# INTRODUCTION What this report covers

This report to shareholders:

- sets out our remuneration policy for executive directors for 2004;
- explains the policy under which our executive and non-executive directors were remunerated for the year ended 31 December 2004;
- sets out tables of information showing details of the remuneration and share interests of all the directors for the year ended 31 December 2004; and
- sets out our remuneration policy for executive directors for 2005.

# **Compliance with the Directors' Remuneration Regulations**

This report has been approved by the Board and, as required by The Directors' Remuneration Report Regulations 2002 (the Regulations), a resolution will be put to shareholders at the Annual General Meeting inviting them to consider and approve it. This report complies with the requirements of the Regulations and KPMG Audit Plc have audited the sections contained in pages 47 to 52 as required by the Companies Act 1985.

# THE REMUNERATION COMMITTEE **Role of the Remuneration Committee**

The Board believes that a properly constituted and effective Remuneration Committee is key to ensuring that executive directors' remuneration is aligned with shareholders' interests and enhances the competitiveness of the Company. The terms of reference of the Remuneration Committee are available on the Company's website and a copy may be obtained from the Company Secretary, Group Secretarial Department. The Board has delegated to the Remuneration Committee the setting of the remuneration policy and individual remuneration packages for the Chairman and the executive directors. The fees of non-executive directors are a matter for the Board itself. The Chairman and the Group Chief Executive attend Remuneration Committee meetings to provide background and context on matters relating to the remuneration of the other executive directors, but do not attend when their own remuneration is discussed. No director has any involvement in determining his or her own remuneration. The Remuneration Committee meets on at least three occasions each year and more frequently if necessary.

# Membership of the Remuneration Committee

The members of the Remuneration Committee during 2004, who are listed below, were all independent non-executive directors:

Roberto Mendoza (Chairman) Bart Becht (until 31 August 2004) Michael Garrett (from 1 September 2004) **Bridget Macaskill** Kathleen O'Donovan James Ross (from 6 May 2004) **Rob Rowley** Sandy Stewart (until 6 May 2004)

### **Advisers to the Remuneration Committee**

During 2004 the Group Human Resources Director was invited to provide the Committee with her views and advice on matters considered by the Committee. The Committee appointed Towers Perrin to provide consultancy and market data and Freshfields Bruckhaus Deringer to advise on legal matters. Towers Perrin also provided the Company with consultancy advice and salary survey information and Freshfields Bruckhaus Deringer provided other legal advice.

# Compliance with the Combined Code

During the year, the Company has complied with Schedule A and Schedule B and the provisions relating to the Principles of Good Governance and Code of Best Practice of the Combined Code then in force regarding directors' remuneration.

The Board welcomes the introduction of the revised Combined Code which came into effect in 2004 and has reviewed the provisions in Schedule A, Schedule B and Schedule C and the revised Combined Code's provisions relating to the Code on Corporate Governance and Code of Best Practice regarding directors' remuneration.

#### REMUNERATION POLICY

The aim of the Company's remuneration policy is to be able to recruit and retain the highest calibre executives. To achieve this objective, Prudential must continue to use remuneration practices relevant to the different markets in which the Company does business around the world. The Remuneration Committee considers remuneration within the context of the UK's regulatory framework and shareholder views, and is guided by UK corporate governance standards.

The Remuneration Committee recognises that a successful remuneration policy needs to be sufficiently flexible to take account of changes in the Company's business environment. The Committee will keep the policy under review, consulting with major shareholders over any proposed changes. Any changes to the policy will be described in future Remuneration Reports.

# **Key Principles of the Remuneration Policy**

The principles developed by the Remuneration Committee reflect the relative importance of those elements that are performancerelated and those which are fixed and are as follows:

- a high proportion of total remuneration will be delivered through performance-related reward;
- a significant element of performance-related reward will be provided in the form of shares;
- the total remuneration package for each director will be set in relation to the relevant employment market;
- performance measures will include both absolute financial measures and comparative measures as appropriate to provide a clear alignment between the creation of shareholder value and
- performance will be rewarded at both a business and Group level.

# **Total Remuneration Levels**

Total remuneration means basic salary and short- and long-term incentives. Award levels for the Group Chief Executive are set by the Remuneration Committee by reference to the total remuneration levels of other chief executives of UK-based major international companies and major UK financial services

companies. This approach reflects the international scope of Prudential's business. The total remuneration levels for the other executive directors are set similarly by reference to levels in their relevant markets. All pay data is externally provided.

# REMUNERATION POLICY FOR EXECUTIVE DIRECTORS FOR 2004 AND 2005

The policy on remuneration levels and elements of the remuneration package for 2005 are set out below. The policy remains unchanged from 2004.

#### **Elements of the Remuneration Package**

The remuneration package for the Company's executive directors comprises the following elements:

- a basic salary;
- an annual incentive;
- Iong-term incentives, paid in cash or shares depending on the plan; and
- pension entitlement and other benefits.

#### **Basic salary**

The Remuneration Committee normally reviews executive directors' salaries each year on an individual basis having regard to business results, individual accountabilities and performance, and market conditions.

#### Annual incentive plans

Annual incentive payouts for executive directors depend on performance and are paid in cash or shares as indicated below. Performance is measured against the stretching quantitative financial and business objectives in our business plans. Personal performance is also taken into account. Annual bonus awards are not pensionable.

The levels of annual incentive awards are set as a percentage of salary and are as follows:

	Targe % of s	
Jonathan Bloomer*	50	110
Philip Broadley*	50	110
Clark Manning**	100	120
Michael McLintock*	300	500
Mark Norbom*	50	110
Mark Wood*	50	110

Michael McLintock's annual incentive award is in line with remuneration levels in the investment management industry and is based on the profits of M&G, the fund performance of M&G and Group and individual performance

- \* The annual incentive for these executive directors is further aligned with the interests of shareholders in that any part of the annual incentive award made for performance above target is made in Prudential shares. Receipt of these shares is deferred and the shares are normally only released after three years providing the director is still in employment. During the deferral period, dividends accumulate for the benefit of award holders.
- \*\* Clark Manning is also eligible to receive an annual bonus which provides for a percentage share of a bonus pool geared to the profits of Jackson National Life. He is additionally eligible to participate in a US tax qualified all-employee profit sharing plan.

# Long-term incentive plans

The policy described below is for 2004 and it is intended that the same awards will be made in 2005. Our long-term incentive plans are designed to drive the underlying financial performance of the business i.e. both value creation/business performance and relative Total Shareholder Return (TSR). The plans also recognise that strong regional performance is critical to Group performance. In order to grow the value of Prudential for shareholders, the Board needs to focus on growing each area of business. Executive directors that run a business area therefore also participate in a long-term incentive plan geared to their business reflecting those responsibilities. In all cases the performance period is three years and for example the 2004 awards run from the beginning of 2004 to the end of 2006.

#### **Restricted Share Plan**

The Group's primary long-term incentive plan for a number of years has been the Restricted Share Plan (RSP) which was designed to provide rewards linked to the returns to shareholders.

This important performance-related element of the total reward package for executive directors rewards the achievement of TSR relative to other companies that were in the FTSE 100 at the beginning of each three-year performance period. The performance measure was chosen when the RSP was introduced as it reflected a combination of market practice, an assessment of Prudential's main competitors and the focus of UK investors at that time.

For any awards under the RSP to vest, the Remuneration Committee must also be satisfied with the Company's underlying financial performance over the performance period. At the end of each performance period, depending on the Company's performance, executive directors may be granted a right to receive shares at no cost to the individual.

No award is made if the Company's TSR performance is ranked below 50th percentile. For performance at 50th percentile, an award of 25 per cent of the maximum award is made. The maximum grant will be made only if the TSR ranking of the Company is 20th percentile or above. Between these points, the size of the grant made will be calculated on a straight line sliding scale. In normal circumstances, directors may take up their right to receive shares at any time during the following seven years.

In 2004, for Jonathan Bloomer the conditional and maximum RSP award was equivalent to 200 per cent of his basic salary at the time the award was granted. For Philip Broadley, Clark Manning, Mark Norbom and Mark Wood, these awards were equivalent to 160 per cent of basic salary and for Michael McLintock this award was equivalent to 80 per cent of basic salary.

Details of all outstanding RSP awards are set out in the section on the Restricted Share Plan on pages 48 and 49.

# Business-specific long-term incentive plans

Clark Manning

To reflect his role as Chief Executive of Jackson National Life, Clark Manning participates in a cash-based long-term plan that rewards the growth in appraisal value of Jackson National Life. The award payout equals an initial award value multiplied by a factor equalling the Prudential plc share price at the end of the performance period

divided by the price at the beginning. In order for any award to be made under the 2004 plan the appraisal value growth of Jackson National Life over the performance period must be eight per cent per annum compound or greater. At this level of performance the initial award value is US\$864,240. If the on-target performance level of 11.5 per cent per annum compound is achieved the initial award value is doubled. If the annual growth rate is at least 17.5 per cent the initial award increases to a maximum of three times the initial award. For performance between these points payouts are on a straight line sliding scale.

#### Michael McLintock

To reflect his role as Chief Executive of M&G, Michael McLintock participates in the M&G Chief Executive Long Term Incentive Plan that provides a cash reward through phantom M&G share awards and options, whose value depends on the profit and fund performance of M&G over the performance period. The change in the phantom share price equals the change in M&G profit, modified up or down by the investment performance of M&G, over the performance period. For 2004 the face value of the share award was £225,000. Provided the phantom share options have value, they may be exercised in part or in full during annual  $% \left( 1\right) =\left( 1\right) \left( 1\right) =\left( 1\right) \left( 1\right)$ exercise periods after three to seven years from the start of the performance period. For 2004 the phantom option award had a face value of £367,800.

#### Mark Norhom

To reflect his role as Chief Executive of Asia, Mark Norbom participates in the Asian Long-term Incentive Plan which is a cashbased plan that rewards the growth in value of our Asian businesses. Under the 2005 award the plan will only pay out if the growth of the Asian business, as measured under the plan, is greater than 15 per cent per annum compound over the performance period. At this level of performance a payment of 50 per cent of basic salary is made. The on-target payout is 100 per cent of salary, for which an annual growth rate of 35 per cent is required. If an annual growth rate of 50 per cent or more is achieved, the maximum of 150 per cent of basic salary is paid. For performance between these points payouts are on a straight line sliding scale.

#### Mark Wood

To reflect his role as Chief Executive of UK and Europe, Mark Wood participates in a cash-based long-term plan that rewards the growth in appraisal value of Prudential UK and Europe over the performance period. This plan will only pay out if the growth in appraisal value of the UK and Europe business is greater than eight per cent per annum compound over the performance period. At this level of performance a payment of 50 per cent of basic salary is made. The on-target payout is 75 per cent of basic salary for which a growth rate of 11.5 per cent is required. If a growth rate of 17.5 per cent or more is achieved the maximum of 100 per cent of basic salary is paid. For performance between these points payouts are on a straight line sliding scale.

# **CHAIRMAN'S LETTER OF APPOINTMENT AND BENEFITS**

The Chairman is paid annual fees and the contractual notice periods are 12 months from either party. The Chairman participates in a medical insurance scheme, has life assurance cover and has the use of a car and driver. He is entitled to a supplement to his fees, intended for pension purposes. He is not a member of any Group pension scheme providing retirement benefits.

# **DIRECTORS' SERVICE CONTRACTS AND LETTERS OF APPOINTMENT**

Executive directors have contracts that terminate on their normal retirement date, which is the date of their 60th birthday. The normal notice of termination that the Company is required to give executive directors is 12 months, although for newly appointed directors there may be an initial contractual period of up to two years before the 12 months' notice period applies. The service contracts for all current executive directors contain a 12 months' notice period from the Company. When considering termination of service contracts, the Remuneration Committee will have regard to the specific circumstances of each case, including a director's obligation to mitigate his loss.

The contract for Clark Manning is a renewable one-year fixed-term contract. The contract is renewable automatically upon the same terms and conditions unless the Company or Clark Manning gives at least 90 days' notice prior to the end of the relevant term. In the case of the former, Clark Manning is entitled to continued payment of salary and benefits for the period of one year from the day such notice is delivered to him. The contract can also be terminated by the Company or Clark Manning by giving 12 months' notice. Payments of Clark Manning's salary during the period following the termination of employment will be reduced by the amount of any compensation earned by him from any subsequent employer or from any person for whom he performs services. Benefits to be provided during such period will also be cancelled to the extent that comparable benefits are available to him from these alternative sources.

Executive directors, with the exception of Michael McLintock, are required to give 12 months' notice of termination to the Company. Michael McLintock is required to give six months' notice to the Company.

Name	Date of contract	Notice period to the Company	Notice period from the Company
Executive directors			
Jonathan Bloomer	5 Mar 1999	12 months	12 months
Philip Broadley	12 Apr 2000	12 months	12 months
Clark Manning	7 May 2002	12 months*	12 months*
Michael McLintock	21 Nov 2001	6 months	12 months
Mark Norbom	23 Dec 2003	12 months	12 months
Mark Wood	5 Oct 2001	12 months	12 months

<sup>\*</sup> The contract can also be terminated by issuing a non-renewal notice as described above

Non-executive directors do not have service contracts but are appointed pursuant to letters of appointment with notice periods of six months without liability for compensation.

Name	Date of initial appointment by the Board	Commencement date of current term <sup>1</sup>	Expiry date of current term
Non-executive directors			
Michael Garrett	1 Sep 2004	AGM 2005 <sup>2</sup>	AGM 2008
Bridget Macaskill	1 Sep 2003	AGM 2004	AGM 2007
Roberto Mendoza	25 May 2000	AGM 2004	AGM 2007
Kathleen O'Donovan	8 May 2003	AGM 2004	AGM 2007
James Ross	6 May 2004	AGM 2005 <sup>2</sup>	AGM 2008
Rob Rowley	8 Jul 1999	AGM 2003	AGM 2006

#### Notes

- 1. Under the terms of their letters of appointment, the non-executive directors serve for an initial term of three years following their election by shareholders at the Annual General Meeting after their appointment by the Board.
- 2. The commencement and expiry dates of Michael Garrett's and James Ross's initial terms are subject to resolutions for their election being passed at the Annual General Meeting in May 2005

# **BENEFITS AND PROTECTIONS**

Executive directors receive certain benefits, principally participation in medical insurance schemes, the provision of a cash allowance for a car (except for Clark Manning and Mark Norbom), and, in some cases the use of a car and driver and security arrangements. Mark Norbom also receives expatriate allowances. No benefits are pensionable. The executive directors' pension arrangements and life assurance provisions are set out in the Pensions and Life Assurance section on pages 51 to 52.

Except for Clark Manning, the executive directors are eligible to participate in either the Company's UK or International Savings-Related Share Option Scheme. Options granted under these schemes are not subject to performance conditions.

In addition, the Company provides certain protections for directors and senior managers against personal financial exposure that they may incur in their capacity as such.

# POLICY ON EXTERNAL APPOINTMENTS

Subject to the Board's approval, executive directors are able to accept external appointments as non-executive directors of other organisations.

# **NON-EXECUTIVE DIRECTORS' REMUNERATION**

Non-executive directors are not eligible to participate in annual incentive plans, long-term incentive plans or pension arrangements. Their fees are determined by the Board and reflect their individual responsibilities including membership of the Audit and Remuneration Committees as appropriate. The Board reviews the fees annually but the last change was made in 2003.

The basic fee is £50.000 per annum. The additional Audit Committee chairmanship fee is £40,000 per annum. An additional fee of

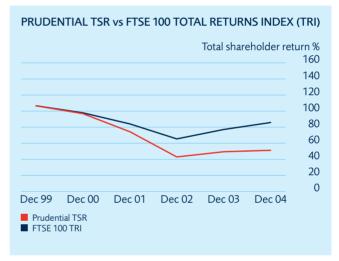
£5,000 per annum is paid to the other members of the Audit Committee. The Remuneration Committee chairmanship fee is £20,000 per annum, although the Chairman of the Remuneration Committee waived the last increase to the chairmanship fee and receives only £10,000 per annum.

The non-executive directors use the net value of £25,000 of their total annual fees to purchase shares in the Company on a quarterly basis. These shares are held at least until retirement from the Board.

Roberto Mendoza, as Chairman of Egg, receives a fee of £75,000 per annum and Sandy Stewart, as Chairman of the Scottish Amicable (supervisory) Board, received a fee of £30,000 per annum until 1 December 2004, when the fee was increased to £32,500 per annum.

# **PERFORMANCE GRAPH**

The line graph below represents the comparative Total Shareholder Return (TSR) of the Company during the five years from 1 January 2000 to 31 December 2004.



This graph shows the Company's Total Shareholder Return performance against the FTSE 100 index, which is a broad equity market index of UK companies of comparable size and complexity to Prudential.

Total Shareholder Return over the performance period is the growth in value of a share plus the value of dividends paid, assuming that the dividends are reinvested in the Company's shares on the day on which they were paid.

# **DIRECTORS' SHAREHOLDINGS**

The current shareholding policy is that as a condition of serving, all executive and non-executive directors are required to have beneficial ownership of 2,500 shares in the Company. This interest in shares must be acquired within two months of appointment to the Board if the director does not have such an interest in that number upon appointment. As stated on page 45, non-executive directors have also used a proportion of their fees to purchase additional shares in the Company on a quarterly basis.

The interests of directors in shares of the Company include shares awarded under the Share Participation Plan, the deferred annual incentive awards that are detailed in the table on Other Share Awards on page 50, shares held for Michael McLintock in an M&G allemployee trust established prior to the acquisition of M&G in 1999 which were released to him during the year, and Mark Norbom's interests in the shares awarded on appointment that are detailed in the table on Other Share Awards on page 50. In addition, interests include rights granted to Jonathan Bloomer under the 1997, 1998 and 1999 Restricted Share Plan that are detailed in the table on the Restricted Share Plan on page 49 where he has yet to exercise his right to receive shares. Awards that remain conditional under the Restricted Share Plan are excluded.

The interests of directors in shares of the Company shown below include changes between 31 December 2004 and 1 March 2005. All interests are beneficial.

	1 Jan 2004*	31 Dec 2004	1 Mar 2005**
Jonathan Bloomer <sup>1</sup>	371,193	828,079	828,079
Philip Broadley	13,591	29,554	29,554
Sir David Clementi	10,742	16,615	16,615
Michael Garrett	10,000	11,091	11,091
Bridget Macaskill	5,970	9,707	9,707
Clark Manning	23,306	24,163	24,163
Michael McLintock	47,732	109,625	109,625
Roberto Mendoza	105,516	132,200	132,200
Mark Norbom <sup>2</sup>	2,500	584,323	584,323
Kathleen O'Donovan	4,399	7,564	7,564
James Ross	2,500	5,236	5,236
Rob Rowley	31,634	40,969	40,969
Mark Wood	126,520	157,221	157,221

<sup>\*</sup> Or date of appointment if later.

### Notes

The interests of directors in shares of the Company's listed subsidiary, Egg plc, are shown below, including changes between 31 December 2004 and 1 March 2005.

	1 Jan 2004	31 Dec 2004	1 Mar 2005*
Jonathan Bloomer	9,092	9,092	9,092
Philip Broadley	2,610	2,610	2,610
Roberto Mendoza	250,000	300,000	300,000
Rob Rowley	940	940	940

<sup>\*</sup> Updated to 22 March 2005 on page 126

<sup>\*\*</sup> Updated to 22 March 2005 on page 126.

<sup>1.</sup> Jonathan Bloomer's interests in shares included 100 American Depositary Receipts (representing 200 ordinary shares) at 1 January 2004 and 31 December 2004.

<sup>2.</sup> Mark Norbom's interests in shares included 1,250 American Depositary Receipts (representing 2,500 ordinary shares) at 1 January 2004 and 1,265.50 American Depositary Receipts (representing 2,531 ordinary shares) at 31 December 2004.

# **DIRECTORS' REMUNERATION FOR 2004**

	Salary/Fees £000	Bonus £000	Other payments £000	Benefits¹ £000	Total emoluments 2004 £000	Total emoluments 2003 £000
Chairman						
Sir David Clementi	435	_		25	460	444
Executive directors						
Jonathan Bloomer	800	275		45	1,120	1,109
Philip Broadley (note 2)	500	250		38	788	750
Clark Manning (note 3)	464	1,003		19	1,486	1,326
Michael McLintock (notes 4 and 5)	320	1,396		58	1,774	1,528
Mark Norbom (from 1 January 2004, notes 6, 7 and 8)	475	395	233	239	1,342	_
Mark Tucker (until 30 June 2003, note 9)	_	_		_	_	454
Mark Wood (note 10)	500	419		47	966	727
Total executive directors	3,059	3,738	233	446	7,476	5,894
Non-executive directors						
Sir David Barnes (until 8 May 2003)	_				_	16
Bart Becht (until 31 August 2004)	33				33	50
Ann Burdus (until 31 December 2003)	_				_	53
Michael Garrett (from 1 September 2004)	17				17	_
Bridget Macaskill (from 1 September 2003)	50				50	17
Roberto Mendoza	135				135	131
Kathleen O'Donovan (from 8 May 2003)	55				55	35
James Ross (from 6 May 2004)	36				36	_
Rob Rowley	90				90	80
Sandy Stewart (until 6 May 2004)	49				49	83
Total non-executive directors	465				465	465
Overall total	3,959	3,738	233	471	8,401	6,803

# Notes

- 1. Benefits include cash allowances for cars.
- 2. In 2004 a deferred share award valued at £27,300 from his 2003 annual bonus was made to Philip Broadley. This is included in the 2003 total and further details are shown in the section on Other Share Awards on page 50.
- 3. Clark Manning's bonus figure excludes a contribution of £6,712 from a profit sharing plan that has been made into a 401k retirement plan which is included in the table on pension contributions on page 52.
- 4. In 2004 a deferred share award valued at £244,000 from his 2003 annual bonus was made to Michael McLintock. This is included in the 2003 total and further details are shown in the section on Other Share Awards on page 50.
- 5. It is intended that a deferred share award valued at £435,547 from his 2004 annual bonus will be made to Michael McLintock. This is included in the 2004 bonus figure.
- 6. It is intended that a deferred share award valued at £157,795 from his 2004 annual bonus will be made to Mark Norbom. This is included in the 2004 bonus figure.
- 7. In 2004 Mark Norbom was also paid £80,358 in dividend equivalents from the awards detailed in the section on Other Share Awards on page 50. In addition he was compensated for the loss of a portion of his 2003 bonus award and his 2003 long-term incentive award from his previous employer with a total cash sum of £152,410. These amounts are included in the column headed Other payments.
- 8. Mark Norbom's benefits include those that reflect his expatriate status, which include costs of £149,085 related to housing. He was also paid £29,513 in respect of relocation
- 9. Mark Tucker's 2003 annual bonus which was paid in July 2004 is included in the 2003 total. Mark Tucker was paid £363,267 from his 2001 long-term incentive plan, details of which are set out in the table Business-specific Long-Term Incentive Plans on page 49.
- 10. It is intended that a deferred share award valued at £168,550 from his 2004 annual bonus will be made to Mark Wood. This is included in the 2004 bonus figure.

The Remuneration Committee reviewed each executive director's individual contribution and the strong operating performance of the Group in 2004 against the 2004 business plans and was satisfied that the bonus payments made for the year are fully justified.

# **EXECUTIVE DIRECTORS - NON-EXECUTIVE DIRECTOR EARNINGS**

Executive directors who are released to serve as non-executive directors of other external companies retain the earnings resulting from such duties. In 2004, Michael McLintock earned £43,468 from an external company. No other executive director served with an external company, other than with educational bodies.

# **DIRECTORS' OUTSTANDING LONG-TERM INCENTIVE AWARDS**

The section below sets out the outstanding awards under the Restricted Share Plan and the additional long-term plans for the executive directors who run specific businesses.

#### **Restricted Share Plan**

The table below shows all outstanding awards under the Restricted Share Plan.

Rights grant	ed under tl	ne Restricted	Share Plan
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		Rights granted under the Restricted Share Plan									
Name	Year of initial award	Conditional share awards outstanding at 1 Jan 2004	Conditional award in 2004	Market price of 2004 award on date of grant (pence)	Rights (options) granted upon vesting in 2004	Adjustment for Rights Issue on 11 Nov 2004	Conditional share awards outstanding at 31 Dec 2004	Date of end of performance period			
Jonathan Bloomer											
	2001	135,301					_1	31 Dec 03			
	2002	177,110				8,693	185,803 <sup>2</sup>	31 Dec 04			
	2003	266,527				13,083	279,610	31 Dec 05			
	2004		401,708	468		19,718	421,426	31 Dec 06			
		578,938	401,708			41,494	886,839				
Philip Broadley											
	2001	57,401					_1	31 Dec 03			
	2002	85,990				4,220	90,210 <sup>2</sup>	31 Dec 04			
	2003	127,653				6,266	133,919	31 Dec 05			
	2004		200,854	468		9,859	210,713	31 Dec 06			
		271,044	200,854			20,345	434,842				
Clark Manning											
· ·	2002	107,086				5,256	112,342 <sup>2</sup>	31 Dec 04			
	2003	141,874				6,964	148,838	31 Dec 05			
	2004		186,995	468		9,179	196,174	31 Dec 06			
		248,960	186,995			21,399	457,354				
Michael McLintock											
	2001	25,420					_1	31 Dec 03			
	2002	30,292				1,486	31,778 <sup>2</sup>	31 Dec 04			
	2003	43,486				2,134	45,620	31 Dec 05			
	2004		64,274	468		3,155	67,429	31 Dec 06			
		99,198	64,274			6,775	144,827				
Mark Norbom											
	2004		190,811	468		9,366	200,177	31 Dec 06			
			190,811			9,366	200,177				
Mark Wood											
	2002	87,944				4,316	92,260 <sup>2</sup>	31 Dec 04			
	2003	131,861				6,472	138,333	31 Dec 05			
	2004		200,854	468		9,859	210,713	31 Dec 06			
		219,805	200,854			20,647	441,306				

The 2004 and 2005 awards are described in detail on page 43. For RSP awards prior to 2004, no rights are granted if the Company's TSR performance as ranked against the comparator group is at the 60th percentile or below. The maximum grant is made only if the TSR ranking of the Company is 20th percentile or above. Between these points, the size of the grant made is calculated on a straight line sliding scale. In normal circumstances, directors may take up their right to receive shares at any time during the following

The awards made in respect of 2003 and 2004 under the Restricted Share Plan run to 31 December 2005 and 31 December 2006 respectively. As at 31 December 2004, TSR performance under these plans was ranked respectively at percentile positions 82nd and 79th on the basis of TSR performance.

In determining the 2004 conditional awards the shares were valued at their average share price during the preceding calendar year, and the price used to determine the number of shares was 398.3 pence (2003: 570.3 pence).

- 1. In respect of awards made in 2001 under the Restricted Share Plan, the Company's TSR was ranked at 69th percentile at the end of the three-year performance period on 31 December 2003 and as a result the 2001 awards lapsed.
- 2. In respect of awards made in 2002 under the Restricted Share Plan, the Company's TSR was ranked at 89th percentile at the end of the three-year performance period on 31 December 2004. As Prudential's position was lower than 60th percentile, the 2002 awards lapsed and rights will not be granted over any of the shares conditionally awarded to executive directors.

Rights not yet exercised that were granted under the Restricted Share Plan prior to 31 December 2003 are shown in the following table:

	Year of grant of right	RSP rights outstanding at 1 Jan 2004	Adjustment for Rights Issue on 11 Nov 2004	RSP rights outstanding at 31 Dec 2004	Price paid for award	Exercise price (pence)	Market price at 31 Dec 2004 (pence)	Earliest exercise date	Latest exercise date
Jonathan Bloomer	2000	56,859	2,791	59,650	_	Nil	453	17 Mar 00	17 Mar 07
	2001	38,581	1,893	40,474	_	Nil	453	2 Apr 01	2 Apr 08
	2002	8,170	401	8,571	_	Nil	453	15 Mar 02	15 Mar 09
<u> </u>		103,610	5,085	108,695					

### **Business-Specific Long-Term Incentive Plans**

Details of all outstanding awards under other long-term incentive plans up to and including 2004 are set out in the table below and described on pages 43 and 44. Except where stated, the performance period for all awards was three years.

	Year of initial awards	Face value of conditional awards outstanding at 1 Jan 2004	Conditionally awarded in 2004 £000	Payments made in 2004 £000	Face value of conditional awards outstanding at £000	Date of end of performance period
Clark Manning						
Phantom JNL options	2000	437		Nil	_	31 Dec 03
Phantom JNL shares	2000	218		96	_	31 Dec 03
Phantom JNL options	2001	655			655	31 Dec 04
Phantom JNL shares	2001	327			327	31 Dec 04
Business cash LTIP	2002	1,415			1,415	31 Dec 04
Business cash LTIP	2003	1,415			1,415	31 Dec 05
Business cash LTIP	2004		1,415		1,415	31 Dec 06
Michael McLintock						
Phantom M&G options	2000	184			184	31 Dec 02
Phantom M&G options	2001	368			368	31 Dec 03
Phantom M&G shares	2001	225		270	_	31 Dec 03
Phantom M&G options	2002	368			368	31 Dec 04
Phantom M&G shares	2002	225			225	31 Dec 04
Phantom M&G options	2003	368			368	31 Dec 05
Phantom M&G shares	2003	225			225	31 Dec 05
Phantom M&G options	2004		368		368	31 Dec 06
Phantom M&G shares	2004		225		225	31 Dec 06
Mark Norbom						
Business cash LTIP	2004		713		713	31 Dec 06
Mark Tucker						
Business cash LTIP	2001	600		363	-	31 Dec 03
Mark Wood						
Business cash LTIP	2001	450		Nil	_	31 Dec 03
Business cash LTIP	2002	450			450	31 Dec 04
Business cash LTIP	2003	470			470	31 Dec 05
Business cash LTIP	2004		500		500	31 Dec 06
Total cash payments made in 2004				729		

# Notes

Clark Manning's 2000 and 2001 cash long-term incentive plans had four-year performance periods respectively with payouts in both cases depending on Jackson National Life's US GAAP net income in the final year. For the 2000 award the results led to a payment only from the phantom share award of US\$176,000 while the 2001 award led to a payment of US\$675,900 for the share element and US\$151,800 for the option element. The face values of the awards for Clark Manning are converted at the average exchange rate for 2004 which was US\$1.8326 = £1 (2003: US\$1.6351 = £1). Upon joining the Board, Clark Manning also participated in the 2002 JNL Chief Executive Long-Term Incentive Plan which has a performance period of three years. The performance conditions are the same as described in the Business-Specific Long-Term Incentive Plans section on page 43. The compound growth rate of the JNL appraisal value was below the threshold for a payment to be made in respect of the award.

Michael McLintock's 2001 and 2002 cash long-term incentive plans had the same performance conditions described for his cash plan on page 44. For both awards, the phantom share price at the beginning of the performance period was £1. For the 2001 award the phantom share price at the end was £1.20. This resulted in a payment from the phantom share award of £270,000 and a phantom option award of 367,800 units. He did not exercise any of these options. For the 2002 award, the phantom share price at the end was £2.33. This resulted in a payment from the phantom share award of £524,250.

Mark Norbom's first award under the Asia Long-Term Incentive Plan was made in 2004 as described on page 44.

Mark Tucker's 2001 cash long-term incentive plan had the same performance conditions as described for Mark Norbom's cash long-term plan on page 44. The compound growth rate of the Asia operations at the end of 2003 was 37.7 per cent per annum. The award was pro-rated for Mark Tucker's service to 30 June 2003 during the performance period and a payment of £363,267 was made in July 2004. Mark Tucker's cash long-term incentive plans awarded in 2002 and 2003 lapsed.

Mark Wood's 2001 and 2002 cash long-term incentive plans had the same performance conditions as described for his cash plan in the Remuneration Policy section on page 44. For the 2001 and 2002 awards the compound growth rate of the UK appraisal value was below the threshold for a payment to be made in respect of the award.

# **OTHER SHARE AWARDS**

Under the Company's previous short-term deferred bonus plan, known as the Share Participation Plan (SPP) there are deferred share awards held in trust for five years, which are shown in the table below.

The table also includes the share awards that have been deferred from annual incentive plan payouts. The values of the deferred share awards are included in the bonus and total figures in the Directors' Remuneration table on page 47. The number of shares is calculated using the average share price over the three business days commencing on the day of the announcement of the Group's annual financial results for the relevant year. For the 2003 awards the average share price was 492 pence.

		Shares awarded							Shares released in 2004			
	Year of initial grant	Conditional share awards outstanding at 1 Jan 2004	Conditionally awarded in 2004	Scrip dividends accumulated	Adjustment for Rights Issue on 11 Nov 2004	Shares released in 2004	Conditional share awards outstanding at 31 Dec 2004	Date of end of restricted period	Shares released in 2004	Date of release	Market price at original date of award (pence)	Market price at date of vesting (pence)
Jonathan Bloomer SPP awards	1999	6,409	_	_	_	6,409	_	4 May 04	6,409	4 May 04	871.04	449.50
Philip Broadley Deferred 2003 annual incentive award <sup>1</sup>	2004	_	5,549	203	281	_	6,033	31 Dec 06				
Michael McLintock Deferred 2003 annual incentive award <sup>1</sup>	2004	_	49,593	1,822	2,523	_	53,938	31 Dec 06				
Mark Norbom Awards under												
appointment terms <sup>3</sup>	2004	14,622	_	_	717	_	15,339	1 Jan 05				
	2004	14,622	_	_	717	_	15,339	1 Jan 06				
	2004	85,173	_	-	4,180	-	89,353	1 Jan 07				
	2004	30,118	_	-	1,478	-	31,596	1 Jan 08				
	2004	14,622	_	-	717	-	15,339	1 Jan 09				
	2004	395,417	_	_	19,409	_	414,826	20 Feb 13				
Mark Tucker Deferred 2001 annual												
incentive award <sup>2</sup> Deferred 2002 annual	2001	20,153	-	481	-	20,634	-	30 Jun 04	20,634	30 Jun 04	699.50	474.50
incentive award <sup>2</sup>	2002	61,039	_	1,456	_	62,495	_	30 Jun 04	62,495	30 Jun 04	330.00	474.50
Mark Wood Deferred 2001 annual												
incentive award	2001	6,670		245	338	7,253	_	31 Dec 04	7,253	31 Dec 04	699.50	453.00

#### Notes

<sup>1.</sup> The value of the 2003 deferred share award from the annual incentive plan is included in the Total emoluments 2003 figure in the Directors' Remuneration table on page 47.

<sup>2.</sup> Non-competition and non-solicitation conditions having been satisfied, Mark Tucker's deferred awards under the 2001 and 2002 annual incentive plans were released to him in July 2004.

<sup>3.</sup> In order to secure the appointment of Mark Norbom, he has been awarded rights to Prudential plc shares, which vest as set out in the table. These awards will normally vest dependent on continuing employment at the date of vesting except for the element compensating for the loss of supplemental pension rights which vests on his leaving Prudential providing this is after 20 February 2013. If there is a change of control of Prudential or a sale of all or part of the Asian business he may become entitled to retain any unvested awards in accordance with the vesting schedules above. The equivalent of dividend distributions will be made from these awards during the restricted period and the cash dividend equivalents paid in 2004 from these awards are included in the Directors' Remuneration table on page 47.

# **DIRECTORS' SHARE OPTIONS**

The Restricted Share Plan replaced the Executive Share Option Scheme (ESOS) in 1995 as the Group's primary long-term incentive plan. Options under ESOS are set out below together with options under the Savings-Related Share Option Scheme (SAYE). The Savings-Related Share Option Scheme is open to all UK and certain overseas employees. Options under this scheme up to Inland Revenue limits are granted at a 20 per cent discount and cannot normally be exercised until a minimum of three years has elapsed. No payment has been made for the grant of any options. The price to be paid for exercise of these options is shown in the table below. No variations to any outstanding options have been made.

	Year of initial grant	Options outstanding at 1 Jan 2004	Exercised in 2004	Market price on exercise date (pence)	Options forfeit in 2004	Options granted in 2004	Adjustment for Rights Issue on 11 Nov 2004	Options outstanding at 31 Dec 2004	Market price at 31 Dec 2004 (pence)	Original exercise price (pence)	Exercise price (pence) adjusted for Rights Issue	Earliest exercise date	Latest exercise date
Jonathan Bloomer													
	1995	196,750*	196,750	447				_		315	_	26 Apr 98	26 Apr 05
	1995	226,750*	226,750	447				_		315	_	26 Apr 00	26 Apr 05
	2000	2,247**	+				110	2,357	453	751	715	01 Jun 05	30 Nov 05
		425,747	423,500				110	2,357					
Philip Broadley													
,	2000	1,327**	+		1,327 <sup>3</sup>	2,589*	* 127	2,716	453	364	346	01 Jun 07	30 Nov 07
Michael McLintock													
	2003	5,866**	+				287	6,153	453	280	266	01 Jun 08	30 Nov 08
Mark Wood													
	2001	2,835**	+				139	2,974	453	648	617	01 Dec 08	31 May 09

<sup>\*</sup> Executive Share Option Scheme (ESOS).

- 1. The total gain made by directors in 2004 on the exercise of share options from the Company's ESOS and SAYE schemes was £559,020 (2003: £2,863).
- 2. No price was paid for the award of any option.
- 3. SAYE option lapsed on 1 June 2004.
- 4. The highest and lowest share prices during 2004 were 512 pence and 386 pence respectively.

### **DIRECTORS' PENSIONS AND LIFE ASSURANCE**

It is the Company's policy to offer executive directors the facility to save for retirement through efficient pension vehicles and UK executive directors are offered a combination of Inland Revenue approved pension schemes and supplementary provision.

Changes to UK pensions regulations take effect from April 2006. The Company is actively considering whether or not any changes to its policy are necessary.

# **UK Inland Revenue Approved Pension Schemes**

Executive directors employed in the UK are eligible to participate in Inland Revenue approved pension schemes on the same basis as other employees who joined at that time, providing benefits based on basic salary up to the Inland Revenue earnings cap.

The schemes are defined benefit arrangements. Philip Broadley and Mark Wood participate in a non-contributory scheme that provides a pension of 1/60th of Final Pensionable Earnings for each year of service on retirement at age 60. Michael McLintock participates in a contributory scheme that provides a target pension of 2/3rds of Final Pensionable Earnings on retirement at age 60 for an employee with 30 years or more potential service, for which his contribution is four per cent of basic salary. Jonathan Bloomer only receives a lump sum death benefit of four times basic salary up to the earnings cap from the pension scheme.

On death in service a total sum from all these schemes of four times pensionable salary plus spouse's and children's pensions are payable. No employees with employment offers after 30 June 2003 were eligible for membership of the defined benefit schemes.

<sup>\*\*</sup> Savings-Related Share Option Scheme (SAYE).

# **Other Supplementary Arrangements**

Sir David Clementi is provided with a salary supplement, part of which is a contribution to a personal pension, and life assurance of four times his annual fees.

Jonathan Bloomer, Philip Broadley, Michael McLintock and Mark Wood are entitled to supplements based on the portion of their basic salary not covered for pension benefits under a UK Inland Revenue approved scheme. These supplements are paid directly to them or to a Funded Unapproved Retirement Benefit Scheme (FURBS) established in their name. They are provided with life assurance cover related to salary over the Inland Revenue earnings cap. The cover is broadly equivalent to the death in service benefits provided under the relevant UK Inland Revenue approved pension scheme.

Clark Manning participates in a US tax-qualified defined contribution plan (a 401k plan). He is also provided with life assurance cover of two times basic salary.

Mark Norbom is provided with a salary supplement for pension purposes, and life assurance provision of four times his basic salary.

Details of directors' pension entitlements under Inland Revenue approved defined benefit schemes and the pre-tax amount of any salary supplements and contributions to FURBS or other pension arrangements paid by the Company are set out below:

Additional

	Age at 31 Dec 2004	Years of pensionable service at 31 Dec 2004	Accrued benefit at 31 Dec 2004 £000	pension earned during year ended 31 Dec 2004				Amount of (B-A) less contributions made by	Pre-tax salary supplements and contributions to FURBS or
				Ignoring inflation on pension earned to 31 Dec 20031	Allowing for inflation on pension earned to 31 Dec 2003² £000	Transfer value of accrued benefit at 31 Dec <sup>3</sup>			
						В	2003 A	directors during 2004 £000	other pension arrangements <sup>4</sup> £000
							£000		
Sir David Clementi	55	_	_	_	_	_	_	_	121
Jonathan Bloomer	50	_	_	_	_	_	_	_	282
Philip Broadley	43	4	8	2	2	61	45	16	122
Clark Manning	46	_	_	_	_	_	_	_	15
Michael McLintock	43	12	28	3	2	265	163	89	74
Mark Norbom	46	_	_	_	_	_	_	_	146
Mark Wood	51	3	6	2	2	65	43	22	170

- 1. As required by the London Stock Exchange Listing rules.
- 2. As required by The Directors' Remuneration Report Regulations 2002.
- 3. The transfer value equivalent has been calculated in accordance with Actuarial Guidance Note GN11.
- 4. As described under Other Supplementary Arrangements.

No enhancements to the retirement benefits paid to or receivable by directors or former directors other than the discretionary pension increases awarded to all pensioners have been made during the year.

Total contributions to directors' pension arrangements were £1,124,000 (2003: £905,000) of which £353,000 (2003: £320,000) related to money purchase schemes.

Signed on behalf of the Board of directors

**ROBERTO MENDOZA** 

CHAIRMAN OF THE REMUNERATION COMMITTEE

SIR DAVID CLEMENT

**CHAIRMAN**