

Edgar Filing: PRUDENTIAL PLC - Form 6-K

PRUDENTIAL PLC
Form 6-K
April 21, 2004

SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 6-K

REPORT OF FOREIGN PRIVATE ISSUER

Pursuant to Rule 13a-16 or 15d-16 of
the Securities Exchange Act of 1934

For the month of April, 2004

PRUDENTIAL PUBLIC LIMITED COMPANY

(Translation of registrant's name into English)

LAURENCE POUNTNEY HILL,
LONDON, EC4R 0HH, ENGLAND
(Address of principal executive offices)

Indicate by check mark whether the registrant files or will file annual reports under cover Form 20-F or Form 40-F.

Form 20-F X Form 40-F

Indicate by check mark whether the registrant by furnishing the information contained in this Form is also thereby furnishing the information to the Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of 1934.

Yes No X

If "Yes" is marked, indicate below the file number assigned to the registrant in connection with Rule 12g3-2(b): 82-

Enclosure: 1st Quarter Results

Embargo: 07.00 hrs Wednesday 21 April 2004

PRUDENTIAL PLC FIRST QUARTER 2004 NEW BUSINESS RESULTS

- Total Group insurance and investment sales of GBP8.6 billion, up 22 per cent on the first quarter of 2003.
- Group APE (annual premium equivalent) insurance sales of GBP433 million, up 13 per cent.
- UK and Europe APE insurance sales of GBP186 million, up 9 per cent.
- Prudential wins membership of Sesame multi-tie panel.
- Jackson National Life's (JNL) total sales of GBP1.2 billion, up 33 per cent.
- APE sales at Prudential Corporation Asia (PCA) of GBP125 million up 4 per cent.

* All comparisons above and the narrative below are quoted at constant exchange rates. See Notes to Editors for further details.

Edgar Filing: PRUDENTIAL PLC - Form 6-K

Prudential's Group Chief Executive, Jonathan Bloomer, commented:

"This is a very positive set of results, reflecting the healthy position in which the Group ended 2003.

"The UK sales are particularly pleasing given the low level of consumer confidence in medium and long-term savings.

"The US results are excellent following two years of record retail sales at JNL and the successful management of JNL's capital last year.

"In Asia, PCA continues to show good growth - some of our newer markets such as Korea and India performed particularly well, while in Taiwan and Japan our focus has been on improving the overall profitability of the products we sell. We were delighted to secure a third life licence in China in the first quarter of this year.

"The success of Prudential's international diversification was recognised today when we received the Queen's Award for Enterprise in the International Trade category, reflecting the outstanding growth in our overseas operations in recent years."

UK and Europe Insurance Operations

Prudential UK and Europe had a good start to the year delivering the highest APE sales for five quarters. Total sales in the first quarter of GBP1,482 million were 12 per cent higher than the same period in 2003. APE sales were GBP186 million, up 9 per cent.

APE sales of corporate pensions through the business-to-business channel were up 21 per cent on the comparable period in 2003 to GBP35 million. This performance reflects continued success in winning new scheme mandates (up 167 per cent) and in adding new members to existing schemes (up 23 per cent). An encouraging number of employers have signed partnership agreements with Prudential UK to improve financial education for employees in the workplace and we believe this will deliver significant sales growth in the future.

The continued interest in Prudential's bulk annuities resulted in excellent sales in the first quarter of this year. Single premium sales of GBP139 million were almost double that achieved over the same period in 2003. Individual annuity APE sales of GBP45 million were 12 per cent lower than the comparable period in 2003. This reflects the decision not to chase unprofitable business, due to the significant increase in price competition over the last six months, but sales were in line with those achieved in the fourth quarter of 2003.

APE sales of unit-linked and international with-profit bonds of GBP14 million were twice the level recorded in the comparable quarter in 2003. This reflects sustained growth in the sales of these products by intermediaries which were up on the fourth quarter of 2003 by 13 and 53 per cent respectively. General market conditions for with-profit bonds remain challenging - IFA sales of with-profit products contracted by 80 per cent in 2003. APE sales in the first quarter were 57 per cent lower than in the same period last year.

Partnership APE sales, principally protection contracts through high street bank branches of GBP19 million, were more than double the comparable period in 2003.

Prudential has been appointed to continue work with Sesame on the detailed design and delivery of its multi-tie proposition and has secured a place on its multi-tie panel. Prudential is the first appointed provider and subsequent appointments will be announced later in the year as a consequence of the work being undertaken with Sesame. Sesame has over 6,500 IFAs representing approximately 25 per cent of the UK IFA marketplace. As a result of its

Edgar Filing: PRUDENTIAL PLC - Form 6-K

appointment, Prudential is very well positioned to increase its market share.

While this will continue to be a challenging year for the life insurance industry in the UK, Prudential is cautiously optimistic about its own prospects due to its competitive advantage as a result of its scale, brand recognition, financial strength and low cost base.

M&G

Gross fund inflows into M&G and Prudential branded retail products during the first quarter of 2004 were GBP357 million, a 22 per cent increase on the same period last year. Gross ISA fund inflows increased during the quarter, up 4 per cent to GBP50 million. While gross sales remain strong, net sales reduced because of a shift in the retail market away from fixed income, resulting in a net fund outflow of GBP7 million over the quarter.

In its institutional business, M&G's first quarter net fund flows were significantly affected by a single large redemption by a segregated fixed income client. Institutional fund flows are by their nature volatile and this redemption reflects a change in strategy by the client. As a result, gross fund inflows were GBP365 million during the quarter, with net fund outflows of GBP879 million. M&G's private finance business continued to develop strongly with the successful launch of its second leveraged loan Collateralised Debt Obligation, for which inflows of EUR375 million will be reported in the second quarter's new business figures.

Jackson National Life

JNL recorded total sales in the first quarter of 2004 of GBP1.2 billion, 33 per cent higher than the same period of 2003, driven by strong sales of variable annuities and institutional products. Total retail sales of GBP879 million were down 2 per cent on the same period of 2003, but 23 per cent ahead of the fourth quarter of 2003.

Variable annuity sales of GBP473 million were up 23 per cent on the first quarter of 2003, reflecting the recovery in equity markets in the second half of 2003 and JNL's strength in product design and distribution. As indicated at the full-year, the rate of election of the fixed account option within variable annuities reduced in 2003 and for the first quarter of 2004, 25 per cent of variable annuity sales went into fixed accounts compared with 48 per cent during the full-year 2003.

Fixed annuity sales of GBP332 million were 29 per cent down on the first quarter of 2003, reflecting the continued low interest rate environment in the US limiting demand for this product.

Sales of equity-linked indexed (ELI) annuities of GBP71 million were 83 per cent higher than the same period of 2003. Regular premium life sales of GBP3 million were in line with those recorded in the first quarter of 2003.

Institutional sales for the first quarter of 2004 were GBP311 million. There were no institutional product sales recorded in the first quarter of 2003, reflecting JNL's focus on retail markets, and the active management of its capital position during last year. Institutional sales are made opportunistically, based on capital availability and return expectation. The tight spread environment currently constrains the opportunities for sales of institutional products. However, JNL took advantage of several attractive issuance opportunities in the first quarter. Should those opportunities continue to present themselves, JNL will participate in the market.

At 31 March 2004, funds under management for Curian Capital LLC, JNL's registered investment advisor channel, had grown to GBP244 million (US\$448

Edgar Filing: PRUDENTIAL PLC - Form 6-K

million), up from GBP148 million (US\$266 million) at the 2003 year-end.

JNL has made a strong start to the year. It has actively and successfully managed its capital position and is well placed as markets in the US continue to recover.

Prudential Corporation Asia

PCA's insurance new business APE sales for the first quarter of 2004 of GBP125 million were up 4 per cent on the same quarter in 2003. Excluding Japan, where the business strategy has been refocused, sales were up 13 per cent.

The improving economic environment and recent growth in Asian stock markets has also helped increase sales of more profitable unit-linked products. In Taiwan while absolute volumes of new business were 28 per cent lower than last year, unit-linked product volumes have more than doubled. Traditional products have also been re-priced in Taiwan and consequently the average new business margin has increased significantly.

Both Hong Kong and Singapore grew strongly, with Hong Kong experiencing an exceptionally strong first quarter APE growth of 41 per cent over last year with increases in both regular and single premium sales. In Singapore sales of single premium unit-linked products benefited from improved stock market sentiment combined with a continued low interest environment. In Malaysia sales were 27 per cent lower than last year but we anticipate a strong second quarter based on monthly sales trends.

PCA Life Korea continues to demonstrate impressive growth with APE sales in the first quarter of 2004 of GBP15 million, up 270 per cent compared with the same period last year driven by the implementation of its successful multi-channel distribution model where financial advisers, general agents, direct marketing and bancassurance all contribute approximately equally to new business.

In the remaining six markets sales were collectively up 45 per cent with India growing by 164 per cent, China by 57 per cent and Indonesia by 98 per cent offset by a 26 per cent decline in PCA's "Other" markets.

PCA's fund management business also benefited from the improved environment with total investment product funds under management in Asia as at 31 March 2004 of GBP6.7 billion up 7 per cent on 31 December 2003 with net inflows of GBP0.3 billion for the quarter, improved from net redemptions of GBP 0.1 billion for the same period last year.

In the first quarter 2004, growth in new business achieved profits outpaced sales growth as PCA focused on higher margin products, particularly in Japan and Taiwan rather than pure sales volume. With positive political, economic and investment market factors for the region and PCA's proven strategy of focusing on sustained profitable growth, we anticipate strong sales growth for the remainder of 2004.

Egg

Egg has separately announced its first quarter 2004 results today. On 26 January, Prudential announced that it had begun a process that would give a number of potential purchasers an opportunity to make a proposal which may or may not lead to a transaction relating to its approximately 79 per cent shareholding in Egg. This process is continuing.

- ENDS -

Enquiries to:
Media

Investors/Analysts

Edgar Filing: PRUDENTIAL PLC - Form 6-K

Geraldine Davies	020 7548 3911	Rebecca Burrows	020 7548 3537
Steve Colton	020 7548 3721	Marina Lee-Steere	020 7548 3511
Clare Staley	020 7548 3719		

Notes to Editors:

1. There will be a conference call today for wire services at 8:00am hosted by Jonathan Bloomer, Group Chief Executive and Philip Broadley, Group Finance Director. Dial in telephone number: +44 (0) 20 8288 4700. Callers to quote "Prudential" for access to the call.
2. There will be a conference call for investors and analysts at 2:30pm hosted by Jonathan Bloomer, Group Chief Executive. Dial in telephone number: UK callers: +44 (0) 20 7162 0183, US callers: +1 334 420 4950. Callers to quote "Prudential" for access to the call.

A recording of this call will be available for replay for one week by dialling:

UK: +44 (0) 20 8288 4459, US: +1 334 323 6222, Passcode 700762.

3. High resolution photographs are available to the media free of charge at www.newscast.co.uk (+44 (0) 20 7608 1000).
4. Sales for overseas operations have been reported using average exchange rates as shown in the attached schedules. Commentary is given on the results at constant exchange rates. The two bases are compared in the table below.

Annual premium equivalent sales

	Actual exchange rates			Constant exchange rates	
	2004	2003	+/- (%)	2004	2003
	GBP 'm	GBP 'm		GBP 'm	GBP 'm
UK & Europe	186	171	9%	186	171
US	122	105	16%	122	92
Asia	125	133	(6%)	125	120
Total	433	409	6%	433	383

Gross inflows

	Actual exchange rates			Constant exchange rates	
	2004	2003	+/- (%)	2004	2003
	GBP 'm	GBP 'm		GBP 'm	GBP 'm
M&G	722	1,184	(39%)	722	1,184
Asia	4,909	3,790	30%	4,909	3,452
Total	5,631	4,974	13%	5,631	4,636

Total insurance and investment flows

	Actual exchange rates			Constant exchange rates	
	2004	2003	+/- (%)	2004	2003
	GBP 'm	GBP 'm		GBP 'm	GBP 'm
Insurance	2,936	2,546	15%	2,936	2,396
Investment	5,631	4,974	13%	5,631	4,636
Total	8,567	7,520	14%	8,567	7,032

Edgar Filing: PRUDENTIAL PLC - Form 6-K

5. Annual premium equivalent (APE) sales comprise regular premium sales plus one-tenth of single premium insurance sales.
6. Investment mandates previously reported as UK corporate pensions in 2003 are reported as M&G institutional funds under management. The impact of this is to reduce UK corporate pensions APE sales by GBP15 million for the first quarter of 2003 and by GBP32 million for the full-year 2003.
7. US institutional products (previously referred to as "stable value products") consist of guaranteed investment contracts (GICs), funding agreements and medium-term notes backed by funding agreements.
8. Prudential's Queen's Award for Enterprise win has been announced in a separate press release today. This can be found on Prudential's website at www.prudential.co.uk
9. 2004 Financial Calendar:

Annual General Meeting	Thursday 6 May
Payment of 2003 final dividend	Wednesday 26 May
2004 Interim Results/ Second quarter New Business Figures	Tuesday 27 July
Ex-dividend date	Wednesday 18 August
Record date	Friday 20 August
Third quarter New Business Figures	Tuesday 19 October
Payment of interim dividend	Thursday 29 October

Forward-Looking Statements

This statement may contain certain "forward-looking statements" with respect to certain of Prudential's plans and its current goals and expectations relating to its future financial condition, performance, results, strategy and objectives. Statements containing the words "believes", "intends", "expects", "plans", "seeks" and "anticipates", and words of similar meaning, are forward-looking. By their nature, all forward-looking statements involve risk and uncertainty because they relate to future events and circumstances which are beyond Prudential's control including among other things, UK domestic and global economic and business conditions, market related risks such as fluctuations in interest rates and exchange rates, and the performance of financial markets generally; the policies and actions of regulatory authorities, the impact of competition, inflation, and deflation; experience in particular with regard to mortality and morbidity trends, lapse rates and policy renewal rates; the timing, impact and other uncertainties of future acquisitions or combinations within relevant industries; and the impact of changes in capital, solvency or accounting standards, and tax and other legislation and regulations in the jurisdictions in which Prudential and its affiliates operate. This may for example result in changes to assumptions used for determining results of operations or re-estimations of reserves for future policy benefits. As a result, Prudential's actual future financial condition, performance and results may differ materially from the plans, goals, and expectations set forth in Prudential's forward-looking statements. Prudential undertakes no obligation to update the forward-looking statements contained in this statement or any other forward-looking statements it may make.

Edgar Filing: PRUDENTIAL PLC - Form 6-K

	UK & Europe			US (1)			Asia (1)		
	2004 Q1 YTD GBPm	2003 Q1 YTD GBPm	+/- (%)	2004 Q1 YTD GBPm	2003 Q1 YTD GBPm	+/- (%)	2004 Q1 YTD GBPm	2003 Q1 YTD GBPm	+/- (%)
Total Insurance Products	1,482	1,322	12%	1,190	1,021	17%	264	203	30%
Total Investment Products - Gross Inflows (2)	722	1,184	(39%)	-	-	-	4,909	3,790	30%
Group Total	2,204	2,506	(12%)	1,190	1,021	17%	5,173	3,993	30%

INSURANCE OPERATIONS

	Single			Regular			Total		
	2004 Q1 YTD GBPm	2003 Q1 YTD GBPm	+/- (%)	2004 Q1 YTD GBPm	2003 Q1 YTD GBPm	+/- (%)	2004 Q1 YTD GBPm	2003 Q1 YTD GBPm	+/- (%)
UK Insurance Operations : (4)									
Direct to Customer:									
Individual Pensions	3	3	0%	2	2	0%	5	5	0%
Life - With Profit Bond	3	4	(25%)	-	-	-	3	4	(25%)
Life - Other	-	-	-	-	1	-	-	1	-
Individual Annuities	151	209	(28%)	-	-	-	151	209	(28%)
Sub-Total	157	216	(27%)	2	3	(33%)	159	219	(27%)
DWP Rebates	252	280	(10%)	-	-	-	252	280	(10%)
Total	409	496	(18%)	2	3	(33%)	411	499	(18%)
Business to Business:									
Corporate Pensions	40	50	(20%)	31	24	29%	71	74	(4%)
Individual Annuities	48	62	(23%)	-	-	-	48	62	(23%)
Bulk Annuities	139	71	96%	-	-	-	139	71	96%
Total	227	183	24%	31	24	29%	258	207	25%
Intermediated									
Distribution :									
Individual Pensions	16	17	(6%)	5	6	(17%)	21	23	(9%)
Corporate Pensions	65	12	442%	2	2	0%	67	14	379%
Life - With Profit Bond	54	108	(50%)	-	-	-	54	108	(50%)
Life - Other Bond	142	74	92%	-	-	-	142	74	92%
Life - Other	-	1	-	1	8	(88%)	1	9	(89%)
Individual Annuities	228	239	(5%)	-	-	-	228	239	(5%)
Sub-Total	505	451	12%	8	16	(50%)	513	467	10%
DWP Rebates	92	60	53%	-	-	-	92	60	53%
Total	597	511	17%	8	16	(50%)	605	527	15%
Partnerships :									
Life - With Profit Bond	1	26	(96%)	-	-	-	1	26	(96%)
Life - Other	164	51	222%	-	-	-	164	51	222%
Individual Annuities	23	-	-	-	-	-	23	-	-
Total	188	77	144%	-	-	-	188	77	144%

Edgar Filing: PRUDENTIAL PLC - Form 6-K

	---	---	---	---	---	---	---	---	---
Total :									
Individual Pensions	19	20	(5%)	7	8	(13%)	26	28	(7%)
Corporate Pensions	105	62	69%	33	26	27%	138	88	57%
Life - With Profit Bond	58	138	(58%)	-	-	-	58	138	(58%)
Life - Other Bond	142	74	92%	-	-	-	142	74	92%
Life - Other	164	52	215%	1	9	(89%)	165	61	170%
Individual Annuities	450	510	(12%)	-	-	-	450	510	(12%)
Bulk Annuities	139	71	96%	-	-	-	139	71	96%
	---	---	---	---	---	---	---	---	---
Sub-Total	1,077	927	16%	41	43	(5%)	1,118	970	15%
DWP Rebates	344	340	1%	-	-	-	344	340	1%
	---	---	---	---	---	---	---	---	---
Total UK Insurance Operations	1,421	1,267	12%	41	43	(5%)	1,462	1,310	12%
	---	---	---	---	---	---	---	---	---
European Insurance Operations :									
(1)									
Insurance Products	19	12	58%	1	-	-	20	12	67%
	---	---	---	---	---	---	---	---	---
Total European Insurance Operations	19	12	58%	1	-	-	20	12	67%
	---	---	---	---	---	---	---	---	---
Total UK & European Insurance Operations	1,440	1,279	13%	42	43	(2%)	1,482	1,322	12%
	---	---	---	---	---	---	---	---	---
US Insurance Operations :									
(1)									
Fixed Annuities	332	532	(38%)	-	-	-	332	532	(38%)
Equity-Linked Indexed Annuities	71	44	61%	-	-	-	71	44	61%
Variable Annuities	473	442	7%	-	-	-	473	442	7%
Life	-	-	-	3	3	0%	3	3	0%
	---	---	---	---	---	---	---	---	---
Sub-Total Retail	876	1,018	(14%)	3	3	0%	879	1,021	(14%)
Guaranteed Investment Contracts	19	-	-	-	-	-	19	-	-
GIC - Medium Term Note	292	-	-	-	-	-	292	-	-
	---	---	---	---	---	---	---	---	---
Total US Insurance Operations	1,187	1,018	17%	3	3	0%	1,190	1,021	17%
	---	---	---	---	---	---	---	---	---
Asian Insurance Operations :									
(1)									
China	3	1	200%	3	2	50%	6	3	100%
Hong Kong	52	34	53%	16	14	14%	68	48	42%
India (@26%)	1	2	(50%)	11	4	175%	12	6	100%
Indonesia	13	3	333%	9	5	80%	22	8	175%
Japan	3	3	0%	2	12	(83%)	5	15	(67%)
Korea	18	-	-	13	5	160%	31	5	520%
Malaysia	2	3	(33%)	8	13	(38%)	10	16	(38%)
Singapore	50	29	72%	10	12	(17%)	60	41	46%
Taiwan	10	1	900%	30	47	(36%)	40	48	(17%)
Other (5)	2	1	100%	8	12	(33%)	10	13	(23%)
	---	---	---	---	---	---	---	---	---
Total Asian Insurance Operations	154	77	100%	110	126	(13%)	264	203	30%
	---	---	---	---	---	---	---	---	---
	---	---	---	---	---	---	---	---	---
Group Total	2,781	2,374	17%	155	172	(10%)	2,936	2,546	15%
	---	---	---	---	---	---	---	---	---

Edgar Filing: PRUDENTIAL PLC - Form 6-K

PRUDENTIAL PLC - NEW BUSINESS - QUARTER 1 2004

INVESTMENT OPERATIONS

	Opening FUM	Gross inflows	Redemptions	Net inflows	Other movements	Market & currency movements
2004						
M&G						
M&G branded retail investment products	8,819	327	(321)	6	-	104
Prudential branded UK retail investment products (6)	1,325	30	(43)	(13)	-	(4)
M&G institutional (7)	14,048	365	(1,244)	(879)	98	154
	---	---	---	---	---	---
Total M&G	24,192	722	(1,608)	(886)	98	254
	---	---	---	---	---	---
Asia						
India	2,049	2,143	(2,326)	(183)	(20)	39
Taiwan	2,666	1,890	(1,717)	173	-	46
Korea	933	618	(459)	159	(5)	(24)
Other Mutual Fund Operations	752	241	(97)	144	-	12
	---	---	---	---	---	---
Total Asian Mutual Fund Operations	6,400	4,892	(4,599)	293	(25)	73
	---	---	---	---	---	---
Hong Kong MPF Products (8)	196	17	(5)	12	-	(2)
	---	---	---	---	---	---
Total Asian Investment Operations	6,596	4,909	(4,604)	305	(25)	71
	---	---	---	---	---	---
Total Investment Products	30,788	5,631	(6,212)	(581)	73	325
	---	---	---	---	---	---
	Opening FUM	Gross inflows	Redemptions	Net inflows	Other movements	Market & currency movements
2003						
M&G						
M&G branded retail investment products (9)	7,588	265	(197)	68	(14)	(211)
Prudential branded UK retail investment products (6)	1,137	28	(42)	(14)	18	(80)
M&G institutional (4) (7)	11,559	891	(316)	575	-	51
	---	---	---	---	---	---
Total M&G	20,284	1,184	(555)	629	4	(240)
	---	---	---	---	---	---
Asia						
India	1,372	1,540	(1,712)	(172)	(13)	32

Edgar Filing: PRUDENTIAL PLC - Form 6-K

Taiwan	2,425	1,716	(1,759)	(43)	-	40
Korea	993	415	(393)	22	-	(45)
Other Mutual Fund Operations	306	101	(6)	95	-	10
	---	---	---	---	---	---
Total Asian Mutual Fund Operations	5,096	3,772	(3,870)	(98)	(13)	37
	---	---	---	---	---	---
Hong Kong MPF Products (8)	136	18	(3)	15	-	-
	---	---	---	---	---	---
Total Asian Investment Operations	5,232	3,790	(3,873)	(83)	(13)	37
	---	---	---	---	---	---
Total Investment Products	25,516	4,974	(4,428)	546	(9)	(203)
	---	---	---	---	---	---
	Opening FUM	Gross inflows	Redemptions	Net inflows	Other movements	Market & currency movements
2004 movement relative to 2003						
M&G						
M&G branded retail investment products	16%	23%	(63%)	(91%)	-	-
Prudential branded UK retail investment products (6)	17%	7%	(2%)	7%	-	95%
M&G institutional (4) (7)	22%	(59%)	(294%)	-	-	202%
	---	---	---	---	---	---
Total M&G	19%	(39%)	(190%)	(241%)	-	-
	---	---	---	---	---	---
Asia						
India	49%	39%	(36%)	(6%)	(54%)	22%
Taiwan	10%	10%	2%	-	-	15%
Korea	(6%)	49%	(17%)	623%	-	47%
Other Mutual Fund Operations	146%	139%	(1517%)	52%	-	20%
	---	---	---	---	---	---
Total Asian Mutual Fund Operations	26%	30%	(19%)	-	(92%)	97%
	---	---	---	---	---	---
Hong Kong MPF Products (8)	44%	(6%)	(67%)	(20%)	-	-
	---	---	---	---	---	---
Total Asian Investment Operations	26%	30%	(19%)	-	(92%)	92%
	---	---	---	---	---	---
Total Investment Products	21%	13%	(40%)	-	-	-
	---	---	---	---	---	---

US (9)

2004 Q1 2003 Q1 +/- (%)
YTD YTD

Edgar Filing: PRUDENTIAL PLC - Form 6-K

	GBPm	GBPm	
US Banking Products			
Total Deposit Liabilities	616	673	(8%)
Retail Assets	641	753	(15%)
Curian Capital External Funds under Management	244	-	-

PRUDENTIAL PLC - NEW BUSINESS - QUARTER 1 2004 VERSUS QUARTER 4 2003

INSURANCE OPERATIONS

	Single			Regular			Total		
	Q1 2004 GBPm	Q4 2003 GBPm	+/- (%)	Q1 2004 GBPm	Q4 2003 GBPm	+/- (%)	Q1 2004 GBPm	Q4 2003 GBPm	+/- (%)
UK Insurance Operations : (4)									
Direct to Customer:									
Individual Pensions	3	1	200%	2	2	0%	5	3	67%
Life - With Profit Bond	3	3	0%	-	1	0%	3	4	(25%)
Individual Annuities	151	138	9%	-	-	-	151	138	9%
---	---	---	---	---	---	---	---	---	---
Sub-Total	157	142	11%	2	3	(33%)	159	145	10%
DWP Rebates	252	-	-	-	-	-	252	-	-
Total	409	142	188%	2	3	(33%)	411	145	183%
---	---	---	---	---	---	---	---	---	---
Business to Business:									
Corporate Pensions	40	39	3%	31	30	3%	71	69	3%
Individual Annuities	48	56	(14%)	-	-	-	48	56	(14%)
Bulk Annuities	139	98	42%	-	-	-	139	98	42%
---	---	---	---	---	---	---	---	---	---
Total	227	193	18%	31	30	3%	258	223	16%
---	---	---	---	---	---	---	---	---	---
Intermediated Distribution :									
Individual Pensions	16	11	45%	5	4	25%	21	15	40%
Corporate Pensions	65	29	124%	2	1	100%	67	30	123%
Life - With Profit Bond	54	162	(67%)	-	-	-	54	162	(67%)
Life - Other Bond	142	114	25%	-	-	-	142	114	25%
Life - Other	-	-	-	1	2	(50%)	1	2	(50%)
Individual Annuities	228	233	(2%)	-	-	-	228	233	(2%)
---	---	---	---	---	---	---	---	---	---
Sub-Total	505	549	(8%)	8	7	14%	513	556	(8%)
DWP Rebates	92	43	114%	-	-	-	92	43	114%
---	---	---	---	---	---	---	---	---	---
Total	597	592	1%	8	7	14%	605	599	1%
---	---	---	---	---	---	---	---	---	---
Partnerships :									
Life - With Profit Bond	1	1	0%	-	-	-	1	1	0%
Life - Other	164	69	138%	-	-	-	164	69	138%
Individual Annuities	23	23	0%	-	-	-	23	23	0%
---	---	---	---	---	---	---	---	---	---
Total	188	93	102%	-	-	-	188	93	102%
---	---	---	---	---	---	---	---	---	---
Total :									
Individual Pensions	19	12	58%	7	6	17%	26	18	44%

Edgar Filing: PRUDENTIAL PLC - Form 6-K

Corporate Pensions	105	68	54%	33	31	6%	138	99	39%
Life - With Profit Bond	58	166	(65%)	-	1	-	58	167	(65%)
Life - Other Bond	142	114	25%	-	-	-	142	114	25%
Life - Other	164	69	138%	1	2	(50%)	165	71	132%
Individual Annuities	450	450	0%	-	-	-	450	450	0%
Bulk Annuities	139	98	42%	-	-	-	139	98	42%
---	---	---	---	---	---	---	---	---	---
Sub-Total	1,077	977	10%	41	40	3%	1,118	1,017	10%
DWP Rebates	344	43	700%	-	-	-	344	43	700%
---	---	---	---	---	---	---	---	---	---
Total UK Insurance Operations	1,421	1,020	39%	41	40	3%	1,462	1,060	38%
---	---	---	---	---	---	---	---	---	---
European Insurance Operations :									
(1)									
Insurance Products	19	41	(54%)	1	-	-	20	41	(51%)
---	---	---	---	---	---	---	---	---	---
Total European Insurance Operations	19	41	(54%)	1	-	-	20	41	(51%)
---	---	---	---	---	---	---	---	---	---
---	---	---	---	---	---	---	---	---	---
Total UK & European Insurance Operations	1,440	1,061	36%	42	40	5%	1,482	1,101	35%
---	---	---	---	---	---	---	---	---	---
US Insurance Operations :									
(10)									
Fixed Annuities	332	222	50%	-	-	-	332	222	50%
Equity-Linked Indexed Annuities	71	71	0%	-	-	-	71	71	0%
Variable Annuities	473	466	2%	-	-	-	473	466	2%
Life	-	-	-	3	2	50%	3	2	50%
---	---	---	---	---	---	---	---	---	---
Sub-total Retail	876	759	15%	3	2	50%	879	761	16%
Guaranteed Investment Contracts	19	(9)	-	-	-	-	19	(9)	-
GIC - Medium Term Note	292	(4)	-	-	-	-	292	(4)	-
---	---	---	---	---	---	---	---	---	---
Total US Insurance Operations	1,187	746	59%	3	2	50%	1,190	748	59%
---	---	---	---	---	---	---	---	---	---
Asian Insurance Operations :									
(1)									
China	3	2	50%	3	3	0%	6	5	20%
Hong Kong	52	55	(5%)	16	28	(43%)	68	83	(18%)
India (@26%)	1	1	0%	11	6	83%	12	7	71%
Indonesia	13	11	18%	9	8	13%	22	19	16%
Japan	3	2	50%	2	2	0%	5	4	25%
Korea	18	14	29%	13	13	0%	31	27	15%
Malaysia	2	2	0%	8	16	(50%)	10	18	(44%)
Singapore	50	85	(41%)	10	17	(41%)	60	102	(41%)
Taiwan	10	10	0%	30	38	(21%)	40	48	(17%)
Other (5)	2	2	0%	8	15	(47%)	10	17	(41%)
---	---	---	---	---	---	---	---	---	---
Total Asian Insurance Operations	154	184	(16%)	110	146	(25%)	264	330	(20%)
---	---	---	---	---	---	---	---	---	---
---	---	---	---	---	---	---	---	---	---
Group Total	2,781	1,991	40%	155	188	(18%)	2,936	2,179	35%
---	---	---	---	---	---	---	---	---	---

Edgar Filing: PRUDENTIAL PLC - Form 6-K

	INVESTMENT OPERATIONS								
	M&G (4) (7)			Asia Mutual Funds			Hong Kong MPF Products (8)		
	Q1 2004	Q4 2003	+/- (%)	Q1 2004	Q4 2003	+/- (%)	Q1 2004	Q4 2003	+/- (%)
	GBPm	GBPm		GBPm	GBPm		GBPm	GBPm	
Opening FUM	24,192	23,193	4%	6,400	6,316	1%	196	186	5%
Gross inflows	722	772	(6%)	4,892	4,832	1%	17	16	6%
Less redemptions	(1,608)	(604)	(166%)	(4,599)	(4,346)	(6%)	(5)	(3)	(67%)
Net flows	(886)	168	(627%)	293	486	(40%)	12	13	(8%)
Other movements	98	-	-	(25)	(38)	34%	-	-	-
Market and currency movements	254	831	(69%)	73	(364)	120%	(2)	(3)	33%
Net movement in FUM	(534)	999	(153%)	341	84	306%	10	10	0%
Closing FUM	23,658	24,192	(2%)	6,741	6,400	5%	206	196	5%

Notes to Schedules :

(1) Insurance and investment new business for overseas operations has been calculated using average exchange rates. The applicable rate for Jackson National Life is 1.84 (2003 - 1.60).

A comparison between the results on actual exchange rate and current exchange rate is given in the notes to the press release.

(2) Represents cash received from sale of investment products.

(3) Annual Equivalents, calculated as regular new business contributions + 10% single new business contributions, are subject to roundings.

(4) Investment mandates previously reported as UK Corporate Pensions in 2003 are reported as M&G institutional funds under management. The impact of this is to reduce UK Corporate pensions APE sales by GBP15m for the first quarter of 2003 and by GBP32m for the full year 2003.

(5) In Asia, 'Other' insurance operations include Thailand, The Philippines and Vietnam.

(6) Scottish Amicable and Prudential branded Investment Products.

(7) Balance includes segregated pensions fund business, private finance flows and M&G South Africa institutional business. M&G institutional funds under management restated in Q2 2003 to include funds managed on behalf of the Prudential Staff Pension Scheme previously categorised as internal funds. Other

Edgar Filing: PRUDENTIAL PLC - Form 6-K

movements reflect the net flows arising from the cash portion of a tactical asset allocation fund managed in South Africa.

(8) Mandatory Provident Fund product sales in Hong Kong are included at Prudential's 36% interest of the Hong Kong MPF operation.

(9) Balance sheet figures have been calculated at closing exchange rates.

(10) Sales are converted to sterling using the year to date average exchange rate applicable at the time. The sterling results for individual quarters represent the difference between the year to date reported sterling results at successive quarters and will include foreign exchange movements from earlier periods.

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

Date 21 April 2004

PRUDENTIAL PUBLIC LIMITED COMPANY

By: /s/ Steve Colton

Steve Colton,
Group Head of Media Relations