

Prudential plc 2021 June Investor Day
Business@Pulse – A Breakthrough



Dennis Ng
Chief Revenue Officer
SME Ecosystem/Enterprise Business
Prudential Corporation Asia

Prior to joining Prudential, Dennis spent the last 18 years across several roles in insurance. Starting off as an award winning Agent (MDRT, multiple years) for close to 8 years, and moved to Citibank as Head of Bancassurance, managing an open architecture model of Insurance companies, leading in UHNW and HNW insurance propositions, launching multiple campaigns and customer initiatives which helped the bank acquire new Customers. After the Citibank stint, Dennis joined Allianz Consulting, providing all OEs (Operating Entities) across Asia, strategic solutions for distribution, driving Operation Excellence projects. Created a new Consulting hub, based in China, covering North Asia, led and spearheaded the largest Consulting project in China, on driving Allianz's presence in China to one single platform for distribution. Dennis joined Prudential Singapore in 2016, as Head of UOB Channel and oversaw the turnaround of business, and held positions as Head of Agent Strategy, and Head of Enterprise Business (Strategy and Transformation) before assuming his current role; of driving SME Ecosystem strategy, partnerships and ensuring all Prudential businesses are well supported in launching our Group Insurance portfolio and leading it to sustainability.



Dennis Tan
Chief Executive Officer
Prudential Singapore

Dennis Tan is the Chief Executive Officer of Prudential Singapore since March 2020. A veteran banker, Dennis has 27 years of experience in consumer banking spanning, product development, segment management, marketing and sales and distribution. Prior to joining Prudential in February 2020, Dennis was with OCBC Bank for 10 years, of which 7 were spent leading a 3,100-strong consumer banking division as Head, Consumer Financial Services. Dennis also spearheaded the growth of OCBC's Premier Banking business in Singapore, Malaysia, Indonesia and China as Head of Branch and Group Premier Banking. He was also a member of OCBC Bank's Management Committee. Dennis began his banking career as a Management Associate with Citibank Singapore in 1993. In 16 years, Dennis rose through the ranks to become Managing Director, Sales and Distribution where he was responsible for 20 branches and 700 frontline staff. Dennis is Singaporean. He holds a Bachelor of Science in Business (Honours with Distinction) from Indiana University and has completed the Stanford Executive Programme at Stanford University's Graduate School of Business. He is a Certified Financial Planner.



Divine H. Furagganan
EVP and Chief Distribution Officer
Pru Life UK Philippines

Maria Divina "Divine" Heres-Furagganan joined Pru Life UK in 2010 as a Sales Director and has since led the agency distribution channel in becoming a significant contributor to the Company's sales performance and expanding business. She has recently assumed leadership of the Third-Party Distribution Channel and the Enterprise Business Channel and currently serves as Executive Vice President and Chief Distribution Officer.

Divine has over 25 years of experience in sales, holding key roles in several insurance companies including Philippine AXA Life Insurance Corporation, Manufacturer's Life Insurance Corporation, and John Hancock Life Insurance Corporation. She graduated Cum Laude from the Mapua Institute of Technology with a Bachelor's degree in Management and Industrial Engineering.



Marlette S. Jaranilla
Vice President of Enterprise Business
Pru Life UK Philippines

Marlette Jaranilla has worked for more than 25 years in the insurance industry and financial services companies handling underwriting, claims, product marketing, and sales.

She is with Pru Life UK (PLUK) for the past 7 years under Distribution as Partnership Distribution Head, Lead Sales Director, and recently heads up as VP of Enterprise Business.

Ms. Jaranilla is tasked to drive the expansion of PLUK group insurance business guided by the four key strategic framework - value proposition, distribution, operations, and digital. Her mission is to reach out to underserved employees of the small to medium enterprises (SMEs) and provide them not just protection coverage but also a venue to increase their workforce engagement and make the best out of their lives.