

# Prudential Property Investment Managers Limited

A balanced business -  
delivering profitable  
growth and delivering to  
our clients and customers

- Perspective
- Performance
- Plans


# Prudential Property Investment Managers Limited

## Perspective



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## Perspective



**Legal & General**  
£4.7bn



**STANDARD LIFE**  
£5bn



**LandSecurities**  
£7.8bn



**MORLEY**  
Fund Management  
£10bn+



**British Land**  
£11bn

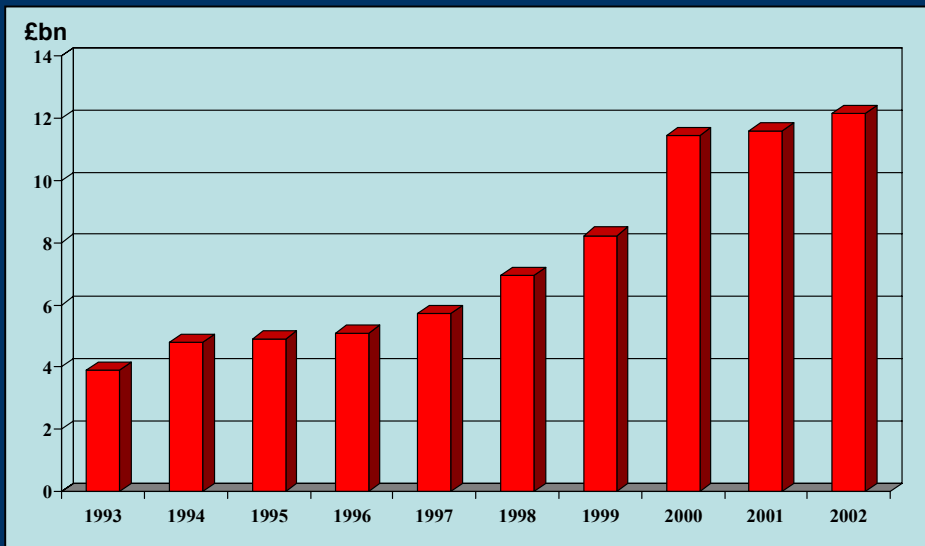


**PRUDENTIAL**  
**Property**  
**£12.5bn**

# Prudential Property Investment Managers Limited

## Perspective

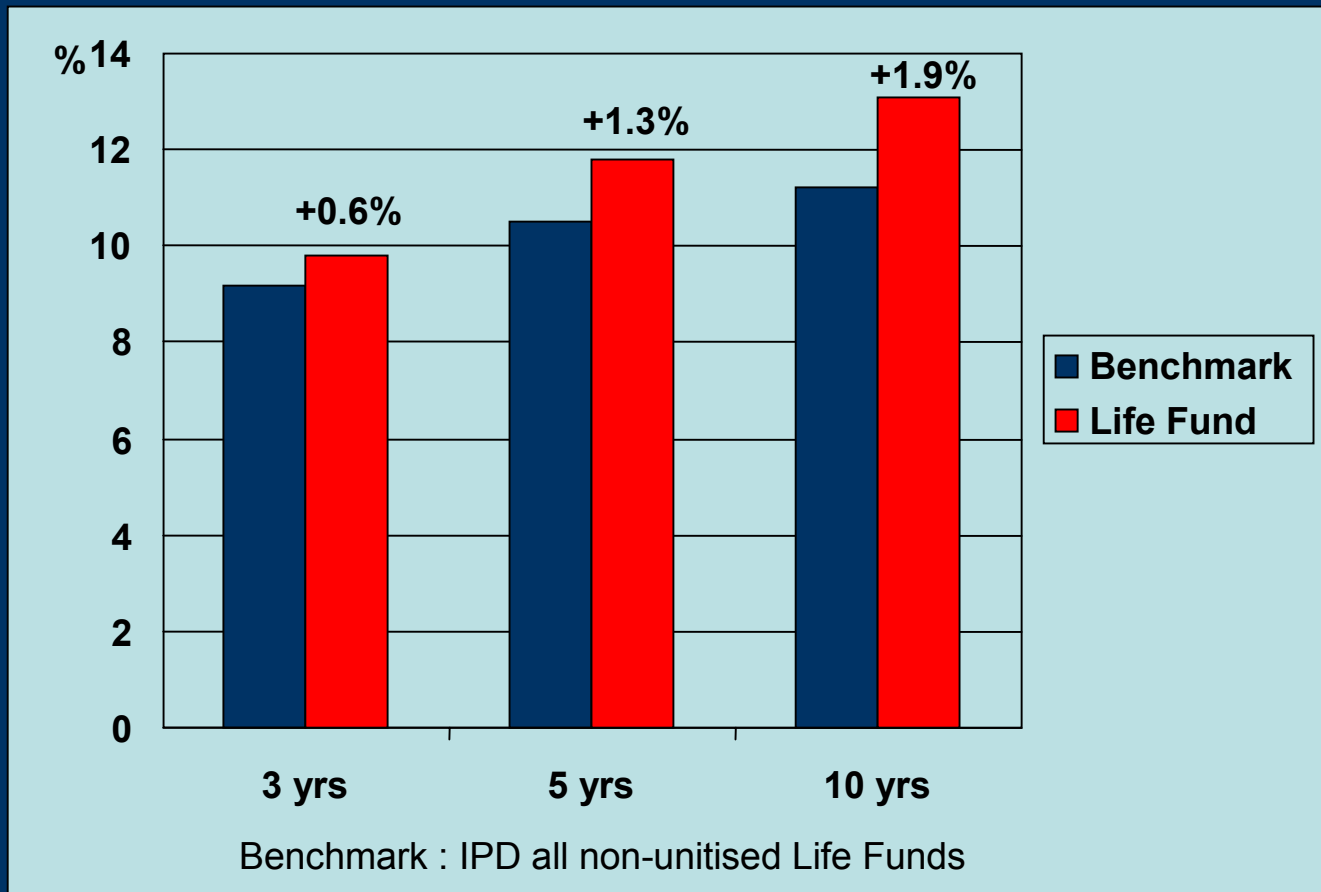
*13 Portfolios Ranging from <£50m to >£9bn*



- Diverse drivers of growth:
  - Pru unit-linked funds
  - Innovation with M&G fixed income
  - Scot Am acquisition
  - The case for property

# Prudential Property Investment Managers Limited

## Performance

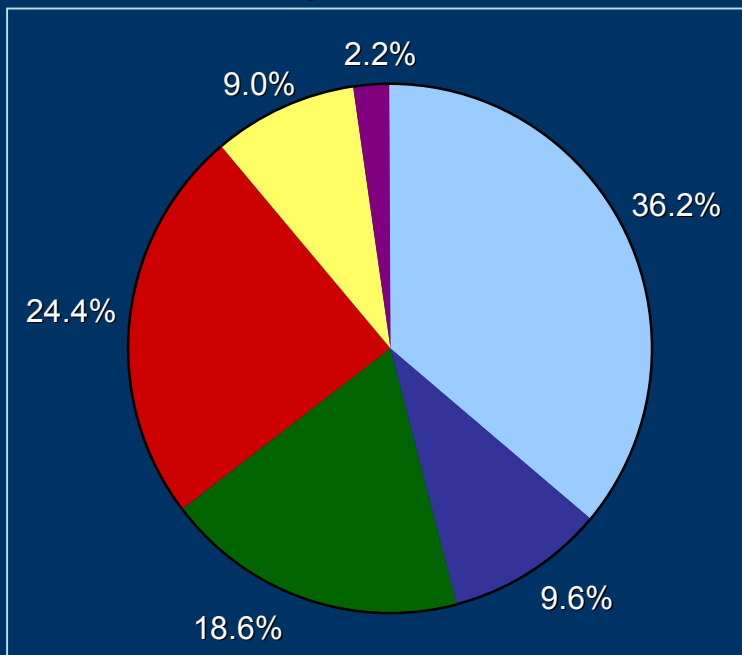


Prudential Life Fund – annualised returns to 31 December 2002

# Prudential Property Investment Managers Limited

## Performance

*Total FUM by sector 31/12/2002*



- Unique research and evaluation approach

# Prudential Property Investment Managers Limited

## Performance



- Unique research and evaluation approach

# Prudential Property Investment Managers Limited

## Performance



- Unique research and evaluation approach
- Disciplined framework



# Prudential Property Investment Managers Limited

## Performance



- Unique research and evaluation approach
- Disciplined framework
- Entrepreneurial team

# Prudential Property Investment Managers Limited

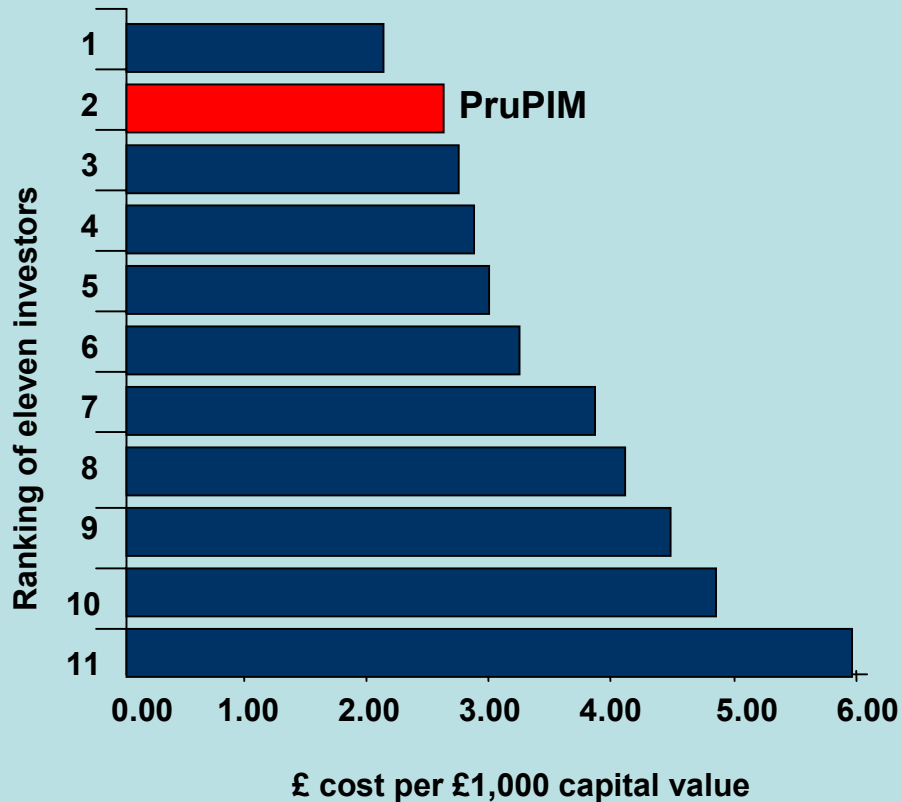
## Performance

- 
- **Review around 1500-2000 new investments each year**
  - **Annual turnover around £1bn**
  - **Reputation & scale lead to exclusive off-market opportunities**

- Unique research and evaluation approach
- Disciplined framework
- Entrepreneurial team
- Skilful delivery

# Prudential Property Investment Managers Limited

## Performance



- Unique research and evaluation approach
- Disciplined framework
- Entrepreneurial team
- Skilful delivery
- Efficient operations

Source: IPD Management Cost Survey – October 2002

# Prudential Property Investment Managers Limited

## Plans

- Grow FUM and diversify client base
  - Maintain outstanding performance record
  - Drive international programme
  - Create new funds ....  
..... and grow existing ones
- Relentless pursuit of innovation and efficiency
- Capitalise on exciting customer facing opportunities
  - Joint venture buying agency
  - High Speed Office
  - Ascent insurance brokers.

# Prudential Property Investment Managers Limited

## Conclusion

A balanced business -  
delivering profitable  
growth and delivering to  
our clients and customers

- Grow FUM and diversify client base
- Relentless pursuit of innovation and efficiency
- Capitalise on exciting customer facing opportunities

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27<sup>th</sup> November 2003

Martin Moore