

PRUDENTIAL PLC - NEW BUSINESS - NINE MONTHS 2003

INVESTMENT OPERATIONS

2003	Opening FUM	Gross inflows	Redemptions	Net inflows	Other movements	Market & currency movements	Net movement in FUM	Closing FUM
M&G ⁽⁴⁾								
M&G branded retail investment products	7,587	809	(612)	197	(14)	679	862	8,449
Prudential branded UK retail investment products ⁽⁶⁾	1,137	107	(107)	-	-	117	117	1,254
M&G institutional ⁽⁷⁾	11,560	2,108	(1,120)	988	-	942	1,930	13,490
Total M&G	20,284	3,024	(1,839)	1,185	(14)	1,738	2,909	23,193
Asia								
India	1,372	5,261	(4,906)	355	(35)	160	480	1,852
Taiwan	2,425	5,707	(5,485)	222	-	65	287	2,712
Korea	993	1,768	(1,702)	66	(20)	36	82	1,075
Other Mutual Fund Operations	306	517	(177)	340	-	31	371	677
Total Asian Mutual Fund Operations	5,096	13,253	(12,270)	983	(55)	292	1,220	6,316
Hong Kong MPF Products ⁽⁸⁾	136	56	(16)	40	-	10	50	186
Total Asian Investment Operations	5,232	13,309	(12,286)	1,023	(55)	302	1,270	6,502
Total Investment Products	25,516	16,333	(14,125)	2,208	(69)	2,040	4,179	29,695
2002	Opening FUM	Gross inflows	Redemptions	Net inflows	Other movements	Market & currency movements	Net movement in FUM	Closing FUM
M&G								
M&G branded retail investment products ⁽⁹⁾	8,890	858	(565)	293	(108)	(1,694)	(1,509)	7,381
Prudential branded UK retail investment products ⁽⁶⁾	1,546	118	(150)	(32)	-	(404)	(436)	1,110
M&G institutional ⁽⁷⁾	9,873	2,005	(624)	1,381	-	(148)	1,233	11,106
Total M&G	20,309	2,981	(1,339)	1,642	(108)	(2,246)	(712)	19,597
Asia								
India	1,072	2,672	(2,535)	137	(20)	(9)	108	1,180
Taiwan	2,076	6,922	(6,518)	404	-	(231)	173	2,249
Korea	-	-	-	-	-	-	-	-
Other Mutual Fund Operations	57	180	(7)	173	-	(7)	166	223
Total Asian Mutual Fund Operations	3,206	9,774	(9,060)	714	(20)	(247)	447	3,652
Hong Kong MPF Products ⁽⁸⁾	90	58	(9)	49	-	(18)	31	121
Total Asian Investment Operations	3,296	9,832	(9,069)	763	(20)	(265)	478	3,773
Total Investment Products	23,605	12,813	(10,408)	2,405	(128)	(2,511)	(234)	23,370
2003 movement relative to 2002	Opening FUM	Gross inflows	Redemptions	Net inflows	Other movements	Market & currency movements	Net movement in FUM	Closing FUM
M&G								
M&G branded retail investment products	(15%)	(6%)	(8%)	(33%)	87%	140%	157%	14%
Prudential branded UK retail investment products ⁽⁶⁾	(26%)	(9%)	29%	-	-	129%	127%	13%
M&G institutional ⁽⁷⁾	17%	5%	(79%)	(28%)	-	736%	57%	21%
Total M&G	-	1%	(37%)	(28%)	87%	177%	509%	18%
Asia								
India	28%	97%	(94%)	159%	(75%)	1878%	344%	57%
Taiwan	17%	(18%)	16%	(45%)	-	128%	66%	21%
Korea	-	-	-	-	-	-	-	-
Other Mutual Fund Operations	437%	187%	(2429%)	97%	-	543%	123%	204%
Total Asian Mutual Fund Operations	59%	36%	(35%)	38%	(175%)	218%	173%	73%
Hong Kong MPF Products ⁽⁸⁾	51%	(3%)	(78%)	(18%)	-	156%	61%	54%
Total Asian Investment Operations	59%	35%	(35%)	34%	(175%)	214%	166%	72%
Total Investment Products	8%	27%	(36%)	(8%)	46%	181%	1886%	27%

US BANKING PRODUCTS

	2003 Q3 YTD YTD		+/- (%)
	£m	£m	
US Banking Products ⁽¹⁰⁾			
Total Deposit Liabilities	666	658	1%
Retail Assets	689	674	2%

Notes to Schedules :

⁽⁴⁾ Reflecting the expanded investment business new business analysis above, certain investment fund mandates previously classified from UK Corporate Pensions sales are now reported as M&G institutional funds under management. 2002 UK insurance sales now reflect this change in presentation.

⁽⁶⁾ Scottish Amicable and Prudential branded Investment Products.

⁽⁷⁾ Balance includes segregated pensions fund business, private finance flows and M&G South Africa institutional business. M&G institutional funds under management restated in Q2 2003 to include funds managed on behalf of the Prudential Staff Pension Scheme previously categorised as internal funds.

⁽⁸⁾ Mandatory Provident Fund product sales in Hong Kong are included at Prudential's 36% interest of the Hong Kong MPF operation.

⁽⁹⁾ Balance restated to include M&G South Africa retail investment operations.

⁽¹⁰⁾ Balance sheet figures have been calculated at closing exchange rates.