

## Schedule 4

## PRUDENTIAL PLC - NEW BUSINESS - QUARTER 3 2004 VERSUS QUARTER 2 2004

## INSURANCE OPERATIONS

|                                                       | Single       |              |              | Regular    |            |              | Total        |              |              | Annual Equivalents <sup>(3)</sup> |            |              |
|-------------------------------------------------------|--------------|--------------|--------------|------------|------------|--------------|--------------|--------------|--------------|-----------------------------------|------------|--------------|
|                                                       | Q3 2004      | Q2 2004      | +/- (%)      | Q3 2004    | Q2 2004    | +/- (%)      | Q3 2004      | Q2 2004      | +/- (%)      | Q3 2004                           | Q2 2004    | +/- (%)      |
|                                                       | £m           | £m           |              | £m         | £m         |              | £m           | £m           |              | £m                                | £m         |              |
| <b>UK Insurance Operations :<sup>(4)</sup></b>        |              |              |              |            |            |              |              |              |              |                                   |            |              |
| <i>Direct to Customer:</i>                            |              |              |              |            |            |              |              |              |              |                                   |            |              |
| Individual Pension:                                   | 1            | 3            | (67%)        | 2          | 2          | -            | 3            | 5            | (40%)        | 2                                 | 2          | -            |
| Life - With Profit Bond                               | 3            | 3            | -            | -          | -          | -            | 3            | 3            | -            | 0                                 | 0          | -            |
| Individual Annuities:                                 | 159          | 155          | 3%           | -          | -          | -            | 159          | 155          | 3%           | 16                                | 16         | -            |
| <b>Sub-Total</b>                                      | <b>163</b>   | <b>161</b>   | <b>1%</b>    | <b>2</b>   | <b>2</b>   | <b>-</b>     | <b>165</b>   | <b>163</b>   | <b>1%</b>    | <b>18</b>                         | <b>18</b>  | <b>-</b>     |
| DWP Rebates                                           | -            | -            | -            | -          | -          | -            | -            | -            | -            | -                                 | -          | -            |
| <b>Total</b>                                          | <b>163</b>   | <b>161</b>   | <b>1%</b>    | <b>2</b>   | <b>2</b>   | <b>-</b>     | <b>165</b>   | <b>163</b>   | <b>1%</b>    | <b>18</b>                         | <b>18</b>  | <b>-</b>     |
| <i>Business to Business:</i>                          |              |              |              |            |            |              |              |              |              |                                   |            |              |
| Corporate Pensions                                    | 31           | 37           | (16%)        | 28         | 45         | (38%)        | 59           | 82           | (28%)        | 31                                | 49         | (37%)        |
| Individual Annuities:                                 | 68           | 46           | 48%          | -          | -          | -            | 68           | 46           | 48%          | 7                                 | 5          | 40%          |
| Bulk Annuities                                        | 43           | 70           | (39%)        | -          | -          | -            | 43           | 70           | (39%)        | 4                                 | 7          | (43%)        |
| <b>Total</b>                                          | <b>142</b>   | <b>153</b>   | <b>(7%)</b>  | <b>28</b>  | <b>45</b>  | <b>(38%)</b> | <b>170</b>   | <b>198</b>   | <b>(14%)</b> | <b>42</b>                         | <b>60</b>  | <b>(30%)</b> |
| <i>Intermediated Distribution :</i>                   |              |              |              |            |            |              |              |              |              |                                   |            |              |
| Individual Pension:                                   | 12           | 17           | (29%)        | 5          | 5          | -            | 17           | 22           | (23%)        | 6                                 | 7          | (14%)        |
| Corporate Pensions                                    | 10           | 52           | (81%)        | 2          | 3          | (33%)        | 12           | 55           | (78%)        | 3                                 | 8          | (63%)        |
| Life - With Profit Bond                               | 55           | 79           | (30%)        | -          | -          | -            | 55           | 79           | (30%)        | 6                                 | 8          | (25%)        |
| Life - Other Bond                                     | 206          | 172          | 20%          | -          | -          | -            | 206          | 172          | 20%          | 21                                | 17         | 24%          |
| Life - Other                                          | -            | -            | -            | 1          | 1          | -            | 1            | 1            | -            | 1                                 | 1          | -            |
| Individual Annuities:                                 | 309          | 318          | (3%)         | -          | -          | -            | 309          | 318          | (3%)         | 31                                | 32         | (3%)         |
| <b>Sub-Total</b>                                      | <b>592</b>   | <b>638</b>   | <b>(7%)</b>  | <b>8</b>   | <b>9</b>   | <b>(11%)</b> | <b>600</b>   | <b>647</b>   | <b>(7%)</b>  | <b>67</b>                         | <b>73</b>  | <b>(8%)</b>  |
| DWP Rebates                                           | -            | -            | -            | -          | -          | -            | -            | -            | -            | -                                 | -          | -            |
| <b>Total</b>                                          | <b>592</b>   | <b>638</b>   | <b>(7%)</b>  | <b>8</b>   | <b>9</b>   | <b>(11%)</b> | <b>600</b>   | <b>647</b>   | <b>(7%)</b>  | <b>67</b>                         | <b>73</b>  | <b>(8%)</b>  |
| <i>Partnerships :</i>                                 |              |              |              |            |            |              |              |              |              |                                   |            |              |
| Life - With Profit Bond                               | 1            | -            | -            | -          | -          | -            | 1            | -            | -            | 0                                 | -          | -            |
| Life - Other                                          | 234          | 175          | 34%          | 1          | 1          | -            | 235          | 176          | 34%          | 24                                | 19         | 26%          |
| Individual Annuities:                                 | 40           | 25           | 60%          | -          | -          | -            | 40           | 25           | 60%          | 4                                 | 3          | 33%          |
| <b>Total</b>                                          | <b>275</b>   | <b>200</b>   | <b>38%</b>   | <b>1</b>   | <b>1</b>   | <b>-</b>     | <b>276</b>   | <b>201</b>   | <b>37%</b>   | <b>29</b>                         | <b>21</b>  | <b>38%</b>   |
| <b>Total :</b>                                        |              |              |              |            |            |              |              |              |              |                                   |            |              |
| Individual Pension:                                   | 13           | 20           | (35%)        | 7          | 7          | -            | 20           | 27           | (26%)        | 8                                 | 9          | (11%)        |
| Corporate Pensions                                    | 41           | 89           | (54%)        | 30         | 48         | (38%)        | 71           | 137          | (48%)        | 34                                | 57         | (40%)        |
| Life - With Profit Bond                               | 59           | 82           | (28%)        | -          | -          | -            | 59           | 82           | (28%)        | 6                                 | 8          | (25%)        |
| Life - Other Bond                                     | 206          | 172          | 20%          | -          | -          | -            | 206          | 172          | 20%          | 21                                | 17         | 24%          |
| Life - Other                                          | 234          | 175          | 34%          | 2          | 2          | -            | 236          | 177          | 33%          | 25                                | 20         | 25%          |
| Individual Annuities:                                 | 576          | 544          | 6%           | -          | -          | -            | 576          | 544          | 6%           | 58                                | 54         | 7%           |
| Bulk Annuities                                        | 43           | 70           | (39%)        | -          | -          | -            | 43           | 70           | (39%)        | 4                                 | 7          | (43%)        |
| <b>Sub-Total</b>                                      | <b>1,172</b> | <b>1,152</b> | <b>2%</b>    | <b>39</b>  | <b>57</b>  | <b>(32%)</b> | <b>1,211</b> | <b>1,209</b> | <b>-</b>     | <b>156</b>                        | <b>172</b> | <b>(9%)</b>  |
| DWP Rebates                                           | -            | -            | -            | -          | -          | -            | -            | -            | -            | -                                 | -          | -            |
| <b>Total UK Insurance Operations</b>                  | <b>1,172</b> | <b>1,152</b> | <b>2%</b>    | <b>39</b>  | <b>57</b>  | <b>(32%)</b> | <b>1,211</b> | <b>1,209</b> | <b>-</b>     | <b>156</b>                        | <b>172</b> | <b>(9%)</b>  |
| <i>European Insurance Operations :<sup>(10)</sup></i> |              |              |              |            |            |              |              |              |              |                                   |            |              |
| Insurance Products                                    | 35           | 18           | 94%          | 1          | -          | -            | 36           | 18           | 100%         | 5                                 | 2          | 150%         |
| <b>Total European Insurance Operations</b>            | <b>35</b>    | <b>18</b>    | <b>94%</b>   | <b>1</b>   | <b>-</b>   | <b>-</b>     | <b>36</b>    | <b>18</b>    | <b>100%</b>  | <b>5</b>                          | <b>2</b>   | <b>150%</b>  |
| <b>Total UK &amp; European Insurance Operations</b>   | <b>1,207</b> | <b>1,170</b> | <b>3%</b>    | <b>40</b>  | <b>57</b>  | <b>(30%)</b> | <b>1,247</b> | <b>1,227</b> | <b>2%</b>    | <b>161</b>                        | <b>174</b> | <b>(7%)</b>  |
| <i>US Insurance Operations :<sup>(10)</sup></i>       |              |              |              |            |            |              |              |              |              |                                   |            |              |
| Fixed Annuities                                       | 275          | 241          | 14%          | -          | -          | -            | 275          | 241          | 14%          | 28                                | 24         | 17%          |
| Equity-Linked Indexed Annuities                       | 135          | 87           | 55%          | -          | -          | -            | 135          | 87           | 55%          | 14                                | 9          | 56%          |
| Variable Annuities                                    | 483          | 533          | (9%)         | -          | -          | -            | 483          | 533          | (9%)         | 48                                | 53         | (9%)         |
| Life                                                  | -            | -            | -            | 9          | 7          | 29%          | 9            | 7            | 29%          | 9                                 | 7          | 29%          |
| <b>Sub-total Retail</b>                               | <b>893</b>   | <b>861</b>   | <b>4%</b>    | <b>9</b>   | <b>7</b>   | <b>29%</b>   | <b>902</b>   | <b>868</b>   | <b>4%</b>    | <b>98</b>                         | <b>93</b>  | <b>5%</b>    |
| Guaranteed Investment Contract:                       | 74           | 13           | 469%         | -          | -          | -            | 74           | 13           | 469%         | 7                                 | 1          | 600%         |
| GIC - Medium Term Note                                | 55           | 277          | (80%)        | -          | -          | -            | 55           | 277          | (80%)        | 6                                 | 28         | (79%)        |
| <b>Total US Insurance Operations</b>                  | <b>1,022</b> | <b>1,151</b> | <b>(11%)</b> | <b>9</b>   | <b>7</b>   | <b>29%</b>   | <b>1,031</b> | <b>1,158</b> | <b>(11%)</b> | <b>111</b>                        | <b>122</b> | <b>(9%)</b>  |
| <i>Asian Insurance Operations :<sup>(10)</sup></i>    |              |              |              |            |            |              |              |              |              |                                   |            |              |
| China                                                 | 1            | 2            | (50%)        | 5          | 3          | 67%          | 6            | 5            | 20%          | 5                                 | 4          | 25%          |
| Hong Kong                                             | 53           | 56           | (5%)         | 19         | 19         | -            | 72           | 75           | (4%)         | 24                                | 25         | (4%)         |
| India (@26%)                                          | 1            | 1            | -            | 7          | 6          | 17%          | 8            | 7            | 14%          | 7                                 | 6          | 17%          |
| Indonesia                                             | 6            | 7            | (14%)        | 6          | 5          | 20%          | 12           | 12           | -            | 7                                 | 6          | 17%          |
| Japan                                                 | 5            | 4            | 25%          | 2          | 1          | 100%         | 7            | 5            | 40%          | 3                                 | 2          | 50%          |
| Korea                                                 | 3            | 9            | (67%)        | 13         | 14         | (7%)         | 16           | 23           | (30%)        | 13                                | 15         | (13%)        |
| Malaysia                                              | 2            | 2            | -            | 18         | 13         | 38%          | 20           | 15           | 33%          | 18                                | 13         | 38%          |
| Singapore                                             | 57           | 46           | 24%          | 11         | 10         | 10%          | 68           | 56           | 21%          | 17                                | 15         | 13%          |
| Taiwan                                                | 34           | 20           | 70%          | 38         | 27         | 41%          | 72           | 47           | 53%          | 41                                | 29         | 41%          |
| Other (5)                                             | 2            | 2            | -            | 10         | 9          | 11%          | 12           | 11           | 9%           | 10                                | 9          | 11%          |
| <b>Total Asian Insurance Operations</b>               | <b>164</b>   | <b>149</b>   | <b>10%</b>   | <b>129</b> | <b>107</b> | <b>21%</b>   | <b>293</b>   | <b>256</b>   | <b>14%</b>   | <b>145</b>                        | <b>122</b> | <b>19%</b>   |
| <b>Group Total</b>                                    | <b>2,393</b> | <b>2,470</b> | <b>(3%)</b>  | <b>178</b> | <b>171</b> | <b>4%</b>    | <b>2,571</b> | <b>2,641</b> | <b>(3%)</b>  | <b>417</b>                        | <b>418</b> | <b>-</b>     |

## INVESTMENT OPERATIONS

|                                | M&G <sup>(4)</sup> (7) |               |           | Asia Mutual Funds |              |             | Hong Kong MPF Products <sup>(8)</sup> |            |           | Total Investment Products |               |           |
|--------------------------------|------------------------|---------------|-----------|-------------------|--------------|-------------|---------------------------------------|------------|-----------|---------------------------|---------------|-----------|
|                                | Q3 2004                | Q2 2004       | +/- (%)   | Q3 2004           | Q2 2004      | +/- (%)     | Q3 2004                               | Q2 2004    | +/- (%)   | Q3 2004                   | Q2 2004       | +/- (%)   |
|                                | £m                     | £m            |           | £m                | £m           |             | £m                                    | £m         |           | £m                        | £m            |           |
| <b>Opening FUM</b>             | <b>24,442</b>          | <b>23,658</b> | <b>3%</b> | <b>6,876</b>      | <b>6,741</b> | <b>2%</b>   | <b>216</b>                            | <b>206</b> | <b>5%</b> | <b>31,534</b>             | <b>30,605</b> | <b>3%</b> |
| Gross inflows                  | 1,274                  | 1,455         | (12%)     | 4,176             | 4,652        | (10%)       | 16                                    | 24         | (33%)     | 5,466                     | 6,131         | (11%)     |
| Less redemptions               | (567)                  | (659)         | 14%       | (4,608)           | (4,293)      | (7%)        | (5)                                   | (12)       | 58%       | (5,179)                   | (4,964)       | (4%)      |
| Net flows                      | 707                    | 796           | (11%)     | (432)             | 359          | (220%)      | 11                                    | 12         | (8%)      | 287                       | 1,167         | (75%)     |
| Other movements                | 63                     | (139)         | 145%      | (14)              | (13)         | (8%)        | -                                     | -          | -         | 49                        | (152)         | 132%      |
| Market and currency movements: | 664                    | 127           | 423%      | 110               | (211)        | 152%        | 5                                     | (2)        | 350%      | 779                       | (86)          | 1006%     |
| Net movement in FUM            | 1,434                  | 784           | 83%       | (336)             | 135          | (349%)      | 16                                    | 10         | 60%       | 1,114                     | 929           | 20%       |
| <b>Closing FUM</b>             | <b>25,876</b>          | <b>24,442</b> | <b>6%</b> | <b>6,540</b>      | <b>6,876</b> | <b>(5%)</b> | <b>232</b>                            | <b>216</b> | <b>7%</b> | <b>32,648</b>             | <b>31,534</b> | <b>4%</b> |