



1Q22 Earnings Call

May 4, 2022

Key Messages

**Executing on plans to
reposition the business**

**On track to achieve \$750
million of cost savings**

**Rock solid balance sheet
provides financial flexibility**

WE MAKE LIVES BETTER *by*

SOLVING *the* FINANCIAL CHALLENGES

***of
our* CHANGING WORLD**



Executing on Plans to Reposition the Business

Divestitures

- Full Service Retirement business⁽¹⁾
- PALAC traditional Variable Annuity block⁽¹⁾

Acquisitions

- Programmatic acquisitions and investments in asset management and emerging markets:
 - Alexander Forbes⁽²⁾

Business Investment

- Enhance customer experience through digital tools
- Expand solutions to support sustainable growth

Becoming a higher growth, less market sensitive company

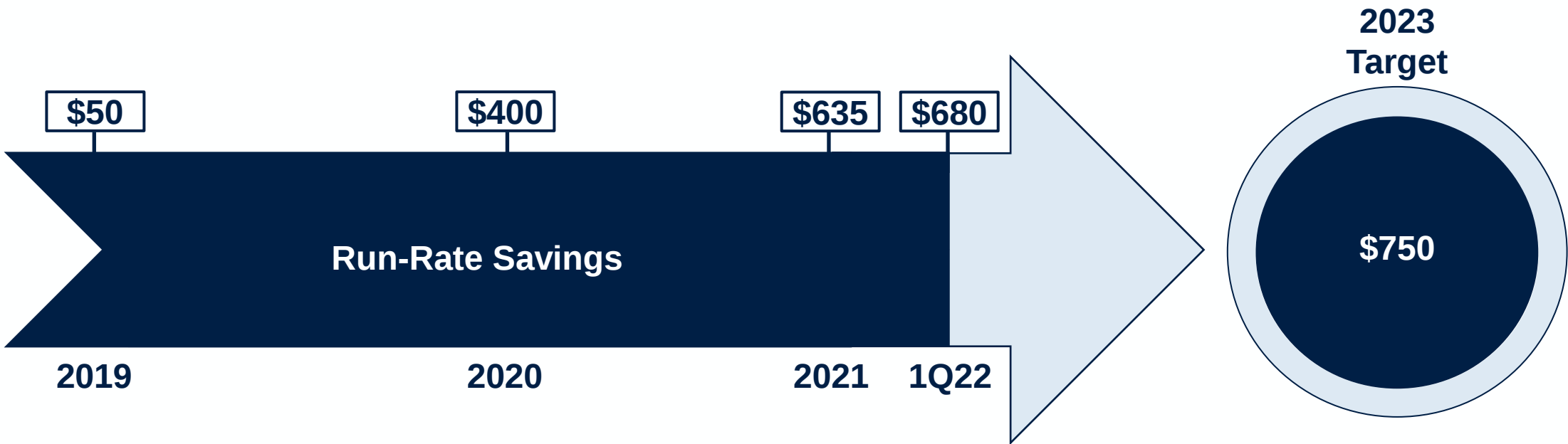
⁽¹⁾ Completed sales of the Full Service Retirement business and the PALAC traditional Variable Annuity block in April 2022.

⁽²⁾ Expected to complete acquisition of strategic minority interest of Alexander Forbes in South Africa in 2Q22.



On Track to Achieve \$750 Million of Cost Savings

(\$ in millions)



Reducing costs while improving employee and customer experience

Note: Realized cost savings of ~\$170 million in 1Q22.



Rock Solid Balance Sheet Provides Financial Flexibility

Maintain robust balance sheet position

- Well-diversified investment portfolio
- Capital continues to support AA rating level as of March 31, 2022
- Highly liquid assets of \$3.6 billion⁽¹⁾
- Proceeds from divestitures of over \$4 billion received in 2Q22

Return \$11 billion of capital to shareholders (2021 to 2023)

- Returned over \$800 million in 1Q22⁽²⁾
- Increased our dividend by 4% in 1Q22
– 14th consecutive annual dividend increase

Creating sustainable, profitable growth and shareholder returns

⁽¹⁾ 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.
⁽²⁾ Capital returned to shareholders in the first quarter of \$837 million includes share repurchases of \$375 million and dividends of \$462 million.



First Quarter 2022 Highlights

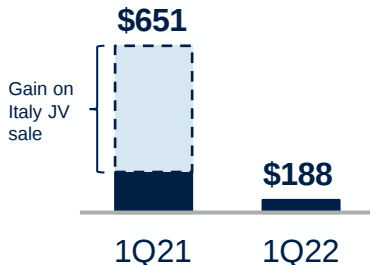
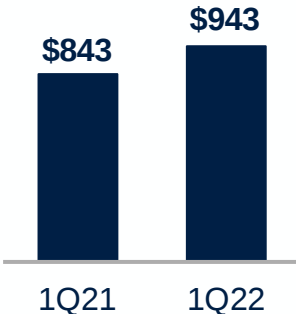
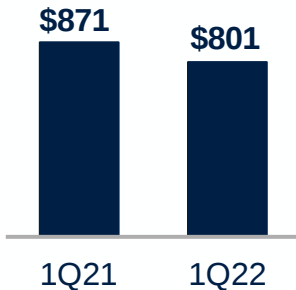
Financial Highlights

(\$ millions, except per share amounts)

	<u>1Q22</u>
Pre-Tax Adjusted Operating Income⁽¹⁾	\$1,566
Adjusted Operating Income Per Share⁽¹⁾	\$3.17
GAAP Net Loss Per Share⁽²⁾	(\$0.10)
Adjusted Operating ROE⁽³⁾	11.8%
Adjusted Book Value Per Share⁽¹⁾	\$107.16

Earnings Drivers

(\$ millions, pre-tax adjusted operating income)

<u>PGIM</u>	<u>U.S. Businesses</u>	<u>International Businesses</u>																		
+ Higher asset management fees - Lower Other Related Revenues - Higher expenses - Gain on sale of Italy JV in 1Q21	+ Higher spread income + More favorable underwriting + Lower expenses - Lower fee income	+ Business growth - Lower spread income - Less favorable underwriting - Lower JV earnings																		
 <table><tr><th>Period</th><th>Adjusted Operating Income (\$ millions)</th></tr><tr><td>1Q21</td><td>\$651</td></tr><tr><td>1Q22</td><td>\$188</td></tr></table>	Period	Adjusted Operating Income (\$ millions)	1Q21	\$651	1Q22	\$188	 <table><tr><th>Period</th><th>Adjusted Operating Income (\$ millions)</th></tr><tr><td>1Q21</td><td>\$843</td></tr><tr><td>1Q22</td><td>\$943</td></tr></table>	Period	Adjusted Operating Income (\$ millions)	1Q21	\$843	1Q22	\$943	 <table><tr><th>Period</th><th>Adjusted Operating Income (\$ millions)</th></tr><tr><td>1Q21</td><td>\$871</td></tr><tr><td>1Q22</td><td>\$801</td></tr></table>	Period	Adjusted Operating Income (\$ millions)	1Q21	\$871	1Q22	\$801
Period	Adjusted Operating Income (\$ millions)																			
1Q21	\$651																			
1Q22	\$188																			
Period	Adjusted Operating Income (\$ millions)																			
1Q21	\$843																			
1Q22	\$943																			
Period	Adjusted Operating Income (\$ millions)																			
1Q21	\$871																			
1Q22	\$801																			

Note: See Appendix for segment results. Prior period restated for reclassification of results of Full Service Retirement. Adjusted operating income reflects the reclassification of results of Full Service Retirement from the Retirement business to Divested and Run-off Businesses in Corporate & Other. Full Service Retirement results are excluded from adjusted operating income as a result of the operation being held-for-sale.

(1) See reconciliation in Appendix for non-GAAP measures Adjusted Operating Income, Adjusted Operating Income Per Share, and Adjusted Book Value Per Share.

(2) Includes impacts of realized investment losses and losses from divested and run-off businesses, driven by the increase in interest rates.

(3) Based on year-to-date 2022 after-tax Adjusted Operating Income and average Adjusted Book Value. See Appendix for more information.

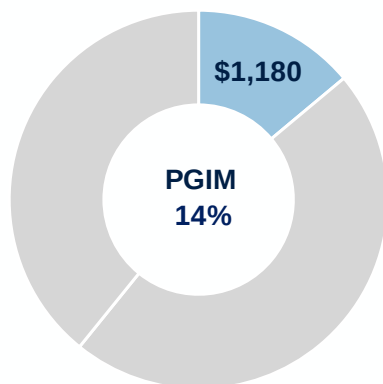


PGIM

Active Global Investment Manager Across a Broad Range of Private and Public Asset Classes

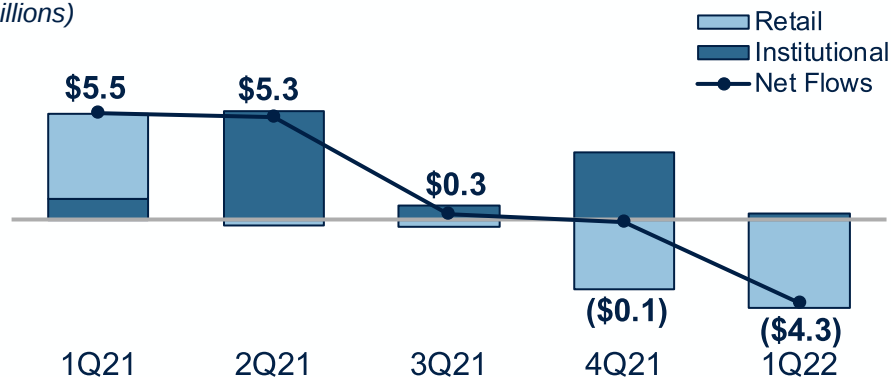
Earnings Contribution to Prudential

Trailing twelve months⁽¹⁾
(\$ millions)



3rd Party Net Flows

(\$ billions)

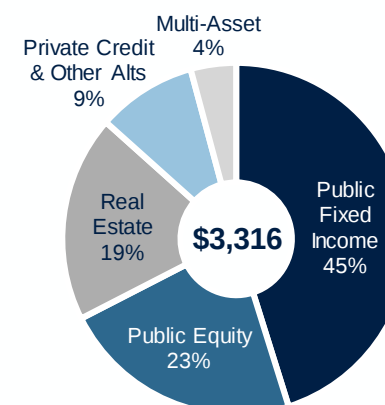


Key Priorities

- Maintain strong investment performance⁽²⁾
 - Percentage of AUM⁽³⁾ outperforming public benchmarks:
3 Year: 84%, 5 Year: 95%, 10 Year: 85%
- Capture synergies with broader Prudential enterprise and leverage scale to drive operating leverage
- Globalize both product and client footprint and continue to add capabilities
- Grow in alternatives, including private credit, and other high margin areas
- Selectively acquire new capabilities through programmatic M&A

Asset Management Fees

Trailing twelve months
(\$ millions)



(1) Based on pre-tax adjusted operating income excluding Corporate & Other operations.

(2) PGIM calculations as of March 31, 2022 for \$802 billion of third-party AUM managed against public benchmarks. Past performance is not a guarantee or reliable indicator of future results. All investments involve risk, including the possible loss of capital. Performance is defined as outperformance (gross of fees) relative to each individual strategy's respective benchmark(s).

(3) Represents PGIM's benchmarked AUM (77% of total third-party AUM is benchmarked over 3 years, 68% over 5 years, and 44% over 10 years). This calculation does not include non-benchmarked assets (including general account assets and assets not managed by PGIM). Returns are calculated gross of investment management fees, which would reduce an investor's net return. Excess performance is based on all actively managed Fixed Income, Equity, and Real Estate AUM for Jennison Associates, PGIM Fixed Income, PGIM Quantitative Solutions, PGIM Real Estate, PGIM Private Capital, PGIM Global Partners, and PGIM Real Estate Finance. Due to timing, performance for some real estate funds is preliminary.

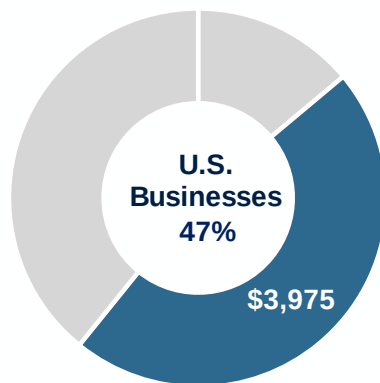


U.S. Businesses

Diversified Portfolio with Expanding Market Opportunities and Improving Risk Profile

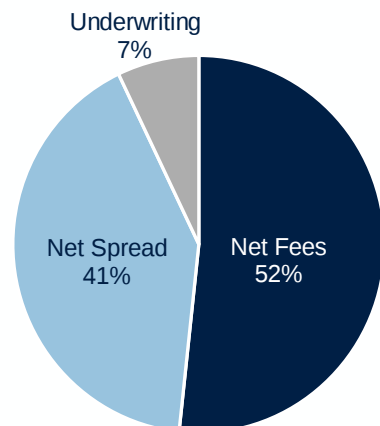
Earnings Contribution to Prudential

Trailing twelve months⁽¹⁾
(\$ millions)



Diversified Sources of Earnings

Trailing twelve months⁽²⁾



Key Priorities

- Create higher value, higher growth, and less market sensitive sources of earnings
- Deliver on savings commitments while transforming our capabilities to improve customer experiences
- Expand our addressable market with new financial solutions leveraging the capabilities of Prudential and Assurance IQ

Quarter Performance Highlights

- Continued success of Annuities FlexGuard products, representing 91% of sales
- Favorable Individual Life sales mix, with variable products representing ~70% of sales
- Funded PRT sales of \$0.7 billion
- Group Insurance sales increase of 5% compared to prior year
- On track to deliver targeted efficiencies

Note: See Appendix for segment results. Prior periods restated for reclassification of results of Full Service Retirement from the Retirement business to Divested and Run-off Businesses in Corporate & Other.

(1) Based on pre-tax adjusted operating income excluding Corporate & Other operations. U.S. Businesses include Retirement, Group Insurance, Individual Annuities, Individual Life, and Assurance IQ.

(2) Based on net fee income, net spread income, and underwriting margin and claims experience gross of expenses. Excludes assumption updates and other refinements and market experience updates.



International Businesses

Market Leader in Japan with Expanding Presence in Growth Markets

Earnings Contribution to Prudential

Trailing twelve months⁽¹⁾
(\$ millions)

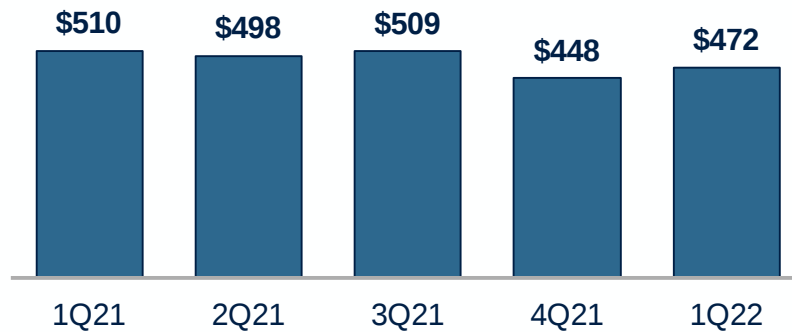


Key Priorities

- Continue to address the insurance and retirement security needs of customers through our differentiated distribution model
- Enhance client experience and distribution support through digital tools while optimizing operating model
- Expand existing emerging market platforms including through selective programmatic M&A opportunities

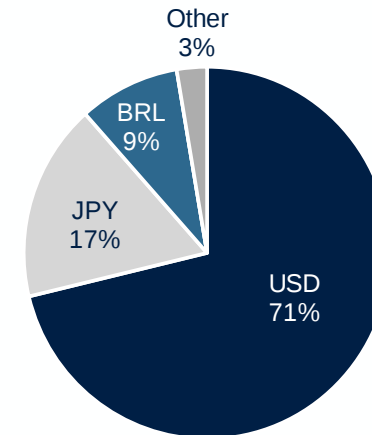
Sales⁽²⁾

(\$ millions)



Sales – Currency Mix⁽²⁾

Trailing twelve months



(1) Based on pre-tax adjusted operating income excluding Corporate & Other operations.

(2) 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.



Adjusted Operating Income & EPS Considerations

(\$ millions, except per share amounts)

		Adjusted Operating Income Pre-Tax	Adjusted Operating Income Per Share After-Tax
1Q22 Reported⁽¹⁾		\$1,566	\$3.17
Variable Investment Income	Assumes a normalized level	(275)	(0.56)
Underwriting	1Q22 normalized and 2Q22 adjusted for seasonal and estimated COVID-19 impacts	165	0.33
Expenses & Other	Net earnings impacts from certain segments	(95)	(0.19)
2Q22 Baseline⁽²⁾		\$1,361	\$2.75

2Q22 baseline includes items specific to the second quarter that reduce EPS by \$0.16⁽³⁾

Note: See Appendix for segment detail.

(1) See reconciliation in Appendix for non-GAAP measures Adjusted Operating Income and Adjusted Operating Income Per Share.

(2) EPS rollforward list of considerations not intended to be exhaustive and rollforward is not a projection of 2Q22 results. Does not consider future items such as, among other things, share repurchases, business growth, market impacts, and the impact of expected 2Q22 assumption updates.

(3) Items specific to the second quarter include seasonality and estimated COVID-19 impacts. See Appendix for details.



Robust Capital Position Supports Increased Shareholder Distributions

Capital Position

- Parent company liquid assets within \$3 to \$5 billion liquidity target range
- PICA RBC ratio > 400%
- Japan solvency margin ratios > 700%

Sources of Funding

- Parent company highly liquid assets of \$3.6 billion⁽¹⁾
- Free cash flow⁽²⁾ ~65% of earnings over time
- Proceeds from sale of Full Service business and traditional Variable Annuity block received in April 2022⁽¹⁾

Off-Balance Sheet Resources

Resource	Capacity	Maturity Date
Sustainability-Linked Credit Facility	\$4.0 billion	July 2026
Contingent Capital	\$1.5 billion \$1.5 billion	November 2023 May 2030
Prudential Holdings of Japan Facility	¥100 billion	September 2024

As of March 31, 2022.

(1) 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. Total proceeds from sale of Full Service Retirement business and PALAC traditional Variable Annuity block were \$4.5 billion with \$300 million received in the first quarter of 2022.

(2) Management view of free cash flow as a percentage of after-tax adjusted operating income includes dividends and returns of capital, net receipts from capital related intercompany loans, capital contributions to subsidiaries, and adjustments for M&A funding. Percentage is not intended to report results over any given time period.



Key Messages

**Executing on plans to
reposition the business**

**On track to achieve \$750
million of cost savings**

**Rock solid balance sheet
provides financial flexibility**

WE MAKE LIVES BETTER *by*

SOLVING *the* FINANCIAL CHALLENGES

***of
our* CHANGING WORLD**





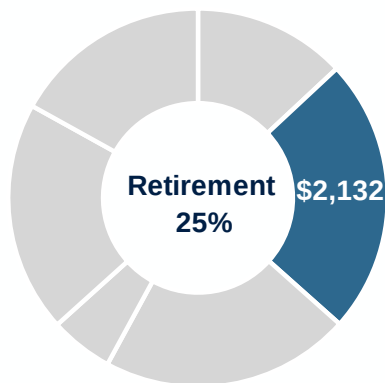
Appendix

Retirement

Differentiated Capabilities Drive Growth in PRT and International Reinsurance

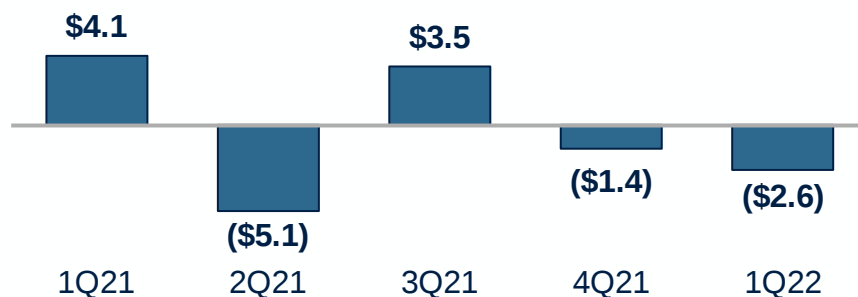
Earnings Contribution to Prudential

Trailing twelve months⁽¹⁾
(\$ millions)



Net Flows

(\$ billions)

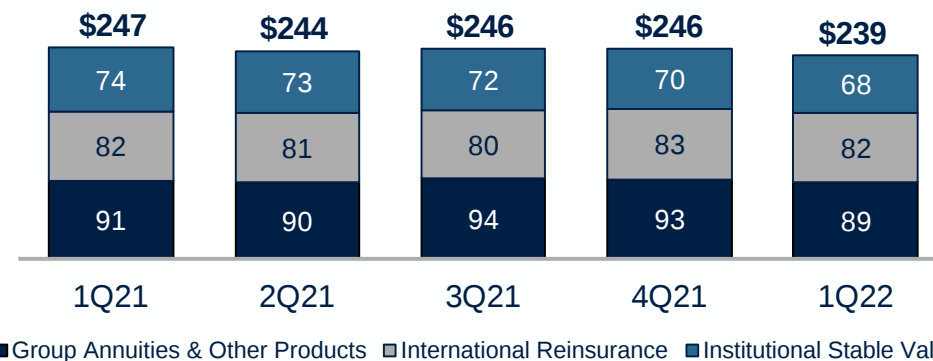


Key Priorities

- Leverage world class talent and market leading capabilities to deliver differentiated product solutions
- Continue to grow profitably through innovation and expansion into adjacent markets and products
- Deploy technology to enhance operating efficiencies and support business growth

Account Value – Product Mix

(\$ millions)



Note: Prior periods restated for reclassification of results of Full Service Retirement from the Retirement business to Divested and Run-off Businesses in Corporate & Other.

(1) Based on pre-tax adjusted operating income excluding Corporate & Other operations.

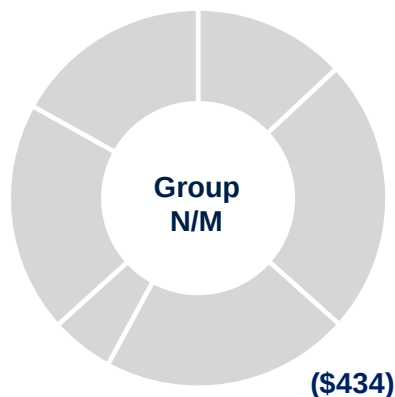


Group Insurance

Leading Group Benefits Provider with Opportunity to Further Diversify

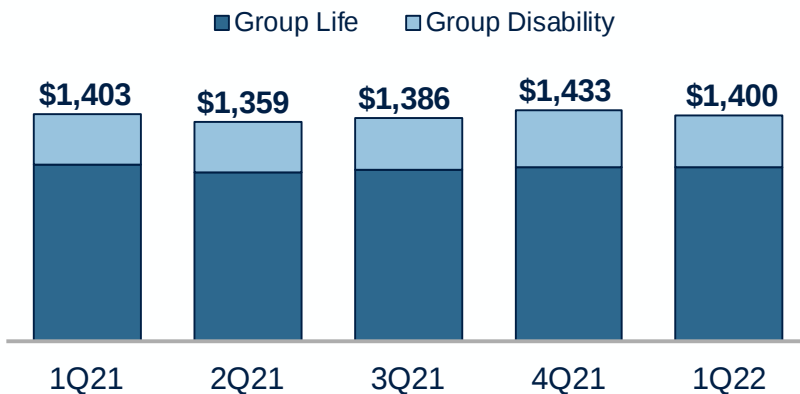
Earnings Contribution to Prudential

Trailing twelve months⁽¹⁾
(\$ millions)



Earned Premiums & Fees

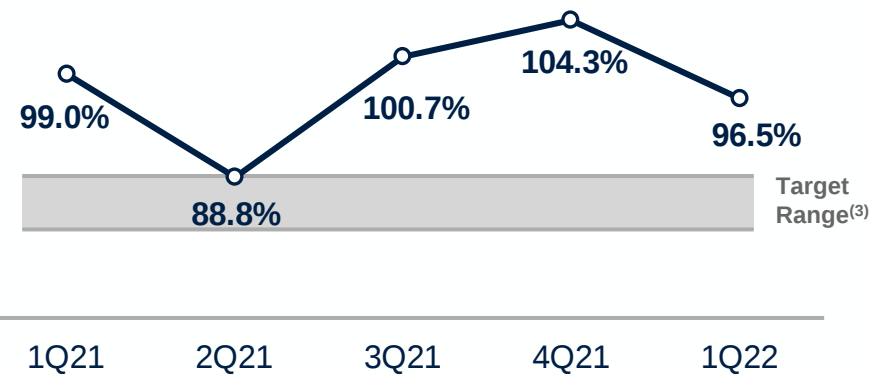
(\$ millions)



Key Priorities

- Execute on diversification strategy while maintaining pricing discipline
 - Maintain National segment share (>5,000 lives) and grow both Premier segment (100 to 5,000 lives) and Association
 - Diversify further into Voluntary products
- Deepen employer and participant relationships with Financial Wellness programs
- Improve organizational and process efficiencies

Total Group Insurance Benefits Ratio⁽²⁾



(1) Based on pre-tax adjusted operating income excluding Corporate & Other operations.
 (2) Benefits ratios excluding the impact of assumption updates and other refinements.
 (3) Targeted total benefits ratio range of 85% - 89%.

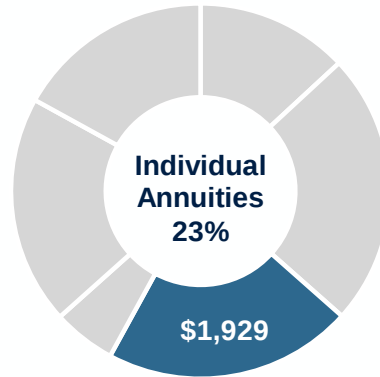


Individual Annuities

Creating Shareholder Value by Protecting Customer Outcomes

Earnings Contribution to Prudential

Trailing twelve months⁽¹⁾
(\$ millions)



Key Priorities

- Deliver investment strategies and income solutions for growth and protection that create stakeholder value across all economic environments
- Transform the customer experience using technology to improve ease of doing business
- Broaden distribution, eliminating barriers to market adoption and expanding our reach through new platforms and advisors

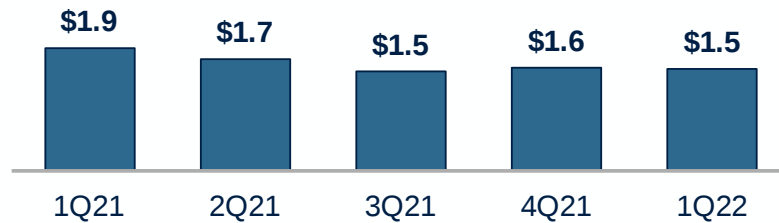
Sales

(\$ billions)

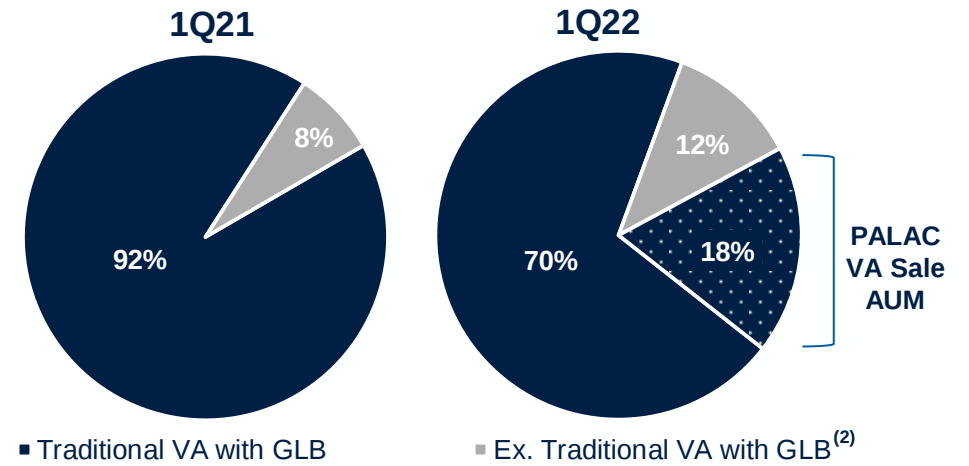
Sales ex.
Traditional VA
with GLB⁽²⁾



Sales



Assets Under Management



(1) Based on pre-tax adjusted operating income excluding Corporate & Other operations.

(2) Includes fixed annuities, our FlexGuard buffered annuity, and other variable annuities without guaranteed living benefits and excludes Highest Daily Suite and Prudential Defined Income.

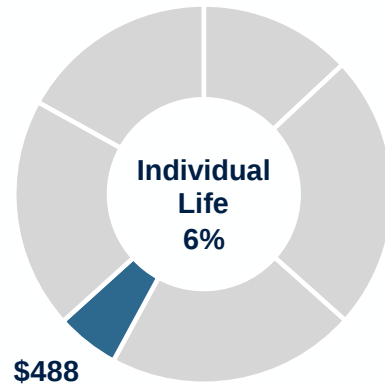


Individual Life

Broad Product Portfolio and Multi-Channel Distribution

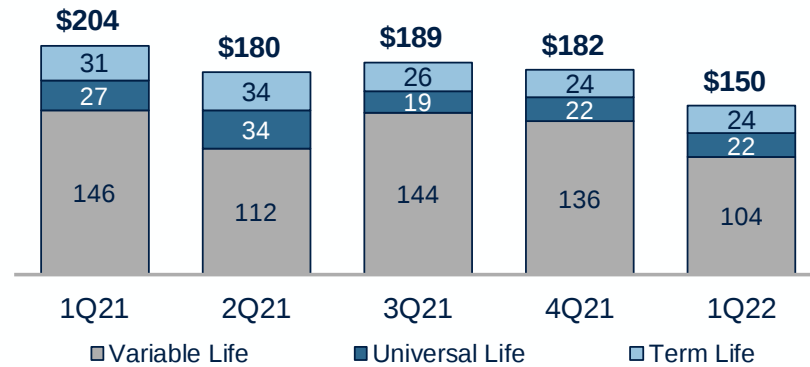
Earnings Contribution to Prudential

Trailing twelve months⁽¹⁾
(\$ millions)



Sales⁽²⁾ – Product Mix

(\$ millions)

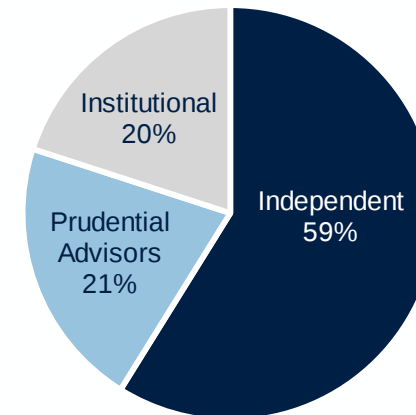


Key Priorities

- Improve profitability through operating model transformation, expense management, and pricing discipline
- Continue growth of simplified protection solutions that expand our addressable market and achieve lower risk financial profiles
- Expand digital capabilities to drive operating efficiencies and deepen distribution relationships

Sales⁽²⁾ – Distribution Mix

Trailing twelve months



(1) Based on pre-tax adjusted operating income excluding Corporate & Other operations.
(2) Sales represented by annualized new business premiums.

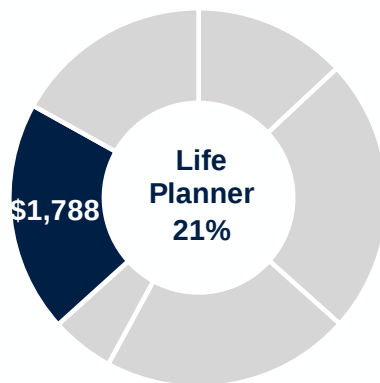


Life Planner

Highly Productive Proprietary Distribution with Steady Long-Term Growth Potential

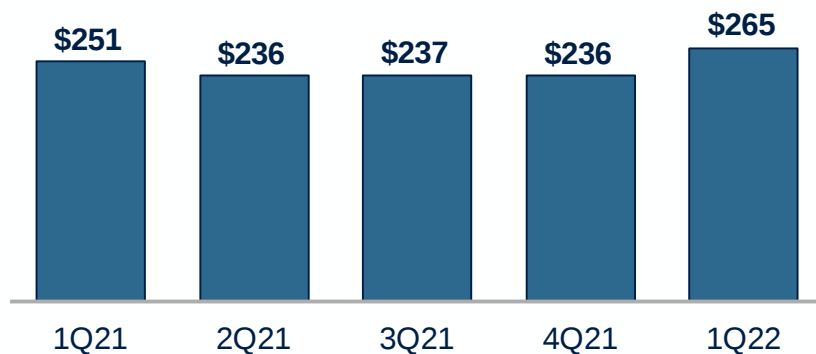
Earnings Contribution to Prudential

Trailing twelve months⁽¹⁾
(\$ millions)



Sales⁽²⁾

(\$ millions)

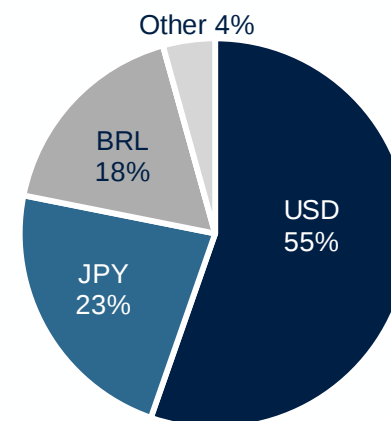


Key Priorities

- Lead with protection solutions while expanding product and business capabilities to meet customers' evolving needs
- Nurture and grow Life Planners
- Enhance client experience and distribution support through digital tools
- Expand existing emerging market platforms including through selective programmatic M&A opportunities

Sales – Currency Mix⁽²⁾

Trailing twelve months



(1) Based on pre-tax adjusted operating income excluding Corporate & Other operations.

(2) 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.

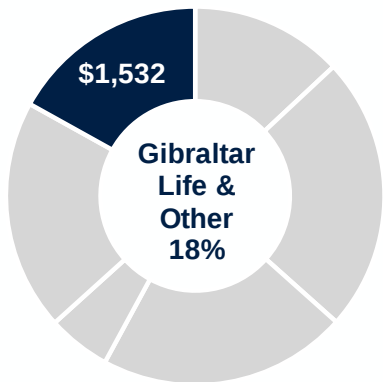


Gibraltar Life and Other

Meeting Client Needs Via Multiple Channels

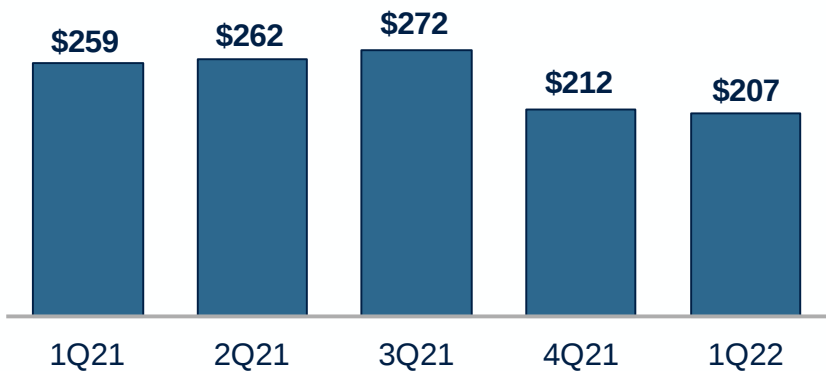
Earnings Contribution to Prudential

Trailing twelve months⁽¹⁾
(\$ millions)



Sales⁽²⁾

(\$ millions)

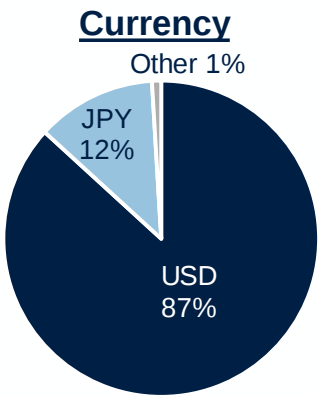
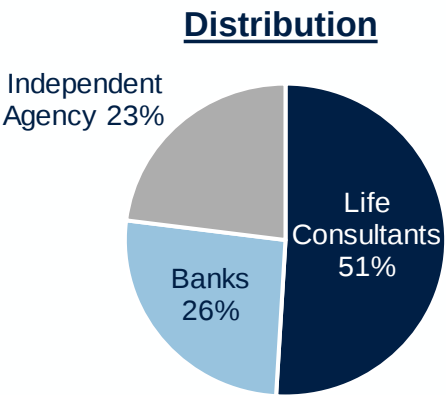


Key Priorities

- Lead with protection solutions while expanding product and business capabilities to meet customers' evolving needs
- Optimize Life Consultants and strategically expand in third-party channels
- Enhance client experience and distribution support through digital tools
- Expand existing emerging market platforms including through selective programmatic M&A opportunities

Sales Mix⁽²⁾

Trailing twelve months



(1) Based on pre-tax adjusted operating income excluding Corporate & Other operations.
(2) 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. USD-denominated activity is included based on the amounts as transacted in USD. Sales represented by annualized new business premiums.



Adjusted Operating Income Rollforward by Business

(\$ millions, pre-tax)

	1Q22 Reported	1Q22				2Q22		2Q22 Baseline ⁽⁶⁾
		VII	Underwriting	Expenses ⁽²⁾	Other ⁽³⁾	Underwriting ⁽⁴⁾	Other ⁽⁵⁾	
PGIM	\$188	-	-	45	50	-	(5)	\$278
Retirement	\$568	(165)	(105)	-	(10)	30	-	\$318
Group Insurance	(\$111)	(15)	170	-	-	(30)	-	\$14
Individual Annuities	\$472	(35)	-	-	-	-	(60)	\$377
Individual Life	\$51	(65)	125	(5)	-	(20)	-	\$86
Assurance IQ	(\$37)	-	-	-	-	-	-	(\$37)
Life Planner	\$478	(30)	-	(5)	(45)	(10)	(25)	\$363
Gibraltar Life & Other	\$323	25	20	-	10	(15)	(10)	\$353
Corporate & Other	(\$366)	10	-	(25)	-	-	(10)	(\$391)
Prudential Financial, Inc.⁽¹⁾	\$1,566	(\$275)	\$210	\$10	\$5	(\$45)	(\$110)	\$1,361

Includes items specific to the second quarter totaling (\$80 million) or (\$0.16)

(1) See reconciliation for non-GAAP measures Adjusted Operating Income on slide 26.

(2) Includes higher/(lower) than typical expenses. PGIM and Corporate & Other include higher long-term compensation expense for retiree eligible employees of \$45 million and \$35 million, respectively.

(3) PGIM reflects Other Related Revenues below a normalized quarterly level. Life Planner and Gibraltar Life & Other reflect seasonally higher annual premiums of \$30 million and \$10 million, respectively. Retirement and Life Planner include favorable one-time items and Gibraltar Life & Other includes lower earnings from joint venture investments.

(4) Includes placeholder of 25,000 U.S. fatalities due to COVID-19 and other seasonal impacts.

(5) PGIM reflects the ongoing impact of the termination of Full Service Retirement fees. Individual Annuities and Corporate & Other reflect the ongoing impact of the sale of the PALAC traditional variable annuity block. Life Planner and Gibraltar Life & Other expect seasonally lower annual premiums.

(6) List of considerations not intended to be exhaustive and rollforward is not a projection of 2Q22 results. Does not consider future items such as, among other things, share repurchases, business growth, market impacts, and the impact of expected 2Q22 assumption updates.



Seasonality of Key Financial Items

(\$ millions, pre-tax adjusted operating income)	2Q22	3Q22	4Q22	1Q23
PGIM	(\$5) Reduction from sale of Full Service business ⁽¹⁾		Other Related Revenues tend to be higher driven by Incentive & Agency Fees	(\$45) Higher compensation expense ⁽³⁾
Retirement	\$20 Higher reserve gains	(\$30) Lower reserve gains	(\$30) Lower reserve gains	\$40 Higher reserve gains
Individual Life		\$20 Highest underwriting gains		(\$30) Lowest underwriting gains
Assurance IQ		Higher expenses ahead of annual Medicare enrollment	Higher revenue (annual Medicare enrollment)	
Life Planner	(\$25) Lowest premiums			\$25 Highest premiums
Gibraltar Life & Other	(\$10) Lowest premiums			\$10 Highest premiums
Corporate & Other			(\$75) Higher expenses ⁽²⁾	(\$30) Higher compensation expense ⁽³⁾

(1) Represents the ongoing impact to PGIM's adjusted operating income subsequent to the termination of Full Service Retirement fees effective 4/1/2022.

(2) Total company expenses are typically higher than the quarterly average in the fourth quarter by \$125-\$175 million.

(3) Long-term compensation expense for retiree eligible employees is recognized when awards are granted, typically in the first quarter of each year.



Diverse Businesses Create Complementary Exposures to Mortality and Longevity

(0.8)%

Cumulative Net
Mortality⁽¹⁾ as % of AOI
(2013 – YTD 2022)

- Net mortality was a positive contributor to AOI in six out of last nine years

(1) Mortality experience compared to expectations includes Individual Life, Group Life, and International Businesses. Longevity experience compared to expectations includes Retirement and Individual Annuities.



Forward-Looking Statements

Certain of the statements included in this presentation, including those regarding our plans to reposition our business and become a higher growth, less market sensitive company, expected cost savings, the planned transaction involving Alexander Forbes, our plans relating to share repurchases and dividends, our environmental sustainability initiatives and climate change commitments, and those under the headings “Key Priorities”, “Adjusted Operating Income & EPS Considerations”, “Adjusted Operating Income Rollforward by Business,” and “Seasonality of Key Financial Items” constitute forward-looking statements within the meaning of the U.S. Private Securities Litigation Reform Act of 1995. Words such as “expects”, “believes”, “anticipates”, “includes”, “plans”, “assumes”, “estimates”, “projects”, “intends”, “should”, “will”, “shall”, or variations of such words are generally part of forward-looking statements. Forward-looking statements are made based on management’s current expectations and beliefs concerning future developments and their potential effects upon Prudential Financial, Inc. and its subsidiaries. Prudential Financial, Inc.’s actual results may differ, possibly materially, from expectations or estimates reflected in such forward-looking statements. Certain important factors that could cause actual results to differ, possibly materially, from expectations or estimates reflected in such forward-looking statements can be found in the “Risk Factors” and “Forward-Looking Statements” sections included in Prudential Financial, Inc.’s Annual Reports on Form 10-K and Quarterly Reports on Form 10-Q. Each of our forward-looking statements contained herein is subject to the risk that we will be unable to execute our strategy and other risks. In addition, our statements under the heading “Seasonality of Key Financial Items” are subject to the risk that different earnings and expense patterns will emerge. Prudential Financial, Inc. does not undertake to update any particular forward-looking statement included in this presentation.

Prudential Financial, Inc. of the United States is not affiliated with Prudential plc which is headquartered in the United Kingdom.



Non-GAAP Measures

This presentation includes references to adjusted operating income, adjusted book value, and adjusted operating return on equity, which is based on adjusted operating income and adjusted book value. Consolidated adjusted operating income, adjusted book value, and adjusted operating return on equity are not calculated based on accounting principles generally accepted in the United States of America (GAAP). For additional information about adjusted operating income, adjusted book value, and adjusted operating return on equity and the comparable GAAP measures, including reconciliations between the comparable measures, please refer to our quarterly results news releases, which are available on our website at www.investor.prudential.com. Reconciliations are also included as part of this presentation.

Our 2Q22 earnings rollforward is based on adjusted operating income. Due to the inherent difficulty in reliably quantifying future realized investment gains/losses and changes in asset and liability values given their unknown timing and potential significance, we cannot, without unreasonable effort, provide rollforward based on income from continuing operations, which is the GAAP measure most comparable to adjusted operating income.

We believe that our use of these non-GAAP measures helps investors understand and evaluate the Company's performance and financial position. The presentation of adjusted operating income as we measure it for management purposes enhances the understanding of the results of operations by highlighting the results from ongoing operations and the underlying profitability of our businesses. Trends in the underlying profitability of our businesses can be more clearly identified without the fluctuating effects of the items described below. Adjusted book value augments the understanding of our financial position by providing a measure of net worth that is primarily attributable to our business operations separate from the portion that is affected by capital and currency market conditions, and by isolating the accounting impact associated with insurance liabilities that are generally not marked to market and the supporting investments that are marked to market through accumulated other comprehensive income under GAAP. However, these non-GAAP measures are not substitutes for income and equity determined in accordance with GAAP, and the adjustments made to derive these measures are important to an understanding of our overall results of operations and financial position.

Adjusted operating income is a non-GAAP measure used by the Company to evaluate segment performance and to allocate resources. Adjusted operating income excludes "Realized investment gains (losses), net," as adjusted, and related charges and adjustments. A significant element of realized investment gains and losses are impairments and credit-related and interest rate-related gains and losses. Impairments and losses from sales of credit-impaired securities, the timing of which depends largely on market credit cycles, can vary considerably across periods. The timing of other sales that would result in gains or losses, such as interest rate-related gains or losses, is largely subject to our discretion and influenced by market opportunities as well as our tax and capital profile.



Non-GAAP Measures (Continued)

Realized investment gains (losses) within certain businesses for which such gains (losses) are a principal source of earnings, and those associated with terminating hedges of foreign currency earnings and current period yield adjustments are included in adjusted operating income. Adjusted operating income generally excludes realized investment gains and losses from products that contain embedded derivatives, and from associated derivative portfolios that are part of an asset-liability management program related to the risk of those products. Adjusted operating income also excludes gains and losses from changes in value of certain assets and liabilities relating to foreign currency exchange movements that have been economically hedged or considered part of our capital funding strategies for our international subsidiaries, as well as gains and losses on certain investments that are designated as trading. Adjusted operating income also excludes investment gains and losses on assets supporting experience-rated contractholder liabilities and changes in experience-rated contractholder liabilities due to asset value changes, because these recorded changes in asset and liability values are expected to ultimately accrue to contractholders. Additionally, adjusted operating income excludes the changes in fair value of equity securities that are recorded in net income.

Adjusted operating income excludes market experience updates, reflecting the immediate impacts in current period results from changes in current market conditions on estimates of profitability, which we believe enhances the understanding of underlying performance trends. Adjusted operating income also excludes the results of Divested and Run-off Businesses, which are not relevant to our ongoing operations and discontinued operations and earnings attributable to noncontrolling interests, each of which is presented as a separate component of net income under GAAP. Additionally, adjusted operating income excludes other items, such as certain components of the consideration for acquisitions, which are recognized as compensation expense over the requisite service periods, as well as changes in the fair value of contingent consideration. Earnings attributable to noncontrolling interests is presented as a separate component of net income under GAAP and excluded from adjusted operating income. The tax effect associated with pre-tax adjusted operating income is based on applicable IRS and foreign tax regulations inclusive of pertinent adjustments.

Adjusted operating income does not equate to “Net income” as determined in accordance with U.S. GAAP. Adjusted operating income is not a substitute for income determined in accordance with U.S. GAAP, and our definition of adjusted operating income may differ from that used by other companies. The items above are important to an understanding of our overall results of operations. However, we believe that the presentation of adjusted operating income as we measure it for management purposes enhances the understanding of our results of operations by highlighting the results from ongoing operations and the underlying profitability of our businesses. Trends in the underlying profitability of our businesses can be more clearly identified without the fluctuating effects of the items described above.

Adjusted book value is calculated as total equity (GAAP book value) excluding accumulated other comprehensive income (loss) and the cumulative effect of foreign currency exchange rate remeasurements and currency translation adjustments corresponding to realized investment gains and losses. These items are excluded in order to highlight the book value attributable to our core business operations separate from the portion attributable to external and potentially volatile capital and currency market conditions.



Reconciliations between Adjusted Operating Income and the Comparable GAAP Measure

(\$ millions)

Net income (loss) attributable to Prudential Financial, Inc.

Income attributable to noncontrolling interests

Net income (loss)

Less: Earnings attributable to noncontrolling interests

Income (loss) attributable to Prudential Financial, Inc.

Less: Equity in earnings of operating joint ventures, net of taxes and earnings attributable to noncontrolling interests

Income (loss) (after-tax) before equity in earnings of operating joint ventures

Less: Reconciling Items:

Realized investment gains (losses), net, and related charges and adjustments

Market experience updates

Divested and Run-off Businesses:

Closed Block Division

Other Divested and Run-off Businesses

Equity in earnings of operating joint ventures and earnings attributable to noncontrolling interests

Other adjustments⁽¹⁾

Total reconciling items, before income taxes

Less: Income taxes, not applicable to adjusted operating income

Total reconciling items, after income taxes

After-tax adjusted operating income

Income taxes, applicable to adjusted operating income

Adjusted operating income before income taxes

Net Income (loss) Return on Equity

Adjusted Operating Return on Equity⁽²⁾

	First Quarter	
	2022	2021
\$	(31)	\$ 2,828
	(13)	(24)
	(44)	2,804
	(13)	(24)
	(31)	2,828
	15	50
	(46)	2,778
	(1,360)	1,055
	(6)	304
	23	34
	(299)	45
	(22)	(54)
	(17)	(13)
	(1,681)	1,371
	(417)	211
	(1,264)	1,160
	1,218	1,618
	348	425
\$	1,566	\$ 2,043
	-0.2%	18.0%
	11.8%	16.5%

Note: Prior period restated for reclassification of results of Full Service Retirement. Adjusted operating income reflects the reclassification of results of Full Service Retirement from the Retirement business to Divested and Run-off Businesses in Corporate & Other. Full Service Retirement results are excluded from adjusted operating income as a result of the operation being held-for-sale.

(1) Represents adjustments not included in the above reconciling items. "Other adjustments" include certain components of consideration for business acquisitions, which are recognized as compensation expense over the requisite service periods, as well as changes in the fair value of the associated contingent consideration.

(2) Represents adjusted operating income after-tax, annualized for interim periods, divided by average Prudential Financial, Inc. equity excluding accumulated other comprehensive income and adjusted to remove amounts included for foreign currency exchange rate remeasurement.



Reconciliations between Adjusted Book Value and the Comparable GAAP Measure

	First Quarter	
	2022	2021
Net income (loss) per share attributable to Prudential Financial, Inc.	\$ (0.10)	\$ 6.98
Less: Reconciling Items:		
Realized investment gains (losses), net, and related charges and adjustments	(3.59)	2.65
Market experience updates	(0.02)	0.76
Divested and Run-off Businesses:		
Closed Block Division	0.06	0.09
Other Divested and Run-off Businesses	(0.79)	0.11
Difference in earnings allocated to participating unvested share-based payment awards	0.03	(0.05)
Other adjustments ⁽¹⁾	(0.04)	(0.03)
Total reconciling items, before income taxes	(4.35)	3.53
Less: Income taxes, not applicable to adjusted operating income	(1.08)	0.54
Total reconciling items, after income taxes	(3.27)	2.99
After-tax adjusted operating income per share	\$ 3.17	\$ 3.99

Note: Prior period restated for reclassification of results of Full Service Retirement. Adjusted operating income reflects the reclassification of results of Full Service Retirement from the Retirement business to Divested and Run-off Businesses in Corporate & Other. Full Service results are excluded from adjusted operating income as a result of the operation being held-for-sale.

(1) Represents adjustments not included in the above reconciling items. "Other adjustments" include certain components of consideration for business acquisitions, which are recognized as compensation expense over the requisite service periods, as well as changes in the fair value of the associated contingent consideration.



Reconciliations between Adjusted Book Value and the Comparable GAAP Measure

(\$ millions, except per share data)

	<u>March 31, 2022</u>
GAAP book value	\$ 43,978
Less: Accumulated other comprehensive income (AOCI)	<u>4,205</u>
GAAP book value excluding AOCI	39,773
Less: Cumulative effect of remeasurement of foreign currency	<u>(1,107)</u>
Adjusted book value	<u>\$ 40,880</u>
 Number of diluted shares	 <u>381.5</u>
 GAAP book value per Common share - diluted	 \$ 115.28
GAAP book value excluding AOCI per Common share - diluted	\$ 104.25
Adjusted book value per Common share - diluted	\$ 107.16

