

## PRUDENTIAL PLC - NEW BUSINESS - QUARTER 3 2002

## INVESTMENT OPERATIONS

	M&G & UK Operations			Asia Mutual Funds			Hong Kong MPF Products <sup>(1)</sup>			Total Investment Products		
	2002 Q3 £m	2001 Q3 £m	+/- (%)	2002 Q3 £m	2001 Q3 £m	+/- (%)	2002 Q3 £m	2001 Q3 £m	+/- (%)	2002 Q3 £m	2001 Q3 £m	+/- (%)
Opening FUM (as at 31/12/01)	10,328	11,652	(11%)	3,206	1,649	94%	90	-	-	13,624	13,301	2%
Gross inflows	891	806	11%	9,774	5,474	79%	58	71	(18%)	10,723	6,351	69%
Less redemptions	( 651)	( 791)	18%	( 9,060)	( 4,578)	(98%)	( 9)	( 3)	(200%)	( 9,720)	( 5,372)	(81%)
Net flows	240	15	1500%	714	896	(20%)	49	68	(28%)	1,003	979	2%
Other movements	( 108)	-	-	( 20)	( 23)	13%	-	-	-	( 128)	( 23)	(457%)
Market and currency movements	( 2,091)	( 1,969)	(6%)	( 247)	( 56)	(341%)	( 18)	( 1)	(1700%)	( 2,356)	( 2,026)	(16%)
Net movement in FUM	( 1,959)	( 1,954)	(0%)	447	817	(45%)	31	67	(54%)	( 1,481)	( 1,070)	(38%)
Closing FUM	8,369	9,698	(14%)	3,652	2,466	48%	121	67	81%	12,142	12,231	(1%)

## INVESTMENT OPERATIONS - ANALYSIS

M&G Retail & UK Operations Investment Products												
	UK Operations <sup>(8)</sup>			M&G			M&G & UK Operations					
	2002 Q3 £m	2001 Q3 £m	+/- (%)	2002 Q3 £m	2001 Q3 £m	+/- (%)	2002 Q3 £m	2001 Q3 £m	+/- (%)	2002 Q3 £m	2001 Q3 £m	+/- (%)
Opening FUM (as at 31/12/01)	1,546	1,775	(13%)	8,782	9,877	(11%)	10,328	11,652	(11%)			
Gross inflows	118	87	36%	773	719	8%	891	806	11%			
Less redemptions	( 150)	( 196)	23%	( 501)	( 595)	16%	( 651)	( 791)	18%			
Net flows	( 32)	( 109)	71%	272	124	119%	240	15	1500%			
Other movements	-	-	-	( 108)	-	-	( 108)	-	-			
Market and currency movements	( 404)	( 272)	(49%)	( 1,687)	( 1,697)	1%	( 2,091)	( 1,969)	(6%)			
Net movement in FUM	( 436)	( 381)	(14%)	( 1,523)	( 1,573)	3%	( 1,959)	( 1,954)	(0%)			
Closing FUM	1,110	1,394	(20%)	7,259	8,304	(13%)	8,369	9,698	(14%)			
Asia Mutual Funds												
	India <sup>(9)</sup>			Taiwan <sup>(9)</sup>			Other			Asia Mutual Funds		
	2002 Q3 £m	2001 Q3 £m	+/- (%)	2002 Q3 £m	2001 Q3 £m	+/- (%)	2002 Q3 £m	2001 Q3 £m	+/- (%)	2002 Q3 £m	2001 Q3 £m	+/- (%)
Opening FUM (as at 31/12/01)	1,072	695	54%	2,076	934	122%	57	20	185%	3,206	1,649	94%
Gross inflows	2,672	1,473	81%	6,922	3,988	74%	180	13	1285%	9,774	5,474	79%
Less redemptions	( 2,535)	( 1,209)	(110%)	( 6,518)	( 3,361)	(94%)	( 7)	( 8)	13%	( 9,060)	( 4,578)	(98%)
Net flows	137	264	(48%)	404	627	(36%)	173	5	3360%	714	896	(20%)
Other movements	( 20)	( 23)	13%	-	-	-	-	-	-	( 20)	( 23)	13%
Market and currency movements	( 9)	( 3)	(200%)	( 231)	( 46)	(402%)	( 7)	( 7)	0%	( 247)	( 56)	(341%)
Net movement in FUM	108	238	(55%)	173	581	(70%)	166	( 2)	8400%	447	817	(45%)
Closing FUM	1,180	933	26%	2,249	1,515	48%	223	18	1139%	3,652	2,466	48%

## INSURANCE OPERATIONS - ANALYSIS

	Single			Regular			Total			Annual Equivalent		
	2002 Q3 £m	2001 Q3 £m	+/- (%)	2002 Q3 £m	2001 Q3 £m	+/- (%)	2002 Q3 £m	2001 Q3 £m	+/- (%)	2002 Q3 £m	2001 Q3 £m	+/- (%)
<b>Asian Insurance Operations</b>												
<i>Insurance Products:</i>												
Singapore	194	459	(58%)	33	26	27%	227	485	(53%)	52	72	(28%)
Hong Kong	89	66	35%	62	48	29%	151	114	32%	71	55	29%
Malaysia	11	9	22%	37	29	28%	48	38	26%	38	30	27%
Taiwan	13	3	333%	100	116	(14%)	113	119	(5%)	101	116	(13%)
Japan <sup>(10)</sup>	7	11	(36%)	29	21	38%	36	32	13%	30	22	36%
Other <sup>(11)</sup>	15	8	88%	64	37	73%	79	45	76%	66	38	74%
Total Asian Insurance Premiums	329	556	(41%)	325	277	17%	654	833	(21%)	358	333	8%

## US BANKING PRODUCTS

	2002 Q3 £m	2001 Q3 £m	+/- (%)
<b>US Banking Products</b>			
Total Deposit Liabilities	658	564	17%
Retail Assets	674	708	(5%)

## Notes to Schedules:

<sup>(7)</sup> Mandatory Provident Fund product sales in Hong Kong are included at Prudential's 36% interest of the Hong Kong MPF operation.

<sup>(8)</sup> Scottish Amicable and Prudential branded Investment Products.

<sup>(9)</sup> Opening FUM restated to incorporate Discretionary Asset Management Business in Taiwan and Portfolio Management Services in India.

<sup>(10)</sup> Insurance sales for Japan are included from 13 February 2001, the date of acquisition of Orico Life Insurance Company Limited.

<sup>(11)</sup> In Asia, "Other" Insurance Products include Thailand, Indonesia, The Philippines, Vietnam, India (26% interest), China and Korea.

<sup>(12)</sup> Balance sheet figures have been calculated at closing exchange rates.