

PRUDENTIAL PLC - NEW BUSINESS - QUARTER 3 2002

TOTAL INSURANCE AND INVESTMENT NEW BUSINESS

	UK & Europe			US				Asia			Total			
	2002 Q3 £m	2001 Q3 £m	+/- (%)	2002 Q3 £m	2001 Q3 £m	+/- (%)		2002 Q3 £m	2001 Q3 £m	+/- (%)	2002 Q3 £m	2001 Q3 £m	+/- (%)	
Total Insurance Products	4,423	4,156	6%	4,483	3,811	18%		654	833	(21%)	9,560	8,800	9%	
Total Investment Products - Gross Inflows ⁽¹⁾	891	806	11%	-	-	-		9,832	5,545	77%	10,723	6,351	69%	
Group Total	5,314	4,962	7%	4,483	3,811	18%		10,486	6,378	64%	20,283	15,151	34%	

INSURANCE OPERATIONS

	Single			Regular			Total			Annual Equivalents ⁽⁴⁾		
	2002 Q3 £m	2001 Q3 £m	+/- (%)	2002 Q3 £m	2001 Q3 £m	+/- (%)	2002 Q3 £m	2001 Q3 £m	+/- (%)	2002 Q3 £m	2001 Q3 £m	+/- (%)
UK Insurance Operations :												
<i>Direct Distribution ⁽²⁾ :</i>												
Individual Pensions	13	11	18%	9	13	(31%)	22	24	(8%)	10	14	(29%)
Corporate Pensions	486	377	29%	79	105	(25%)	565	482	17%	128	143	(10%)
Life	51	40	26%	3	3	0%	54	43	26%	8	7	14%
Individual Annuities	621	483	29%	-	-	-	621	483	29%	62	48	29%
Sub-Total	1,171	911	29%	91	121	(25%)	1,262	1,032	22%	208	212	(2%)
DSS Rebates	195	175	11%	-	-	-	195	175	11%	20	18	11%
Total	1,366	1,086	26%	91	121	(25%)	1,457	1,207	21%	228	230	(1%)
<i>Intermediated Distribution ⁽²⁾ :</i>												
Individual Pensions	74	169	(56%)	27	52	(48%)	101	221	(54%)	34	69	(51%)
Corporate Pensions	70	50	40%	12	16	(25%)	82	66	24%	19	21	(10%)
Life	1,793	1,464	22%	12	22	(45%)	1,805	1,486	21%	191	168	14%
Individual Annuities	597	409	46%	-	-	-	597	409	46%	60	41	46%
Bulk Annuities	286	475	(40%)	-	-	-	286	475	(40%)	29	48	(40%)
Sub-Total	2,820	2,567	10%	51	90	(43%)	2,871	2,657	8%	333	347	(4%)
DSS Rebates	45	55	(18%)	-	-	-	45	55	(18%)	5	6	(17%)
Total	2,865	2,622	9%	51	90	(43%)	2,916	2,712	8%	338	352	(4%)
<i>Total ⁽²⁾ :</i>												
Individual Pensions	87	180	(52%)	36	65	(45%)	123	245	(50%)	45	83	(46%)
Corporate Pensions	556	427	30%	91	121	(25%)	647	548	18%	147	164	(10%)
Life	1,844	1,504	23%	15	25	(40%)	1,859	1,529	22%	199	175	14%
Individual Annuities	1,218	892	37%	-	-	-	1,218	892	37%	122	89	37%
Bulk Annuities	286	475	(40%)	-	-	-	286	475	(40%)	29	48	(40%)
Sub-Total	3,991	3,478	15%	142	211	(33%)	4,133	3,689	12%	541	559	(3%)
DSS Rebates	240	230	4%	-	-	-	240	230	4%	24	23	4%
Total	4,231	3,708	14%	142	211	(33%)	4,373	3,919	12%	565	582	(3%)
Closed distribution channel ⁽³⁾	-	166	-	-	17	-	-	183	-	-	34	-
Total UK Insurance Operations	4,231	3,874	9%	142	228	(38%)	4,373	4,102	7%	565	615	(8%)
<i>European Insurance Operations:</i>												
Insurance Products	34	40	(15%)	16	14	14%	50	54	(7%)	19	18	6%
Total European Insurance Operations	34	40	(15%)	16	14	14%	50	54	(7%)	19	18	6%
Total UK & European Insurance Operations	4,265	3,914	9%	158	242	(35%)	4,423	4,156	6%	585	633	(8%)
<i>US Insurance Operations:</i>												
Fixed Annuities	1,978	1,375	44%	-	-	-	1,978	1,375	44%	198	138	43%
Equity Linked Indexed Annuities	204	197	4%	-	-	-	204	197	4%	20	20	0%
Variable Annuities	852	613	39%	-	-	-	852	613	39%	85	61	39%
Sub-total Annuities	3,034	2,185	39%	-	-	-	3,034	2,185	39%	303	219	38%
Guaranteed Investment Contracts	297	170	75%	-	-	-	297	170	75%	30	17	76%
GIC - Medium Term Note	1,134	1,440	(21%)	-	-	-	1,134	1,440	(21%)	113	144	(22%)
Life	-	-	-	18	16	13%	18	16	13%	18	16	13%
Total US Insurance Operations	4,465	3,795	18%	18	16	13%	4,483	3,811	18%	464	396	17%
<i>Asian Insurance Operations:</i>												
Insurance Products ⁽⁵⁾	329	556	(41%)	325	277	17%	654	833	(21%)	358	333	8%
Total Asian Insurance Operations	329	556	(41%)	325	277	17%	654	833	(21%)	358	333	8%
Group Total	9,059	8,265	10%	501	535	(6%)	9,560	8,800	9%	1,407	1,362	3%

Notes to Schedules:

⁽¹⁾ Represents cash received from sale of investment products.⁽²⁾ Excluding sales through closed distribution channel.⁽³⁾ Closed distribution channel relates to the Direct Sales Force.⁽⁴⁾ Annual Equivalents (AE), calculated as regular new business contributions + 10% single new business contributions, are subject to roundings.⁽⁵⁾ The Central Provident Fund in Singapore was further liberalised in 2001 resulting in exceptional sales volume in the first half of 2001.⁽⁶⁾ Sales for overseas operations have been calculated using average exchange rates. The applicable rate for Jackson National Life is 1.48 (2001 - 1.44).