

By the Numbers



Prudential Financial, Inc. AUM: \$1.22 trillion

Prudential Investment Management AUM: \$947 billion¹

Fast Facts

- Top 10 worldwide money manager²
- 12 consecutive years of positive third party institutional net flows
- 10 consecutive years of positive third party retail net flows
- 5th-fastest organic U.S. mutual fund AUM growth among the top 50 industry competitors between 2008 and 3Q 2015³

AUM by Category / Client Type (\$ billions)

Institutional	\$381
Corporate Defined Benefit	110
Corporate Defined Contribution	47
Corporate Other	62
Public Defined Benefit	42
Public Defined Contribution	7
Public Other	7
Union	30
Endowment / Foundation / Non-Profit	8
Sovereign Wealth Fund	16
Central Bank	16
Other	36
Retail	\$189
Affiliated Annuity	39
Affiliated Mutual Funds	75
Affiliated Life	18
Affiliated Other	9
Sub-advised Third Party Retail	46
Other	2
General Account	\$377

AUM by Strategy (\$ billions)

Equity	\$179
Fixed Income	705
Real Estate	42
Other ⁴	19

AUM by Region (\$ billions)

North America	\$719
Asia / Australia	179
Europe	38
Middle East/Africa	11

AUM by Business⁵ (\$ billions)

Jennison Associates ⁶ Fundamental Equity and Public Fixed Income	\$172
QMA ⁷ Quantitative Equity and Asset Allocation	105
Prudential Fixed Income ⁸ Public Fixed Income	565
Prudential Capital Group Private Placements and Mezzanine	74
Prudential Mortgage Capital Company Real Estate Debt	54
Prudential Real Estate Investors ⁹ Real Estate Equity	63
Prudential International Investments ¹⁰ International Distribution and Investments	63

1,151 Investment Professionals

- 268 portfolio managers / senior executives
- 716 permanent / rotational analysts
- 167 traders / other investment professionals

Portfolio Manager Experience

- Average 21 years investment experience
- Average 15 years with Prudential

Client Landscape

- Over 1,200 third party clients
- 100+ clients for more than 20 years
- 33 new clients in the second quarter of 2015
- 67 third party clients with more than \$1 billion in assets
 - 53 U.S. (includes general account and affiliates)
 - 14 Non-U.S.

Our Clients

- 7 of the top 10 Fortune 500 companies¹¹
- 12 of the top 20 Fortune 500 companies¹¹
- 54 of the top Fortune 100 companies¹¹
- 154 of the Fortune 500 companies¹¹
- 23 of the largest 25 corporate U.S. Pension Plans¹²
- 20 of the largest 25 public U.S. Pension Plans¹²
- 9 of the largest 10 U.S. Pension Plans¹²
- 17 of the largest 20 U.S. Pension Plans¹²
- 76 of the largest 100 U.S. Pension Plans¹²
- 134 of the top 300 Global Pension Funds¹³

Assets as of September 30, 2015. Total AUM may differ from the sum of the underlying business AUM due to rounding. Holdings are subject to change. Asset class breakdown is based on company estimates, and subject to change. **1** Includes all assets managed by Prudential Investment Management, the principal asset management business of Prudential Financial, Inc. Assets include public and private fixed income, public equity (both fundamental and quantitative), and real estate. Effective December 31, 2012, Prudential International Investments is part of Prudential Investment Management, historical financial results have been restated to reflect the combined businesses. **2** *Pensions & Investments'* Top Money Managers list, May 18, 2015; based on Prudential Financial total worldwide institutional assets under management as of December 31, 2014. **3** Source: *Simfund*, as of September 30, 2015. Excludes ETFs and money market funds. **4** Represents cash balances associated with fixed income assets under management. **5** Individual businesses may not total PIM AUM due to some assets managed across businesses. **6** Includes equity \$106 billion, fixed income \$67 billion **7** Includes \$67 billion in asset allocation mandates, \$46 billion of which is institutional and retail assets managed by various affiliated and third party managers. **8** Includes \$24 billion in assets managed by Prudential Fixed Income for affiliated businesses, \$89 billion in Prudential Investment Management Japan (PIMJ) assets, and \$7 billion of which is sub-advised by PCG **9** Gross equity real estate AUM. Net assets equal \$46.3 billion. **10** Represents total combined assets of the Prudential International Investments businesses, including \$57 billion from joint ventures in which Prudential does not have a controlling interest, and therefore does not correspond to assets under management and administration as reported by Prudential Financial. AUM also includes \$7 billion in assets sub-advised by other PIM units and included in their totals. **11** Based on CNN Money, Fortune 500 list 2015 annual ranking of America's largest corporations published June 2015. **12** Based on U.S. Plan Sponsor rankings in *Pensions & Investments* as of September 30, 2014, published February 2015. **13** P&I/Towers Watson Top 300 Pension Funds ranking, data as of December 31, 2014, published September 2015.

The information contained herein is provided by Prudential Investment Management, Inc. (PIM). PIM is the primary asset management business of Prudential Financial, Inc.

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