

**16 Total insurance and investment products new business**<sup>note(i)</sup>

	Single			Regular			Annual premium and contribution equivalents (APE) <sup>note1(b)(i)</sup>			Present value of new business premiums (PVNBP) <sup>note1(b)(i)</sup>		
	2013 £m Half year	2012 £m Half year	2012 £m Full year	2013 £m Half year	2012 £m Half year	2012 £m Full year	2013 £m Half year	2012 £m Half year	2012 £m Full year	2013 £m Half year	2012 £m Half year	2012 £m Full year
<b>Group insurance operations</b>												
Asia	1,097	669	1,568	899	832	1,740	1,010	899	1,897	5,524	4,725	10,544
US	7,957	7,119	14,504	1	8	12	797	719	1,462	7,957	7,180	14,600
UK	2,435	2,960	6,286	112	116	207	355	412	836	2,943	3,495	7,311
<b>Group total</b>	<b>11,489</b>	<b>10,748</b>	<b>22,358</b>	<b>1,012</b>	<b>956</b>	<b>1,959</b>	<b>2,162</b>	<b>2,030</b>	<b>4,195</b>	<b>16,424</b>	<b>15,400</b>	<b>32,455</b>
<b>Asia insurance operations</b>												
Hong Kong	85	43	157	205	173	380	214	177	396	1,204	998	2,316
Indonesia	212	159	359	219	190	410	240	206	446	1,069	831	2,097
Malaysia	53	46	98	93	93	208	99	98	218	661	609	1,388
Philippines	129	89	172	16	12	28	29	21	45	177	123	254
Singapore	251	164	399	145	125	261	170	141	301	1,209	1,029	2,314
Thailand	20	6	12	23	19	36	25	19	37	106	71	140
Vietnam	1	-	1	23	18	44	23	18	45	84	63	159
<b>SE Asia operations inc.</b>												
<b>Hong Kong</b>	<b>751</b>	<b>507</b>	<b>1,198</b>	<b>724</b>	<b>630</b>	<b>1,367</b>	<b>800</b>	<b>680</b>	<b>1,488</b>	<b>4,510</b>	<b>3,724</b>	<b>8,668</b>
China <sup>note(ii)</sup>	76	17	37	39	32	53	47	33	56	243	156	277
Korea	200	15	94	42	43	86	62	45	95	359	235	438
Taiwan	48	86	172	40	79	138	45	88	156	206	380	723
India <sup>note(iii)</sup>	22	44	67	54	48	96	56	53	102	206	230	438
<b>Total Asia operations</b>	<b>1,097</b>	<b>669</b>	<b>1,568</b>	<b>899</b>	<b>832</b>	<b>1,740</b>	<b>1,010</b>	<b>899</b>	<b>1,897</b>	<b>5,524</b>	<b>4,725</b>	<b>10,544</b>
<b>US insurance operations</b>												
Variable annuities	5,384	5,976	11,596	-	-	-	538	597	1,160	5,384	5,976	11,596
Elite Access (variable annuity)	1,270	138	849	-	-	-	127	14	85	1,270	138	849
Fixed annuities	296	312	581	-	-	-	30	31	58	296	312	581
Fixed index annuities	620	503	1,094	-	-	-	62	50	109	620	503	1,094
Life	-	4	6	1	8	12	1	8	12	-	65	102
Wholesale	387	186	378	-	-	-	39	19	38	387	186	378
<b>Total US insurance operations</b>	<b>7,957</b>	<b>7,119</b>	<b>14,504</b>	<b>1</b>	<b>8</b>	<b>12</b>	<b>797</b>	<b>719</b>	<b>1,462</b>	<b>7,957</b>	<b>7,180</b>	<b>14,600</b>
<b>UK and Europe insurance operations</b>												
Direct and partnership annuities	153	139	297	-	-	-	15	14	30	153	139	297
Intermediated annuities	293	249	653	-	-	-	29	25	65	293	249	653
Internal vesting annuities	669	657	1,456	-	-	-	67	66	146	669	657	1,456
<b>Total individual annuities</b>	<b>1,115</b>	<b>1,045</b>	<b>2,406</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>111</b>	<b>105</b>	<b>241</b>	<b>1,115</b>	<b>1,045</b>	<b>2,406</b>
Corporate pensions	73	134	303	86	91	159	93	104	189	454	551	1,045
Onshore bonds	825	1,060	2,275	-	-	-	83	106	228	826	1,060	2,277
Other products	422	449	894	26	25	48	68	70	137	548	567	1,175
Wholesale	-	272	408	-	-	-	-	27	41	-	272	408
<b>Total UK and Europe insurance operations</b>	<b>2,435</b>	<b>2,960</b>	<b>6,286</b>	<b>112</b>	<b>116</b>	<b>207</b>	<b>355</b>	<b>412</b>	<b>836</b>	<b>2,943</b>	<b>3,495</b>	<b>7,311</b>
<b>Group total</b>	<b>11,489</b>	<b>10,748</b>	<b>22,358</b>	<b>1,012</b>	<b>956</b>	<b>1,959</b>	<b>2,162</b>	<b>2,030</b>	<b>4,195</b>	<b>16,424</b>	<b>15,400</b>	<b>32,455</b>

## Notes on the EEV basis results continued

**16 Total insurance and investment products new business** <sup>note(i)</sup> continued**Investment products - funds under management** <sup>notes (iv), (v), (vi), (vii)</sup>

	Half year 2013 £m					
	1 Jan 2013	Changes to Group holdings	Market gross inflows	Redemptions	Market exchange translation and other movements	30 Jun 2013
Eastspring Investments	17,630	–	7,372	(5,366)	(368)	19,268
M&G	111,868	–	20,598	(16,758)	2,431	118,139
Group total	129,498	–	27,970	(22,124)	2,063	137,407

  

	Half year 2012 £m					
	1 Jan 2012	Changes to Group holdings note (vi)	Market gross inflows	Redemptions	Market exchange translation and other movements	30 Jun 2012
Eastspring Investments	15,036	–	3,787	(3,361)	99	15,561
M&G	91,948	(3,783)	14,701	(9,760)	1,537	94,643
Group total	106,984	(3,783)	18,488	(13,121)	1,636	110,204

**Notes**

- (i) The tables shown above are provided as an indicative volume measure of transactions undertaken in the reporting period that have the potential to generate profits for shareholders. The amounts shown are not, and not intended to be, reflective of premium income recorded in the IFRS income statement. The format of the tables shown above is consistent with the distinction between insurance and investment products as applied for previous financial reporting periods. With the exception of some US institutional business, products categorised as 'insurance' refer to those classified as contracts of long-term insurance business for regulatory reporting purposes, ie falling within one of the classes of insurance specified in Part II of Schedule 1 to the Regulated Activities Order under PRA regulations.
- The details shown above for insurance products include contributions for contracts that are classified under IFRS 4 'Insurance Contracts' as not containing significant insurance risk. These products are described as investment contracts or other financial instruments under IFRS. Contracts included in this category are primarily certain unit-linked and similar contracts written in UK insurance operations and Guaranteed Investment Contracts and similar funding agreements written in US operations.
- (ii) New business in China is included at Prudential's 50 per cent interest in the China life operation.
- (iii) New business in India is included at Prudential's 26 per cent interest in the India life operation.
- (iv) Investment products referred to in the tables for funds under management above are unit trust, mutual funds and similar types of retail fund management arrangements. These are unrelated to insurance products that are classified as 'investment contracts' under IFRS 4, although similar IFRS recognition and measurement principles apply to the acquisition costs and fees attaching to this type of business.
- (v) Investment flows for the half year exclude Eastspring Money Market Funds gross inflows of £30,774 million (half year 2012: £25,355 million) and net inflows of £107 million (half year 2012: net outflows of £103 million).
- (vi) From 1 January 2012, Prudential Portfolio Managers South Africa (Pty) Limited is no longer a subsidiary of M&G, following the restructuring transaction whereby M&G's ownership has been diluted.
- (vii) New business and market gross inflows and redemptions have been translated at an average exchange rate for the period applicable. Funds under management at points in time are translated at the exchange rate applicable to those dates.