



Prudential plc

Insight Prudential: Opportunities in the Philippines

29 March 2022



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These and other important factors may, for example, result in changes to assumptions used for determining results of operations or re-estimations of reserves for future policy benefits. Further discussion of these and other important factors that could cause actual future financial condition or performance to differ, possibly materially, from those anticipated in Prudential's forward-looking statements can be found under the 'Risk Factors' heading of Prudential's 2021 Annual Report and the 'Risk Factors' heading of Prudential's 2021 Annual Report on Form 20-F filed with the U.S. Securities and Exchange Commission. Prudential's 2021 Annual Report and Form 20-F are available on its website at www.prudentialplc.com. These factors are not exhaustive as Prudential operates in a continually changing business environment with new risks emerging from time to time that it may be unable to predict or that it currently does not expect to have a material adverse effect on its business. 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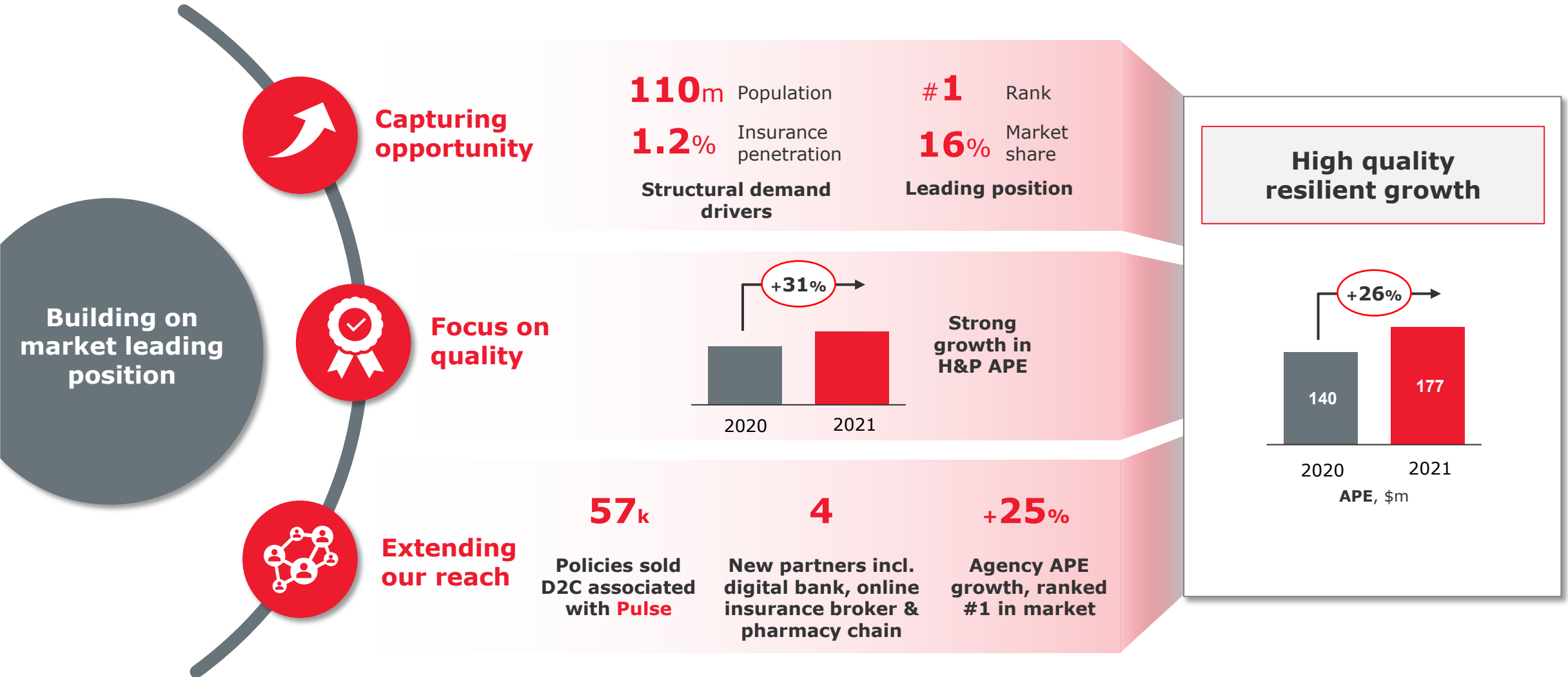




Interview 20 minutes

Q&A session 20 minutes

Strong positioning supports continued momentum





Opportunity set in the market

| | |
|--------------------------------------|---------|
| Insurance penetration ¹ | 1.2% |
| Population ² | 110m |
| GDP growth ³ (%) | 6.6% |
| Health & protection gap ⁴ | \$1,406 |
| GDP per capita ⁵ | \$3,492 |

Platform to capture opportunities

Market ranking⁶ **1st**

Agency⁷



31.3k

Market share⁶ **16%**

Banca



ROBINSONSBANK
A Commercial Bank



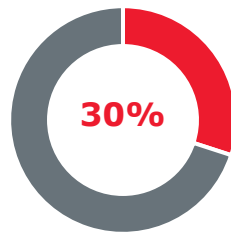
No. of customers⁷ **0.8m**

Digital

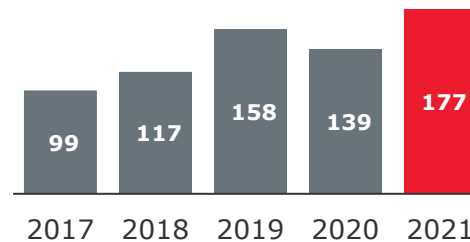


Financials⁸

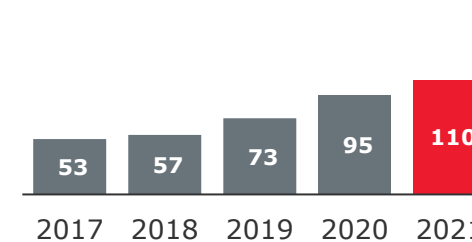
H&P APE mix⁷, %



APE, \$m



IFRS operating profit, \$m



1. Source: Swiss Re Institute; Sigma No 3/2021: World insurance – life insurance penetration (premiums as a percentage of GDP in 2020).
 2. United Nations, Department of Economic and Social Affairs, Population Division, World Population Prospects 2019 Revision (2020 estimates).
 3. Real GDP growth rate between 2021 and 2026. Source: IMF (October 2021).
 4. Source: Swiss Re Institute: The health protection gap in Asia, October 2018. Average gap per household is calculated as 'total health protection gap divided by estimated number of households hospitalised under the mentioned gap range'.
 5. Source: IMF (October 2021).

6. Based on full year 2021 (calendar year 2021 for India), or the latest information available. Sources include formal (eg competitors' results release, local regulators and insurance association) and informal (industry exchange) market share data. Ranking based on new business (APE sales, weighted full year premium or full year premium depending on availability of data) or total weighted revenue premiums.
 7. As at 31 December 2021.
 8. On an actual exchange rate basis.