

# Q2 Prudential Financial Fact Sheet Updated August 2022

## Key Financials<sup>1</sup>

**\$1.74** After-tax adjusted earnings per share

**\$565M** Net loss

**\$104.19** Adjusted book value per share

**\$664M** After-tax adjusted operating income

**\$1.41T** Assets under management

**\$7.1B** Highly liquid assets<sup>2</sup>

## Q2 Selected Business Metrics<sup>1</sup> (YoY reflects 2Q22 vs. 2Q21)



### Assets Under Management

\$1.26T  
↓ -17%

### Asset Management Fees

Trailing twelve months

44% 22% 20% 10% 4%

- Public Fixed Income
- Public Equity
- Real Estate
- Multi-Asset Class
- Private Credit & Other Alternatives



### RETIREMENT STRATEGIES

AOI of \$1.70B  
↑ +85%

### Institutional Retirement Strategies

Account Values  
\$235B  
↓ -4%

### Individual Retirement Strategies

Account Values  
\$123B  
↓ -32%

### Group Insurance

Sales<sup>6</sup>  
\$43M  
↓ -16%

### Individual Life

Sales<sup>6</sup>  
\$155M  
↓ -14%

### Assurance IQ

Revenues  
\$79M  
↓ -30%



### Sales<sup>7</sup>

\$480M  
↓ -4%

### Sales – Currency Mix

Trailing twelve months 68% 19% 10% 3%

- USD
- JPY
- BRL
- Other

## Fast Facts

**1875**

Founded by John Fairfield Dryden in Newark, New Jersey

**147 Years**

Building on a heritage of success

**40+**

Countries with a presence, including subsidiaries<sup>4</sup>

**PRU**

Stock symbol traded on the New York Stock Exchange since 2001

**40K+**

Employees & sales associates worldwide<sup>4</sup>

**\$4T**

Gross life insurance in force worldwide<sup>4</sup>

**AA- Equivalent**

Financial strength ratings<sup>5</sup>

<sup>1</sup>Results based on June 30, 2022. More information on the Company's quarterly results can be found in our non-GAAP reconciliations and in our earnings release materials, which are available on our website at investor.prudential.com. For business segment definitions, please refer to Prudential Financial, Inc.'s Annual Report on Form 10-K and Quarterly Reports on Form 10-Q.

<sup>2</sup>Represents the highly liquid asset balance as of June 30, 2022. Highly liquid assets predominantly include cash, short-term investments, U.S. Treasury securities, obligations of other U.S. government authorities and agencies, and/or foreign government bonds.

<sup>3</sup>PGIM is the Company's global investment management business.

<sup>4</sup>As of December 31, 2021.

<sup>5</sup>Ratings as of August 2, 2022 from A.M. Best Company (A+), Fitch Ratings (AA-), Standard & Poor's (AA-), and Moody's (Aa3). Moody's does not rate Pruco Life Insurance Company of New Jersey. Ratings are not a guarantee of future financial strength and/or claims-paying ability.

<sup>6</sup>Based on annualized new business premiums.

<sup>7</sup>Constant exchange rate basis. Foreign denominated activity translated to U.S. Dollars (USD) at uniform exchange rates for all periods presented, including Japanese Yen (JPY) 104 per USD and Brazilian Real (BRL) 4.9 per USD. USD-denominated activity is included based on the amounts as transacted in USD. Sales represented by annualized new business premiums.





## Key Milestones

### Executing on plans to reposition the business

*Reducing market sensitivity and investing in businesses to support higher growth*

**Divestitures:** Completed sales of our Full Service Retirement business and a portion of our traditional variable annuity block of business.

**Acquisitions:** Programmatic acquisitions and investments in asset management and emerging markets, including South Africa's Alexforbes.<sup>8</sup>

**Business Investment:** Partnered with Mercado Libre to sell Life and A&H products, and expanding FlexGuard suite of products.

### Expecting \$750M of cost savings one year ahead of target

*Reducing costs while improving employee and customer experience*

Achieved \$725M in run-rate cost savings as of 2Q22.

### Rock solid balance sheet provides financial flexibility

*Creating sustainable, profitable growth and shareholder returns*

Our robust balance sheet position allows us to continue investment in businesses and provide attractive return to shareholders.

- Organic and inorganic growth investments
- Returned over \$800M in 2Q22<sup>9</sup> and \$6B since the beginning of 2021

## Commitment to Long-Term Sustainability

The following actions measure our progress and underscore our commitment to fulfilling our company's purpose of solving the financial challenges of our changing world.

**Net Zero** emissions across primary global home office operations by 2050<sup>10</sup>

**\$4B** sustainability-linked revolving credit facility issued in July 2021

**\$500M** green bond issued in March 2020

**\$1B** in impact investments to nonprofits and businesses that seek to create both a financial and social return

**\$1B** in funding to partners through The Prudential Foundation since making its first grant in 1978

**9** commitments announced in 2020 to advance racial equity

**82%** of our independent Directors are diverse

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The material in this document is prepared as a summary of certain public disclosures for ease of reference.

<sup>8</sup>Completed acquisition of 15% strategic minority interest of Alexforbes in South Africa in 2Q22 and launched a public tender offer to increase stake up to 33%.

<sup>9</sup>Capital returned to shareholders in the second quarter of \$832 million includes share repurchases of \$375 million and dividends of \$457 million.

<sup>10</sup>Relates to Scope 1 and Scope 2 emissions. Scope 1 results from "direct" GHG emissions that occur from sources that are controlled or owned by an organization. Scope 2 results from "indirect" GHG emissions associated with the purchase of electricity, steam, heat, or cooling.

## Awards and Rankings

**Fortune® Magazine's World's Most Admired Companies® 2022** "Insurance: Life and Health" category for the 9th consecutive year<sup>11</sup>

**Ethisphere** 2022 World's Most Ethical Companies® list, for the 8th consecutive year<sup>12</sup>

**Largest life insurer** in the United States (life and health combined) based on total admitted assets<sup>13</sup>

**2nd-largest seller of individual life insurance** in the United States based on new recurring premiums<sup>14</sup>

**2nd-largest insurer in the United States** based on net premiums written<sup>15</sup>

<sup>11</sup>As of February 2022. From Fortune. © 2022 Fortune Media IP Limited All rights reserved. Used under license. Fortune® and "The World's Most Admired Companies®" are registered trademarks of Fortune Media IP Limited and are used under license. Fortune and Fortune Media IP Limited are not affiliated with, and do not endorse products or services of, Prudential Financial.

<sup>12</sup>As of February 2022. "Ethisphere" names and marks are registered trademarks of Ethisphere LLC.

<sup>13</sup>As of December 31, 2021. Ranking for Prudential Financial, according to A.M. Best.

<sup>14</sup>According to LIMRA as of 4Q21, The Prudential Insurance Company of America, Pruco Life and Pruco Life of New Jersey.

<sup>15</sup>As of December 31, 2021, ranking for Prudential Financial, according to A.M. Best's U.S. Life/Health Industry Groups and Unaffiliated Single Companies List.

For more information, please visit [Prudential.com](https://www.prudential.com).



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