -        | -           | 1,193     | 1,050      | 14%    | 1,193      | 1,050      | 149    |
| Life                                      | 1        | 2          | (50%)        | 5        | 4        | 25%         | 6         | 6          | 0%     | 32         | 36         | (11%   |
| Sub-Total Retail                          | 1,462    | 1,295      | 13%          | 5        | 4        | 25%         | 1,467     | 1,299      | 13%    | 1,493      | 1,329      | 129    |
| Guaranteed Investment Contracts           | 1        | 132        | (99%)        | -        | -        | -           | 1         | 132        | (99%)  | 1          | 132        | (99%   |
| GIC - Medium Term Note                    | 200      | 335        | (40%)        | -        | -        |             | 200       | 335        | (40%)  | 200        | 335        | (40%   |
| Total US Insurance Operations             | 1,663    | 1,762      | (6%)         | 5        | 4        | 25%         | 1,668     | 1,766      | (6%)   | 1,694      | 1,796      | (6%    |
| Asian Insurance Operations <sup>(8)</sup> |          |            |              |          |          |             |           |            |        |            |            |        |
| China                                     | 13       | 6          | 117%         |          | 11       | (18%)       | 22        | 17         | 29%    |            | 57         | /***   |
| Hong Kong                                 | 13<br>97 | 102        | 117%<br>(5%) | 9<br>28  | 11<br>26 | (18%)<br>8% | 22<br>125 | 17         | (2%)   | 55<br>246  | 247        | (4%    |
| India (6)                                 | 4        | 102        | (67%)        | 28<br>25 | 26<br>56 | (55%)       | 125       | 128<br>68  | (57%)  | 105        | 247        | (55%   |
| Indonesia                                 | 19       | 16         | 19%          | 23       | 20       | 15%         | 42        | 36         | 17%    | 97         | 81         | 209    |
| Japan                                     | 19       | 30         | (27%)        | 23<br>4  | 7        | (43%)       | 42<br>26  | 36<br>37   | (30%)  | 37         | 60         | (38%   |
| Korea                                     | 45       | 27         | 67%          | 61       | 52       | 17%         | 106       | 79         | 34%    | 329        | 279        | 189    |
| Malaysia                                  | 7        | 2          | 250%         | 18       | 14       | 29%         | 25        | 16         | 56%    | 103        | 83         | 249    |
| Singapore                                 | 203      | 103        | 97%          | 15       | 15       | 0%          | 218       | 118        | 85%    | 290        | 194        | 499    |
| Taiwan                                    | 27       | 36         | (25%)        | 103      | 33       | 212%        | 130       | 69         | 88%    | 525        | 186        | 1829   |
| Other (4)                                 | 6        | 7          | (14%)        | 12       | 9        | 33%         | 18        | 16         | 13%    | 41         | 36         | 149    |
| Total Asian Insurance Operations          | 443      | 341        | 30%          | 298      | 243      | 23%         | 741       | 584        | 27%    | 1,828      | 1,458      | 25     |
|   |          |            |              |          |          | -           | <u> </u>  |            |        |            | -          |        |
| Group Total                               | 3,266    | 3,384      | (3%)         | 368      | 301      | 22%         | 3,634     | 3,685      | (1%)   | 4,937      | 4,744      | 49     |
|   |          |            |              |          |          |             |           |            |        |            |            |        |

|  |   | Opening<br>FUM<br>£m    | Gross Inflows<br>£m | Redemptions<br>£m         | Net Inflows<br>£m       | Other<br>Movements<br>£m | Market &<br>Currency<br>Movements<br>£m | Net<br>Movement<br>In FUM<br>£m | Closing<br>FUM<br>£m   |
|--|---|-------------------------|---------------------|---------------------------|-------------------------|--------------------------|---|---------------------------------|------------------------|
| M&G <sup>(5)</sup>                       | Q2 2007                                 | 46,125                  | 4,236               | (2,236)                   | 2,000                   | 43                       | 456                                     | 2,499                           | 48,624                 |
|  | Q1 2007                                 | 44,946                  | 3,283               | (1,916)                   | 1,367                   | (81)                     | (107)                                   | 1,179                           | 46,125                 |
|  | +/-(%)                                  | 3%                      | 29%                 | (17%)                     | 46%                     | 153%                     | 526%                                    | 112%                            | 5%                     |
| Asia Retail Mutual Funds                 | Q2 2007                                 | 12,003                  | 10,311              | (9,250)                   | 1,061                   | (63)                     | 676                                     | 1,674                           | 13,677                 |
|  | Q1 2007                                 | 11,413                  | 7,150               | (6,537)                   | 613                     | (68)                     | 45                                      | 590                             | 12,003                 |
|  | +/-(%)                                  | 5%                      | 44%                 | (42%)                     | 73%                     | 7%                       | 1,402%                                  | 184%                            | 14%                    |
| Asia Third Party  US Retail Mutual Funds | Q2 2007<br>Q1 2007<br>+/-(%)<br>Q2 2007 | 835<br>840<br>(1%)<br>5 | 5<br>5<br>0%<br>15  | (4)<br>(18)<br>78%<br>(1) | 1<br>(13)<br>108%<br>14 | :                        | 67<br>8<br>738%<br>(1)                  | 68<br>(5)<br>1,460%<br>13       | 903<br>835<br>8%<br>18 |
| CO Netali mutual Tulius                  | Q1 2007<br>+/-(%)                       | -                       | 4<br>275%           | -                         | 4<br>250%               | -                        | (200%)                                  | 5<br>160%                       | 5<br>260%              |
| Total Investment Products                | Q2 2007                                 | 58,968                  | 14,567              | (11,491)                  | 3,076                   | (20)                     | 1,198                                   | 4,254                           | 63,222                 |
|  | Q1 2007                                 | 57,199                  | 10,442              | (8,471)                   | 1,971                   | (149)                    | (53)                                    | 1,769                           | 58,968                 |
|  | +/-(%)                                  | 3%                      | 40%                 | (36%)                     | 56%                     | 87%                      | 2,360%                                  | 140%                            | 7%                     |

## PRUDENTIAL PLC - NEW BUSINESS SCHEDULES

# **BASIS OF PREPARATION**

The new business schedules are provided as an indicative volume measure of transactions undertaken in the reporting period that have the potential to generate profits for shareholders. The amounts shown are not, and not

for previous financial reporting periods. Products categorised as "insurance" refer to those classified as contracts of long-term insurance business for regulatory reporting purposes, i.e. falling within one of the classes of insurance specified in part II of Schedule 1 to the Regulated Activities Order under FSA regulations.

"Insurance Contracts" as not containing significant insurance risk. These products are described as investment contracts or other financial instruments under IFRS. Contracts included in this category are primarily certain unit-linked and similar contracts written in UK Insurance Operations, and Guaranteed Investment Contracts and similar funding

Pensions rebate business is classified as single recurrent business. Internal vesting business is classified as new business where the contracts include an open market option. New Department of Work and Pensions rebate business for SAIF is excluded from the new business schedules. This is because SAIF is solely for the benefit of SAIF

types of retail fund management arrangements. These are unrelated to insurance products that are classified as investment contracts under IFRS 4, as described in the preceding paragraph, although similar IFRS recognition and measurement principles apply to the acquisition costs and fees attaching to this type of business.

premium from that previously published. Single premium corporate pensions sales have been reduced by £44m and regular premium corporate sales have been increased by £4m. There is no net impact on the APE total for Q1 2007 PVNBP is however £31m lower.

transaction with the Scottish Amicable Insurance Fund (SAIF). SAIF is a closed-ring fenced sub-fund established by a Court approved Scheme of Arrangement in October 1997, which is solely for the benefit of SAIF policyholders. Shareholders have no interest in the profits of this fund, although they are entitled to investment management fees on

## Notes to Schedules 22 - 30

| Notes to deficulted 22 - 50  |
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| rates. The applicable rate for Jackson is 1.97.  |
| rates. The applicable rate for Jackson is 1.97 (2006: 1.79).   |
| (2) Represents cash received from sale of investment products.   |
| contributions, are subject to roundings. PVNBPs are calculated as equalling single premiums plus the present value o expected premiums of new regular premium business. In determining the present value, allowance is made for lapses and other assumptions applied in determining the EEV new business profit. |
| (4) In Asia, 'Other' insurance operations include Thailand, the Philippines and Vietnam.   |
| movements reflect the net flows arising from the cash component of a tactical asset allocation fund managed by PPM South Africa.   |
| (6) New business in India is included at Prudential's 26 per cent interest in the India life operation. Mandatory Providen Fund (MPF) product sales in Hong Kong are included at Prudential's 36 per cent interest in Hong Kong MPF operation.   |
| exchange rate.   |
| individual quarters represent the difference between the year to date reported sterling results at successive quarters and will include foreign exchange movements from earlier periods.   |

<sup>(9) £326</sup>m of FUM and £1m of net flows reported under Prudential Asian funds operations relate to M&G's products distributed through those Asian operations and this amount is also included in M&G's FUM.