

SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

**FORM 8-K**

**CURRENT REPORT**

Pursuant to Section 13 or 15(d) of the  
Securities Exchange Act of 1934

**Date of Report (Date of earliest event reported): May 6, 2003**

**PRUDENTIAL FINANCIAL, INC.**

(Exact name of registrant as specified in its charter)

New Jersey  
(State or other jurisdiction  
of incorporation)

001-16707  
(Commission File  
Number)

22-3703799  
(I.R.S. Employer  
Identification No.)

751 Broad Street  
Newark, New Jersey 07102  
(Address of principal executive offices and zip code)

(973) 802-6000  
(Registrant's telephone number, including area code)

**Item 9. Regulation FD Disclosure.**

- A. Prudential Financial, Inc., a New Jersey Corporation, furnishes herewith, as Exhibit 99.0, a press release announcing first quarter 2003 results.
- B. Prudential Financial, Inc., furnishes herewith, as Exhibit 99.1, the Quarterly Financial Supplement for its Financial Services Businesses for the quarterly period ended March 31, 2003.

**Item 12. Results of Operations and Financial Condition.**

Prudential Financial, Inc., furnishes herewith, as Exhibit 99.0, a press release announcing first quarter 2003 results.

**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 hereunto duly authorized.

Date: May 6, 2003

PRUDENTIAL FINANCIAL, INC.

By: /s/ ANTHONY S. PISZEL

Name: Anthony S. Piszal  
Title: Controller (Principal Accounting Officer)

**Exhibit Index**

| Exhibit No. | Description                                                                                                                                       |
|-------------|---------------------------------------------------------------------------------------------------------------------------------------------------|
| 99.0        | Press Release of Prudential Financial, Inc., dated May 6, 2003.                                                                                   |
| 99.1        | Quarterly Financial Supplement for the Financial Services Businesses of Prudential Financial, Inc. for the quarterly period ended March 31, 2003. |



# News Release

Prudential Financial, Inc.  
751 Broad Street  
Newark, NJ 07102-3777  
www.prudential.com

## **For Immediate Release**

May 6, 2003  
After 4 PM

**Contact:** Bob DeFillippo  
973 802-4149

### **PRUDENTIAL FINANCIAL, INC. ANNOUNCES FIRST QUARTER 2003 RESULTS**

**Newark, NJ** – Prudential Financial, Inc. (NYSE:PRU) announced today net income for its Financial Services Businesses of \$197 million (39 cents per Common share) for the first quarter of 2003, compared to \$263 million (46 cents per Common share) for the year-ago quarter. After-tax adjusted operating income for the Financial Services Businesses was \$303 million, or 58 cents per Common share, for the first quarter of 2003, compared to \$336 million, or 59 cents per Common share, for the first quarter of 2002. Pre-tax adjusted operating income of the Financial Services Businesses was \$449 million in the first quarter of 2003, compared to \$529 million in the year-ago quarter. Adjusted operating income excludes net realized investment gains and related charges and adjustments, results from divested businesses, and discontinued operations. After-tax adjusted operating income in the current quarter reflected a lower effective tax rate than the year-ago quarter, as discussed below.

“Prudential Financial’s first quarter results are on track with our objectives for the year. Our domestic businesses are benefiting from the actions we’ve taken to reduce our cost structure, and our international businesses continue to make a solid contribution to overall results. We are further encouraged by our strong sales results this quarter in individual life insurance, individual annuities, and international insurance,” said Chairman and CEO Arthur F. Ryan.

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“Our acquisition of American Skandia, which closed on May 1, will significantly strengthen our annuity business going forward. In addition, we expect the combination of our retail securities brokerage business with Wachovia Securities to close in the third quarter. Considering the impact we expect from these transactions, including related charges of approximately 25 cents per share in 2003 from the combination of the retail securities brokerage operations, we believe that Prudential Financial will achieve Common Stock earnings per share in the range of \$2.25 to \$2.40 for the year 2003, based on after-tax adjusted operating income. The 2003 expectation assumes continuation of all of Prudential’s existing businesses and appreciation in the S&P 500 index of 8% for the year,” Ryan said. This expectation is subject to change if these assumptions are not realized and as discussed under “Forward Looking Statements” below.

During the first quarter of 2003, the company announced its agreement to sell its specialty automobile insurance business, a component of its property and casualty insurance business. The results of the specialty automobile insurance business are included in discontinued operations for all periods presented.

We believe that the presentation of adjusted operating income as we measure it for management purposes enhances the understanding of the results of operations of the Financial Services Businesses by highlighting the results from ongoing operations and the underlying profitability of our businesses. The schedules accompanying this release provide a reconciliation of adjusted operating income for the Financial Services Businesses to income from continuing operations in accordance with generally accepted accounting principles.

In the following business-level discussion, adjusted operating income refers to pre-tax results.

#### **Financial Services Businesses**

Prudential Financial’s Common Stock (NYSE:PRU) reflects the performance of its Financial Services Businesses, which consist of its Insurance, Investment, and International Insurance and Investments divisions and its Corporate and Other operations.

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The **Insurance division** reported pre-tax adjusted operating income of \$172 million for the first quarter of 2003, a decrease of \$31 million from \$203 million in the year-ago quarter. Our Individual Life and Annuities segment reported adjusted operating income of \$129 million for the current quarter, a \$17 million decrease from the year-ago quarter. The segment’s individual life insurance business reported adjusted operating income of \$106 million in the current quarter, compared to \$117 million in the year-ago quarter. Current quarter mortality experience was within our expected range but less favorable than that of the strong year-ago quarter. The segment’s individual annuity business reported adjusted operating income of \$23 million in the current quarter, compared to \$29 million in the year-ago quarter, as asset-based fees were negatively affected by lower asset values. Our Group Insurance segment reported adjusted operating income of \$34 million in the current quarter, compared to \$37 million in the year-ago quarter. Our Property and Casualty Insurance segment reported adjusted operating income of \$9 million for the current quarter, compared to \$20 million in the year-ago quarter, when the segment benefited from stop-loss reinsurance recoveries of that amount.

The **Investment division** reported pre-tax adjusted operating income of \$74 million in the first quarter of 2003, a decrease of \$30 million from \$104 million in the year-ago quarter. Our Investment Management segment reported adjusted operating income of \$36 million for the current quarter, a decrease of \$11 million from the year-ago quarter. The decrease came from lower fees in the current quarter due to market value declines in our equity assets under management. Our Financial Advisory segment reported a loss, on an adjusted operating income basis, of \$24 million for the current quarter, compared to adjusted operating income of \$7 million in the year-ago quarter, reflecting continued declines in individual investor transaction volume and asset values on which fees are based, partly mitigated by a lower expense level reflecting our cost reduction measures.

Adjusted operating income from our Retirement and Other Asset Management segments amounted to \$62 million in the current quarter, compared to \$50 million in the year-ago quarter, with the \$12 million increase primarily a result of improved investment results in the Retirement segment’s guaranteed products business.

The **International Insurance and Investments division** reported pre-tax adjusted operating income for the first quarter of 2003 of \$175 million, a decrease of \$27 million from \$202 million in the year-ago quarter. The International Insurance segment reported adjusted operating income of \$175 million for the quarter, compared to \$204 million for the year-ago quarter. The segment's Gibraltar Life operations reported adjusted operating income of \$75 million for the current quarter, compared to \$104 million for the year-ago quarter, which benefited from favorable mortality experience. Gibraltar Life's \$75 million adjusted operating income for the current quarter reflects increased reserves of about \$15 million resulting from stronger policy persistency than we expected at this stage of its operations. We had estimated that policy surrenders would continue at a high level in the two years following Gibraltar Life's restructuring and acquisition in April 2001. This high level of policy surrenders did not occur in the latest quarter. Adjusted operating income from our international insurance operations other than Gibraltar Life was \$100 million in the current quarter, unchanged from the year-ago quarter. A less favorable level of policy benefits and expenses in the current quarter, including costs of relocating the Japanese operation to a new home office building in Tokyo, offset the impact of continued business growth in Japan and Korea.

**Corporate and Other operations** resulted in pre-tax adjusted operating income of \$28 million in the first quarter of 2003, compared to \$20 million in the year-ago quarter.

**Assets under management and administration** amounted to \$550 billion at March 31, 2003, compared to \$580 billion a year earlier and \$556 billion at December 31, 2002. Assets under management were \$376 billion at March 31, 2003, a decrease of \$3 billion from a year earlier. The decrease reflects the market value declines in our equity assets under management.

The **effective tax rate** applied to adjusted operating income of the Financial Services Businesses was 32.5% for the first quarter of 2003, compared to 36.5% for the year-ago quarter and 33.6% for the full year 2002. The reduction in the rate during the current quarter from the rate applied for the full year 2002 reflected a lower overall rate applicable to our international operations.

**Net income** of the Financial Services Businesses for the first quarter of 2003 amounted to \$197 million, compared to \$263 million in the year-ago quarter. Current quarter net income included \$113 million of net realized investment losses and related charges and adjustments, and losses of \$12 million from divested businesses. Net income also includes a loss of \$22 million (net of related taxes) from discontinued operations. The realized losses in the current quarter included losses of \$175 million from impairments and sales of credit-impaired securities, which were partially offset by realized gains from fixed maturities, including private bond prepayments. At March 31, 2003, gross unrealized losses on fixed maturity investments of the Financial Services Businesses amounted to \$247 million. The loss from discontinued operations is primarily attributable to our agreement to sell our specialty automobile insurance business.

The net income of the Financial Services Businesses for the year-ago quarter included realized investment losses, net, and related charges and adjustments, of \$96 million, reflecting losses of \$141 million from impairments and sales of credit-impaired securities.

#### **Closed Block Business**

Prudential's Class B Stock, which is not traded on any exchange, reflects the performance of its Closed Block Business.

The Closed Block Business includes our in-force participating life insurance and annuity policies, and assets that are being used for the payment of benefits and policyholder dividends on these policies, as well as other assets and equity that support these policies. We have ceased offering these participating policies.

The Closed Block Business reported a first quarter 2003 net loss of \$1 million, compared to a net loss of \$110 million for the year-ago quarter.

The Closed Block Business reported losses from operations before income taxes of \$1 million for the first quarter of 2003 and \$175 million for the year-ago quarter. Closed Block Business results included net realized investment gains of \$41 million in the current quarter and realized investment losses of \$79 million in the year-ago quarter.

#### **Consolidated Results**

There is no legal separation of the Financial Services Businesses and the Closed Block Business, and holders of the Common Stock and the Class B Stock are both common stockholders of Prudential Financial, Inc.

On a consolidated basis, which includes the results of both the Financial Services Businesses and the Closed Block Business, Prudential Financial, Inc. reported net income of \$196 million for the first quarter of 2003 and \$153 million for the year-ago quarter.

#### **Share Repurchase Program**

During the first quarter of 2003, the company acquired 8.1 million shares of its Common Stock, at a total cost of approximately \$250 million. From the commencement of share repurchases in May, 2002, through March 31, 2003, the company acquired 34.1 million shares of its Common Stock at a total cost of approximately \$1.050 billion. This included 1.7 million shares repurchased and reissued directly to a company deferred compensation plan during 2002.

#### **Forward-Looking Statements**

Certain of the statements included in this release, including (but not limited to) those in the third paragraph hereof, 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," 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. There can be no assurance that future developments affecting Prudential Financial, Inc. and its subsidiaries will be those anticipated by management. These forward-looking statements are not a guarantee of future performance and involve risks and uncertainties, and there are certain important factors that could cause actual results to differ, possibly materially, from expectations or estimates reflected in such forward-looking statements, including without limitation: general economic, market and political conditions, including the performance of financial markets, interest rate fluctuations and the continuing impact of the current economic environment; various domestic or international military or terrorist activities or conflicts; volatility in the securities markets;

reestimates of our reserves for future policy benefits and claims; changes in our assumptions related to deferred policy acquisition costs; our exposure to contingent liabilities; catastrophe losses; investment losses and defaults; changes in our claims-paying or credit ratings; competition in our product lines and for personnel; fluctuations in foreign currency exchange rates and foreign securities markets; risks to our international operations; the impact of changing regulation or accounting practices; Prudential Financial, Inc.'s primary reliance, as a holding company, on dividends from its subsidiaries to meet debt payment obligations and the applicable regulatory restrictions on the ability of the subsidiaries to pay such dividends; adverse litigation results; and changes in tax law. Prudential Financial, Inc. does not intend, and is under no obligation to, update any particular forward-looking statement included in this document.

As indicated above, our expectation of earnings per Common share is based on after-tax adjusted operating income. Adjusted operating income, which is not measured in accordance with generally accepted accounting principles (GAAP), excludes net realized investment gains and losses. A significant element of realized losses is impairments and losses from sales of credit-impaired securities, the timing of which depends largely on market credit cycles and can vary considerably across periods. The timing of other sales that would result in gains or losses is largely subject to our discretion and influenced by market opportunities. Trends in the underlying profitability of our businesses can be more clearly identified without the fluctuating effects of these transactions. Adjusted operating income also excludes the results of divested businesses, which are not relevant to our ongoing operations. Because we do not predict future realized investment gains (losses), we cannot provide a measure of our Common Stock earnings per share expectation based on income from continuing operations of the Financial Services Businesses, which is the GAAP measure most comparable to adjusted operating income.

The information referred to above, as well as the risks of our businesses described in our Annual Report on Form 10-K for the year ended December 31, 2002, should be considered by readers when reviewing forward-looking statements contained in this release.

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### Earnings Conference Call

Members of Prudential's senior management will host a conference call on Wednesday, May 7, 2003, at 11 a.m. ET, to discuss with the investment community the company's first quarter results. The conference call will be broadcast live over the company's Investor Relations Web site at: <http://www.investor.prudential.com>. Please log on fifteen minutes early in the event necessary software needs to be downloaded. The call will remain on the Investor Relations Web site for replay through May 21. Institutional investors, analysts, and other members of the professional financial community are invited to listen to the call and participate in Q&A by dialing (888) 428-4473 (domestic callers) or (651) 291-0561 (international callers). All others are encouraged to dial into the conference call in listen-only mode, using the same numbers. To listen to a replay of the conference call starting at 4:15 p.m. on May 7, dial (800) 475-6701 (domestic callers) or (320) 365-3844 (international callers). The access code for the replay is 681461.

Prudential Financial companies serve individual and institutional customers worldwide and include The Prudential Insurance Company of America, one of the largest life insurance companies in the U.S. These companies offer a variety of products and services, including life insurance, property and casualty insurance, mutual funds, annuities, pension and retirement related services and administration, asset management, securities brokerage, banking and trust services, real estate brokerage franchises and relocation services. For more information, visit [www.prudential.com](http://www.prudential.com).



### Financial Highlights (in millions, except per share data)

|                                                                             | Three Months Ended<br>March 31 |            |
|-----------------------------------------------------------------------------|--------------------------------|------------|
|                                                                             | 2003                           | 2002       |
| <b>Financial Services Businesses (FSB) Income Statement Data:</b>           |                                |            |
| <b>Adjusted Operating Income (1):</b>                                       |                                |            |
| Revenues:                                                                   |                                |            |
| Premiums                                                                    | \$ 2,468                       | \$ 2,212   |
| Policy charges and fee income                                               | 416                            | 434        |
| Net investment income                                                       | 1,284                          | 1,236      |
| Commissions, investment management fees, and other income                   | 902                            | 1,075      |
| Total revenues                                                              | 5,070                          | 4,957      |
| Benefits and expenses:                                                      |                                |            |
| Insurance and annuity benefits                                              | 2,467                          | 2,156      |
| Interest credited to policyholders' account balances                        | 418                            | 414        |
| Interest expense                                                            | 37                             | 48         |
| Other expenses                                                              | 1,699                          | 1,810      |
| Total benefits and expenses                                                 | 4,621                          | 4,428      |
| FSB adjusted operating income before income taxes                           | 449                            | 529        |
| Income taxes, applicable to adjusted operating income                       | 146                            | 193        |
| <b>FSB after-tax adjusted operating income</b>                              | <b>303</b>                     | <b>336</b> |
| Items excluded from FSB adjusted operating income:                          |                                |            |
| Realized investment losses, net, and related charges and adjustments        | (113)                          | (96)       |
| Divested businesses                                                         | (12)                           | (8)        |
| Total items excluded from FSB adjusted operating income before income taxes | (125)                          | (104)      |
| Income taxes, applicable to items excluded from adjusted operating income   | (41)                           | (35)       |



|                                                                                      |                |                |
|--------------------------------------------------------------------------------------|----------------|----------------|
| Total items excluded from FSB adjusted operating income, after income taxes          | (84)           | (69)           |
| <b>FSB income from continuing operations (after-tax)</b>                             | <b>219</b>     | <b>267</b>     |
| Loss from discontinued operations, net of taxes                                      | (22)           | (4)            |
| <b>Financial Services Businesses net income</b>                                      | <b>\$ 197</b>  | <b>\$ 263</b>  |
| <b>Direct equity adjustment for earnings per share calculations (2)</b>              | <b>18</b>      | <b>7</b>       |
| <b>Earnings available to holders of Common Stock after direct equity adjustment:</b> |                |                |
| Based on net income                                                                  | \$ 215         | \$ 270         |
| Based on after-tax adjusted operating income                                         | \$ 321         | \$ 343         |
| <b>Earnings per share of Common Stock (diluted) (2):</b>                             |                |                |
| FSB after-tax adjusted operating income                                              | \$ 0.58        | \$ 0.59        |
| Items excluded from FSB adjusted operating income:                                   |                |                |
| Realized investment losses, net of related charges and adjustments                   | (0.20)         | (0.17)         |
| Divested businesses                                                                  | (0.02)         | (0.01)         |
| Total items excluded from FSB adjusted operating income before income taxes          | (0.22)         | (0.18)         |
| Income taxes, applicable to items excluded from adjusted operating income            | (0.07)         | (0.06)         |
| Total items excluded from FSB adjusted operating income, after income taxes          | (0.15)         | (0.12)         |
| <b>FSB income from continuing operations (after-tax)</b>                             | <b>0.43</b>    | <b>0.47</b>    |
| Loss from discontinued operations, net of taxes                                      | (0.04)         | (0.01)         |
| <b>FSB net income</b>                                                                | <b>\$ 0.39</b> | <b>\$ 0.46</b> |
| Weighted average diluted shares outstanding during period                            | 556.5          | 585.1          |
| <b>Financial Services Businesses Attributed Equity (as of end of period):</b>        |                |                |
| Total attributed equity                                                              | \$21,059       | \$19,453       |
| Per share of Common Stock—diluted                                                    | 38.12          | 33.25          |
| Attributed equity excluding unrealized gains and losses on investments               | \$18,388       | \$19,034       |
| Per share of Common Stock—diluted                                                    | 33.28          | 32.53          |
| Number of diluted shares at end of period                                            | 552.5          | 585.1          |

See footnotes on page 4.

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**Financial Services Businesses Division Highlights**  
(in millions, except as otherwise noted)

|                                                                        | Three Months Ended<br>March 31 |          |
|------------------------------------------------------------------------|--------------------------------|----------|
|                                                                        | 2003                           | 2002     |
| <b>Adjusted operating income before income taxes, by Division (1):</b> |                                |          |
| Insurance Division                                                     | \$ 172                         | \$ 203   |
| Investment Division                                                    | 74                             | 104      |
| International Insurance and Investments Division                       | 175                            | 202      |
| Corporate and other operations                                         | 28                             | 20       |
| Total FSB adjusted operating income before income taxes                | \$ 449                         | \$ 529   |
| <b>Revenues, by Division (1):</b>                                      |                                |          |
| Insurance Division                                                     | \$ 2,115                       | \$ 1,977 |
| Investment Division                                                    | 1,407                          | 1,559    |
| International Insurance and Investments Division                       | 1,463                          | 1,329    |
| Corporate and other operations                                         | 85                             | 92       |
| Total                                                                  | \$ 5,070                       | \$ 4,957 |

**Insurance Division:**

|                                                |               |               |
|------------------------------------------------|---------------|---------------|
| Individual Life Insurance Sales (3):           |               |               |
| Excluding corporate-owned life insurance:      |               |               |
| Variable life                                  | \$ 25         | \$ 44         |
| Universal life                                 | 26            | 11            |
| Term life                                      | 23            | 13            |
|                                                | <u>74</u>     | <u>68</u>     |
| Total excluding corporate-owned life insurance | 74            | 68            |
| Corporate-owned life insurance                 | 4             | 10            |
|                                                | <u>78</u>     | <u>78</u>     |
| Fixed and Variable annuities:                  |               |               |
| Gross sales                                    | \$ 441        | \$ 411        |
| Net redemptions                                | \$ (81)       | \$ (236)      |
|                                                | <u>18,438</u> | <u>21,344</u> |
| Total account value at end of period           | \$18,438      | \$21,344      |
| Group Insurance New Annualized Premiums (4):   |               |               |
| Group life                                     | \$ 88         | \$ 162        |
| Group disability                               | 67            | 53            |
|                                                | <u>155</u>    | <u>215</u>    |
| Total                                          | \$ 155        | \$ 215        |

**Investment Division:**

## Investment Management Segment:

|                                                                                                   |               |               |
|---------------------------------------------------------------------------------------------------|---------------|---------------|
| Assets managed by Investment Management and Advisory Services (in billions, as of end of period): |               |               |
| Retail customers                                                                                  | \$ 78.9       | \$ 92.3       |
| Institutional customers                                                                           | 84.2          | 86.2          |
| General account (5)                                                                               | 123.6         | 111.7         |
|                                                                                                   | <u>286.7</u>  | <u>290.2</u>  |
| Total Investment Management and Advisory Services                                                 | \$ 286.7      | \$ 290.2      |
| Mutual Funds and Wrap-Fee Products Sales and Assets Under Management:                             |               |               |
| Mutual Funds and Wrap-Fee Products Sales:                                                         |               |               |
| Gross sales, other than money market                                                              | \$ 2,373      | \$ 2,581      |
| Net sales, other than money market                                                                | \$ 233        | \$ 104        |
| Assets under management at end of period:                                                         |               |               |
| Mutual funds                                                                                      | \$48,170      | \$56,743      |
| Wrap-fee products                                                                                 | 14,860        | 18,192        |
| Other managed accounts (6)                                                                        | 16,712        | 18,006        |
|                                                                                                   | <u>79,742</u> | <u>92,941</u> |
| Total                                                                                             | \$79,742      | \$92,941      |
| Retirement Segment Sales:                                                                         |               |               |
| Defined Contribution:                                                                             |               |               |
| Gross sales                                                                                       | \$ 1,028      | \$ 1,010      |
| Net sales                                                                                         | \$ 390        | \$ 193        |
| Guaranteed Products:                                                                              |               |               |
| Gross sales                                                                                       | \$ 554        | \$ 259        |
| Net withdrawals                                                                                   | \$ (491)      | \$ (605)      |

See footnotes on page 4.

**Financial Services Businesses Division Highlights**  
 (in millions, except per share data or as otherwise noted)

|                                                          | Three Months Ended<br>March 31 |        |
|----------------------------------------------------------|--------------------------------|--------|
|                                                          | 2003                           | 2002   |
| <b>International Insurance and Investments Division:</b> |                                |        |
| International Insurance New Annualized Premiums (7):     |                                |        |
| Actual exchange rate basis                               | \$ 220                         | \$ 179 |

|                                                                                       |                |                 |
|---------------------------------------------------------------------------------------|----------------|-----------------|
| Constant exchange rate basis                                                          | \$ 212         | \$ 187          |
| <b>Closed Block Business Data:</b>                                                    |                |                 |
| <b>Income Statement Data:</b>                                                         |                |                 |
| Revenues                                                                              | \$ 1,867       | \$ 1,777        |
| Benefits and expenses                                                                 | 1,868          | 1,952           |
| Loss from operations before income taxes                                              | (1)            | (175)           |
| Income taxes                                                                          | —              | (65)            |
| <b>Closed Block Business net loss</b>                                                 | <b>\$ (1)</b>  | <b>\$ (110)</b> |
| <b>Direct equity adjustment for earnings per share calculations (2)</b>               | <b>(18)</b>    | <b>(7)</b>      |
| <b>Net loss available to holders of Class B Stock after direct equity adjustment:</b> | <b>\$ (19)</b> | <b>\$ (117)</b> |
| Net loss per share of Class B Stock                                                   | \$ (9.50)      | \$ (58.50)      |
| Weighted average diluted shares outstanding during period                             | 2.0            | 2.0             |
| <b>Closed Block Business Attributed Equity (as of end of period):</b>                 |                |                 |
| Total attributed equity                                                               | \$ 799         | \$ 586          |
| Per share of Class B Stock                                                            | 399.50         | 293.00          |
| Attributed equity excluding unrealized gains and losses on investments                | \$ 82          | \$ 394          |
| Per share of Class B Stock                                                            | 41.00          | 197.00          |
| Number of Class B shares at end of period                                             | 2.0            | 2.0             |
| <b>Consolidated Data:</b>                                                             |                |                 |
| <b>Consolidated Income Statement Data:</b>                                            |                |                 |
| Total revenues                                                                        | \$ 6,807       | \$ 6,615        |
| Total benefits and expenses                                                           | 6,484          | 6,365           |
| Income from operations before income taxes                                            | 323            | 250             |
| Income taxes                                                                          | 105            | 93              |
| Income from continuing operations                                                     | 218            | 157             |
| Loss from discontinued operations, net of taxes                                       | (22)           | (4)             |
| <b>Consolidated net income</b>                                                        | <b>\$ 196</b>  | <b>\$ 153</b>   |
| <b>Net income:</b>                                                                    |                |                 |
| Financial Services Businesses                                                         | \$ 197         | \$ 263          |
| Closed Block Business                                                                 | (1)            | (110)           |
| <b>Consolidated net income</b>                                                        | <b>\$ 196</b>  | <b>\$ 153</b>   |
| <b>Assets and Asset Management Information (as of end of period, in billions)</b>     |                |                 |
| Total assets                                                                          | \$ 299.3       | \$ 297.9        |
| Assets under management (at fair market value):                                       |                |                 |
| Managed by Investment Division:                                                       |                |                 |
| Investment Management Segment—Investment Management and Advisory Services (5)         | \$ 286.7       | \$ 290.2        |
| Non-proprietary wrap-fee products and other assets under management                   | 32.7           | 41.9            |
| Total Managed by Investment Division                                                  | 319.4          | 332.1           |
| Managed by International Insurance and Investments Division (5)                       | 47.6           | 38.0            |
| Managed by Insurance Division                                                         | 8.5            | 8.7             |
| Total assets under management                                                         | 375.5          | 378.8           |
| Client assets under administration                                                    | 174.4          | 201.2           |
| Total assets under management and administration                                      | \$ 549.9       | \$ 580.0        |

See footnotes on page 4.

(1) Adjusted operating income is a non-GAAP measure that excludes realized investment gains, net of losses, and related charges and adjustments; and results of divested businesses and discontinued operations. Revenues and benefits and expenses shown as components of adjusted operating income, and for the divisions of the Financial Services Businesses, are presented on the same basis as pre-tax adjusted operating income and exclude these items as well. Adjusted operating income should not be viewed as a substitute for net income determined in accordance with GAAP, and our definition of adjusted operating income may differ from that used by other companies. The excluded items 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 factors of our businesses.

- (2) Net income for the Financial Services Businesses and the Closed Block Business is determined in accordance with GAAP and includes general and administrative expenses charged to each of the businesses based on the Company's methodology for allocation of such expenses. Cash flows between the Financial Services Businesses and the Closed Block Business related to administrative expenses are determined by a policy servicing fee arrangement that is based upon insurance and policies in force and statutory cash premiums. To the extent reported administrative expenses vary from these cash flow amounts, the differences are recorded, on an after-tax basis, as direct equity adjustments to the equity balances of each business. The direct equity adjustments modify earnings available to holders of Common Stock and Class B Stock for earnings per share purposes. Earnings per share of Common Stock based on adjusted operating income of the Financial Services Businesses reflects these adjustments as well.
- (3) Statutory first year premiums and deposits.
- (4) Amounts exclude new premiums resulting from rate changes on existing policies, from additional coverage issued under our Servicemembers' Group Life Insurance contract, and from excess premiums on group universal life insurance that build cash value but do not purchase face amounts.
- (5) Reflects Investment Management segment's assumption, as of the second quarter of 2002, of management of \$3.5 billion of assets which were previously reflected in assets managed by the International Insurance and Investments division.
- (6) Includes amounts under both management and administration for certain Prudential Securities' programs and unit investment trusts.
- (7) Annualized new business premiums. Actual amounts reflect the impact of currency fluctuations. Constant exchange rates amounts are based on the average exchange rates for the year ended December 31, 2002.



Prudential Financial, Inc. (PRU)

## Quarterly Financial Supplement

### FINANCIAL SERVICES BUSINESSES FIRST QUARTER 2003

Reference is made to Prudential Financial, Inc.'s filings with the Securities and Exchange Commission for general information, and consolidated financial information, regarding Prudential Financial, Inc., including its Closed Block Business.

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Prudential Financial, Inc.  
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FINANCIAL HIGHLIGHTS  
(in millions, except per share data)

| Year-to-date                                                                   |       |          | 2002  |       |       |        | 2003  |
|--------------------------------------------------------------------------------|-------|----------|-------|-------|-------|--------|-------|
| 2003                                                                           | 2002  | % Change | 1Q    | 2Q    | 3Q    | 4Q     | 1Q    |
| <b>Financial Services Businesses:</b>                                          |       |          |       |       |       |        |       |
| Pre-tax adjusted operating income by division:                                 |       |          |       |       |       |        |       |
| 172                                                                            | 203   | -15%     | 203   | 165   | 73    | 141    | 172   |
| 74                                                                             | 104   | -29%     | 104   | 92    | 52    | 36     | 74    |
| 175                                                                            | 202   | -13%     | 202   | 183   | 188   | 174    | 175   |
| 28                                                                             | 20    | 40%      | 20    | 46    | 118   | 8      | 28    |
| 449                                                                            | 529   | -15%     | 529   | 486   | 431   | 359    | 449   |
| 146                                                                            | 193   | -24%     | 193   | 179   | 128   | 106    | 146   |
| 303                                                                            | 336   | -10%     | 336   | 307   | 303   | 253    | 303   |
| <b>Financial Services Businesses after-tax adjusted operating income</b>       |       |          |       |       |       |        |       |
| Items excluded from adjusted operating income:                                 |       |          |       |       |       |        |       |
| (113)                                                                          | (96)  | -18%     | (96)  | (345) | (142) | (284)  | (113) |
| —                                                                              | —     | —        | —     | —     | —     | (20)   | —     |
| (12)                                                                           | (8)   | -50%     | (8)   | 10    | (14)  | (68)   | (12)  |
| (125)                                                                          | (104) | -20%     | (104) | (335) | (156) | (372)  | (125) |
| (41)                                                                           | (35)  | -17%     | (35)  | (126) | (233) | (126)  | (41)  |
| (84)                                                                           | (69)  | -22%     | (69)  | (209) | 77    | (246)  | (84)  |
| 219                                                                            | 267   | -18%     | 267   | 98    | 380   | 7      | 219   |
| (22)                                                                           | (4)   | -450%    | (4)   | (3)   | 12    | (78)   | (22)  |
| 197                                                                            | 263   | -25%     | 263   | 95    | 392   | (71)   | 197   |
| <b>Earnings per share of Common Stock (diluted):</b>                           |       |          |       |       |       |        |       |
| 0.58                                                                           | 0.59  |          | 0.59  | 0.55  | 0.54  | 0.47   | 0.58  |
| 0.43                                                                           | 0.47  |          | 0.47  | 0.19  | 0.67  | 0.04   | 0.43  |
| 0.39                                                                           | 0.46  |          | 0.46  | 0.19  | 0.70  | (0.10) | 0.39  |
| 556.5                                                                          | 585.1 |          | 585.1 | 585.2 | 576.8 | 565.0  | 556.5 |
| 6.98%                                                                          | 7.25% |          | 7.25% | 6.73% | 6.56% | 5.70%  | 6.98% |
| <b>Reconciliation to Consolidated Net Income of Prudential Financial, Inc:</b> |       |          |       |       |       |        |       |
| 197                                                                            | 263   |          | 263   | 95    | 392   | (71)   | 197   |
| (1)                                                                            | (110) |          | (110) | (163) | (90)  | (122)  | (1)   |
| 196                                                                            | 153   |          | 153   | (68)  | 302   | (193)  | 196   |
| 18                                                                             | 7     |          | 7     | 14    | 9     | 13     | 18    |

FINANCIAL HIGHLIGHTS  
(in millions, except per share data)

| Year-to-date                                                  |      | 2002   |        |        |        | 2003   |
|---------------------------------------------------------------|------|--------|--------|--------|--------|--------|
| 2003                                                          | 2002 | 1Q     | 2Q     | 3Q     | 4Q     | 1Q     |
| <b>Financial Services Businesses Capitalization Data (1):</b> |      |        |        |        |        |        |
|                                                               |      | 6,515  | 4,221  | 3,852  | 3,469  | 4,212  |
|                                                               |      | 3,350  | 3,003  | 3,077  | 3,007  | 2,582  |
|                                                               |      | 690    | 690    | 690    | 690    | 690    |
| <b>Attributed Equity (3):</b>                                 |      |        |        |        |        |        |
|                                                               |      | 19,453 | 20,258 | 21,039 | 20,562 | 21,059 |
|                                                               |      | 19,034 | 19,144 | 18,931 | 18,394 | 18,388 |
|                                                               |      | 19,289 | 19,321 | 19,153 | 18,621 | 18,596 |
| <b>Total Capitalization:</b>                                  |      |        |        |        |        |        |
|                                                               |      | 23,493 | 23,951 | 24,806 | 24,259 | 24,331 |
|                                                               |      | 23,074 | 22,837 | 22,698 | 22,091 | 21,660 |
|                                                               |      | 23,329 | 23,014 | 22,920 | 22,318 | 21,868 |
| <b>Book value per share of Common Stock:</b>                  |      |        |        |        |        |        |
|                                                               |      | 33.25  | 34.72  | 37.03  | 36.67  | 38.12  |
|                                                               |      | 32.53  | 32.81  | 33.32  | 32.80  | 33.28  |
|                                                               |      | 32.97  | 33.12  | 33.71  | 33.20  | 33.66  |

|       |       |                                                           |        |        |        |        |        |
|-------|-------|-----------------------------------------------------------|--------|--------|--------|--------|--------|
|       |       | Number of diluted shares at end of period                 | 585.1  | 583.4  | 568.1  | 560.8  | 552.5  |
|       |       | <b>Common Stock Price Range (based on closing price):</b> |        |        |        |        |        |
| 33.93 | 32.09 | High                                                      | 32.09  | 35.75  | 32.99  | 32.10  | 33.93  |
| 27.56 | 30.05 | Low                                                       | 30.05  | 31.05  | 27.35  | 25.50  | 27.56  |
| 29.25 | 31.05 | Close                                                     | 31.05  | 33.36  | 28.56  | 31.74  | 29.25  |
|       |       | <b>Common Stock market capitalization (1)</b>             | 18,143 | 19,448 | 16,235 | 17,782 | 16,153 |

## OPERATIONS HIGHLIGHTS

| Year-to-date                                                                               |                             | 2002  |       |       |       | 2003  |
|--------------------------------------------------------------------------------------------|-----------------------------|-------|-------|-------|-------|-------|
| 2003                                                                                       | 2002                        | 1Q    | 2Q    | 3Q    | 4Q    | 1Q    |
| <b>Assets Under Management and Administration (\$ billions) (1) (2):</b>                   |                             |       |       |       |       |       |
| Assets Under Management :                                                                  |                             |       |       |       |       |       |
| Managed by Investment Division (3):                                                        |                             |       |       |       |       |       |
| Investment Management Segment—Investment Management & Advisory Services                    |                             |       |       |       |       |       |
|                                                                                            | Retail customers            | 92.3  | 84.8  | 77.3  | 79.9  | 78.9  |
|                                                                                            | Institutional customers     | 86.2  | 83.5  | 79.8  | 85.2  | 84.2  |
|                                                                                            | General account (3)         | 111.7 | 116.0 | 119.5 | 122.9 | 123.6 |
| Total Investment Management and Advisory Services                                          |                             | 290.2 | 284.3 | 276.6 | 288.0 | 286.7 |
| Non-proprietary wrap-fee and other assets under management                                 |                             | 41.9  | 38.2  | 32.7  | 33.0  | 32.7  |
| Total managed by Investment Division                                                       |                             | 332.1 | 322.5 | 309.3 | 321.0 | 319.4 |
| Managed by International Insurance and Investments Division (3) (4):                       |                             | 38.0  | 37.9  | 46.6  | 47.9  | 47.6  |
| Managed by Insurance Division                                                              |                             | 8.7   | 8.0   | 7.2   | 8.8   | 8.5   |
| Total assets under management                                                              |                             | 378.8 | 368.4 | 363.1 | 377.7 | 375.5 |
| Client assets under administration (4)                                                     |                             | 201.2 | 188.4 | 173.7 | 177.9 | 174.4 |
| Total assets under management and administration                                           |                             | 580.0 | 556.8 | 536.8 | 555.6 | 549.9 |
|                                                                                            |                             |       |       |       |       |       |
| Assets managed or administered for customers outside of the United States at end of period |                             | 67.3  | 70.5  | 77.9  | 83.6  | 83.4  |
| <b>Distribution Representatives (1):</b>                                                   |                             |       |       |       |       |       |
|                                                                                            | Prudential Agents           | 4,469 | 4,551 | 4,478 | 4,389 | 4,327 |
|                                                                                            | Financial Advisors (5)      | 5,656 | 5,306 | 4,960 | 4,731 | 4,519 |
|                                                                                            | International Life Planners | 4,098 | 4,207 | 4,353 | 4,505 | 4,552 |
|                                                                                            | Gibraltar Life Advisors     | 5,726 | 5,525 | 5,233 | 5,155 | 4,993 |
| <b>Distribution Representative Productivity:</b>                                           |                             |       |       |       |       |       |
| 34                                                                                         | 34                          | 34    | 38    | 36    | 43    | 34    |
| 390                                                                                        | 378                         | 378   | 372   | 378   | 357   | 390   |
| <b>Third Party Distribution—Retail Products (\$ millions) (6):</b>                         |                             |       |       |       |       |       |
| 21                                                                                         | 16                          | 16    | 17    | 15    | 24    | 21    |
| 4                                                                                          | 9                           | 9     | 76    | 21    | 15    | 4     |
| 58                                                                                         | 11                          | 11    | 24    | 50    | 48    | 58    |
| 616                                                                                        | 456                         | 456   | 1,019 | 970   | 1,207 | 616   |

- (1) As of end of period.
- (2) At fair market value.
- (3) Reflects the Investment division's assumption, as of June 30, 2002, of management of \$3.5 billion of assets which were previously reflected in assets managed by the International Insurance and Investments division.
- (4) Reflects inclusion in assets managed by International Insurance and Investments Division of \$3.9 billion at September 30, 2002 and \$4.3 billion at December 31, 2002, representing amounts relating to recently acquired entities and formerly classified as client assets under administration, to conform to current presentation based on internal management criteria.
- (5) All periods exclude financial advisors associated with our discontinued international securities operations.
- (6) Represents statutory first year premiums and deposits for Individual Life Insurance, including corporate-owned life insurance, and gross sales for Individual Annuities, Mutual Funds and Wrap-fee products.
- (7) Excludes corporate-owned life insurance sales.

**COMBINED STATEMENTS OF OPERATIONS—FINANCIAL SERVICES BUSINESSES**  
(in millions)

| Year-to-date               |       |             | 2002                                                      |       |       |       | 2003  |       |
|----------------------------|-------|-------------|-----------------------------------------------------------|-------|-------|-------|-------|-------|
| 2003                       | 2002  | %<br>Change |                                                           | 1Q    | 2Q    | 3Q    | 4Q    | 1Q    |
| Revenues (1):              |       |             |                                                           |       |       |       |       |       |
| 2,468                      | 2,212 | 12%         | Premiums                                                  | 2,212 | 2,266 | 2,320 | 2,448 | 2,468 |
| 416                        | 434   | -4%         | Policy charges and fee income                             | 434   | 412   | 400   | 407   | 416   |
| 1,284                      | 1,236 | 4%          | Net investment income                                     | 1,236 | 1,343 | 1,312 | 1,288 | 1,284 |
| 902                        | 1,075 | -16%        | Commissions, investment management fees, and other income | 1,075 | 1,036 | 996   | 976   | 902   |
| 5,070                      | 4,957 | 2%          | Total revenues                                            | 4,957 | 5,057 | 5,028 | 5,119 | 5,070 |
| Benefits and Expenses (1): |       |             |                                                           |       |       |       |       |       |
| 2,467                      | 2,156 | 14%         | Insurance and annuity benefits                            | 2,156 | 2,267 | 2,278 | 2,496 | 2,467 |

|                                                                    |       |      |                                                                            |       |       |       |       |       |
|--------------------------------------------------------------------|-------|------|----------------------------------------------------------------------------|-------|-------|-------|-------|-------|
| 418                                                                | 414   | 1%   | Interest credited to policyholders' account balances                       | 414   | 415   | 434   | 444   | 418   |
| 37                                                                 | 48    | -23% | Interest expense                                                           | 48    | 43    | 43    | 36    | 37    |
| (364)                                                              | (321) | -13% | Deferral of acquisition costs                                              | (321) | (347) | (360) | (374) | (364) |
| 244                                                                | 224   | 9%   | Amortization of acquisition costs                                          | 224   | 260   | 347   | 245   | 244   |
| 550                                                                | 640   | -14% | Securities operations non-interest expenses                                | 640   | 641   | 609   | 599   | 550   |
| 1,269                                                              | 1,267 | 0%   | General and administrative expenses                                        | 1,267 | 1,292 | 1,246 | 1,314 | 1,269 |
| 4,621                                                              | 4,428 | 4%   | Total benefits and expenses                                                | 4,428 | 4,571 | 4,597 | 4,760 | 4,621 |
| 449                                                                | 529   | -15% | Adjusted operating income before income taxes                              | 529   | 486   | 431   | 359   | 449   |
| Items excluded from adjusted operating income before income taxes: |       |      |                                                                            |       |       |       |       |       |
| (114)                                                              | (101) | -13% | Realized investment losses, net, and related adjustments                   | (101) | (341) | (141) | (290) | (114) |
| 1                                                                  | 5     | -80% | Related charges                                                            | 5     | (4)   | (1)   | 6     | 1     |
| (113)                                                              | (96)  | -18% | Total realized investment losses, net, and related charges and adjustments | (96)  | (345) | (142) | (284) | (113) |
| —                                                                  | —     | —    | Sales practices remedies and costs                                         | —     | —     | —     | (20)  | —     |
| (12)                                                               | (8)   | -50% | Divested businesses                                                        | (8)   | 10    | (14)  | (68)  | (12)  |
| (125)                                                              | (104) | -20% | Total items excluded from adjusted operating income before income taxes    | (104) | (335) | (156) | (372) | (125) |
| 324                                                                | 425   | -24% | Income (loss) from continuing operations before income taxes               | 425   | 151   | 275   | (13)  | 324   |
| 105                                                                | 158   | -34% | Income tax expense (benefit)                                               | 158   | 53    | (105) | (20)  | 105   |
| 219                                                                | 267   | -18% | Income from continuing operations, after-tax                               | 267   | 98    | 380   | 7     | 219   |

(1) Revenues exclude realized investment gains, net of losses and related adjustments, and revenues of divested businesses and discontinued operations. Benefits and expenses exclude charges related to realized investment gains, net of losses, sales practices remedies and costs, and benefits and expenses of divested businesses and discontinued operations.

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## COMBINED BALANCE SHEETS—FINANCIAL SERVICES BUSINESSES

(in millions)

|                                                                                                                          | 03/31/2002 | 06/30/2002 | 09/30/2002 | 12/31/2002 | 03/31/2003 |
|--------------------------------------------------------------------------------------------------------------------------|------------|------------|------------|------------|------------|
| <b>Assets:</b>                                                                                                           |            |            |            |            |            |
| Investments:                                                                                                             |            |            |            |            |            |
| Fixed maturities, available for sale, at fair value<br>(amortized cost \$69,840; \$70,745; \$72,962; \$74,665; \$76,766) | 70,687     | 72,700     | 76,815     | 79,230     | 82,311     |
| Fixed maturities, held to maturity, at amortized cost<br>(fair value \$373; \$2,293; \$2,385; \$2,673; \$2,859)          | 354        | 2,268      | 2,376      | 2,612      | 2,772      |
| Trading account assets, at fair value                                                                                    | 6,286      | 6,038      | 4,419      | 3,449      | 3,359      |
| Equity securities, available for sale, at fair value<br>(cost \$1,620; \$1,748; \$1,815; \$1,313; \$1,101)               | 1,687      | 1,868      | 1,714      | 1,286      | 1,038      |
| Commercial loans                                                                                                         | 13,011     | 12,752     | 12,649     | 12,300     | 12,234     |
| Policy loans                                                                                                             | 2,854      | 2,982      | 3,036      | 3,146      | 2,923      |
| Securities purchased under agreements to resell                                                                          | 7,137      | 5,136      | 5,256      | 4,844      | 5,990      |
| Cash collateral for borrowed securities                                                                                  | 5,628      | 5,530      | 5,691      | 4,978      | 4,429      |
| Other long-term investments                                                                                              | 4,253      | 4,216      | 4,329      | 4,333      | 4,476      |
| Short-term investments                                                                                                   | 3,095      | 2,848      | 2,082      | 2,840      | 1,671      |
| Total investments                                                                                                        | 114,992    | 116,338    | 118,367    | 119,018    | 121,203    |
| Cash and cash equivalents                                                                                                | 10,282     | 8,344      | 9,115      | 7,470      | 7,339      |
| Accrued investment income                                                                                                | 1,027      | 1,069      | 1,084      | 1,021      | 1,095      |
| Broker-dealer related receivables                                                                                        | 7,017      | 7,091      | 5,486      | 5,631      | 5,126      |
| Deferred policy acquisition costs                                                                                        | 5,660      | 5,859      | 5,750      | 5,875      | 5,926      |
| Other assets                                                                                                             | 15,692     | 16,213     | 14,699     | 13,730     | 15,001     |
| Separate account assets                                                                                                  | 78,515     | 75,101     | 69,900     | 70,555     | 70,710     |
| Total assets                                                                                                             | 233,185    | 230,015    | 224,401    | 223,300    | 226,400    |
| <b>Liabilities:</b>                                                                                                      |            |            |            |            |            |
| Future policy benefits                                                                                                   | 38,403     | 40,319     | 41,395     | 42,213     | 43,243     |
| Policyholders' account balances                                                                                          | 37,559     | 38,916     | 40,325     | 40,799     | 41,487     |
| Unpaid claims and claim adjustment expenses                                                                              | 3,353      | 3,352      | 3,363      | 3,428      | 3,513      |
| Securities sold under agreements to repurchase                                                                           | 11,704     | 10,557     | 10,675     | 10,250     | 10,907     |
| Cash collateral for loaned securities                                                                                    | 8,256      | 8,959      | 7,645      | 7,517      | 7,300      |
| Income taxes payable                                                                                                     | 1,102      | 1,609      | 1,967      | 1,910      | 2,259      |
| Broker-dealer related payables                                                                                           | 5,581      | 6,076      | 4,498      | 4,838      | 4,915      |
| Securities sold but not yet purchased                                                                                    | 4,561      | 3,185      | 2,417      | 1,996      | 2,076      |
| Short-term debt                                                                                                          | 6,515      | 4,221      | 3,852      | 3,469      | 4,212      |
| Long-term debt                                                                                                           | 3,350      | 3,003      | 3,077      | 3,007      | 2,582      |
| Other liabilities                                                                                                        | 14,143     | 13,769     | 13,558     | 12,066     | 11,447     |
| Separate account liabilities                                                                                             | 78,515     | 75,101     | 69,900     | 70,555     | 70,710     |
| Total liabilities                                                                                                        | 213,042    | 209,067    | 202,672    | 202,048    | 204,651    |
| Guaranteed beneficial interest in Trust holding solely debentures of Parent                                              | 690        | 690        | 690        | 690        | 690        |
| <b>Attributed Equity:</b>                                                                                                |            |            |            |            |            |
| Accumulated other comprehensive income                                                                                   | 164        | 937        | 1,886      | 1,941      | 2,463      |
| Other attributed equity                                                                                                  | 19,289     | 19,321     | 19,153     | 18,621     | 18,596     |
| Total attributed equity                                                                                                  | 19,453     | 20,258     | 21,039     | 20,562     | 21,059     |
| Total liabilities and attributed equity                                                                                  | 233,185    | 230,015    | 224,401    | 223,300    | 226,400    |

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## FINANCIAL SERVICES BUSINESSES COMBINING STATEMENTS OF OPERATIONS—BY DIVISION

(in millions)

| Three Months Ended March 31, 2003                         |                                              |                       |                        |                                                         |                                      |
|-----------------------------------------------------------|----------------------------------------------|-----------------------|------------------------|---------------------------------------------------------|--------------------------------------|
|                                                           | Total<br>Financial<br>Services<br>Businesses | Insurance<br>Division | Investment<br>Division | International<br>Insurance &<br>Investments<br>Division | Corporate<br>and Other<br>Operations |
| <b>Revenues (1):</b>                                      |                                              |                       |                        |                                                         |                                      |
| Premiums                                                  | 2,468                                        | 1,319                 | 14                     | 1,141                                                   | (6)                                  |
| Policy charges and fee income                             | 416                                          | 347                   | 18                     | 54                                                      | (3)                                  |
| Net investment income                                     | 1,284                                        | 392                   | 559                    | 193                                                     | 140                                  |
| Commissions, investment management fees, and other income | 902                                          | 57                    | 816                    | 75                                                      | (46)                                 |
| <b>Total revenues</b>                                     | <b>5,070</b>                                 | <b>2,115</b>          | <b>1,407</b>           | <b>1,463</b>                                            | <b>85</b>                            |
| <b>Benefits and Expenses (1):</b>                         |                                              |                       |                        |                                                         |                                      |
| Insurance and annuity benefits                            | 2,467                                        | 1,316                 | 210                    | 906                                                     | 35                                   |
| Interest credited to policyholders' account balances      | 418                                          | 157                   | 236                    | 25                                                      | —                                    |
| Interest expense                                          | 37                                           | (1)                   | 4                      | —                                                       | 34                                   |
| Deferral of acquisition costs                             | (364)                                        | (191)                 | (7)                    | (177)                                                   | 11                                   |
| Amortization of acquisition costs                         | 244                                          | 169                   | 19                     | 74                                                      | (18)                                 |
| Securities operations non-interest expenses               | 550                                          | —                     | 541                    | —                                                       | 9                                    |
| General and administrative expenses                       | 1,269                                        | 493                   | 330                    | 460                                                     | (14)                                 |
| <b>Total benefits and expenses</b>                        | <b>4,621</b>                                 | <b>1,943</b>          | <b>1,333</b>           | <b>1,288</b>                                            | <b>57</b>                            |
| <b>Adjusted operating income before income taxes</b>      | <b>449</b>                                   | <b>172</b>            | <b>74</b>              | <b>175</b>                                              | <b>28</b>                            |

| Three Months Ended March 31, 2002                         |                                              |                       |                        |                                                         |                                      |
|-----------------------------------------------------------|----------------------------------------------|-----------------------|------------------------|---------------------------------------------------------|--------------------------------------|
|                                                           | Total<br>Financial<br>Services<br>Businesses | Insurance<br>Division | Investment<br>Division | International<br>Insurance &<br>Investments<br>Division | Corporate<br>and Other<br>Operations |
| <b>Revenues (1):</b>                                      |                                              |                       |                        |                                                         |                                      |
| Premiums                                                  | 2,212                                        | 1,186                 | 8                      | 1,016                                                   | 2                                    |
| Policy charges and fee income                             | 434                                          | 358                   | 19                     | 57                                                      | —                                    |
| Net investment income                                     | 1,236                                        | 376                   | 565                    | 158                                                     | 137                                  |
| Commissions, investment management fees, and other income | 1,075                                        | 57                    | 967                    | 98                                                      | (47)                                 |
| <b>Total revenues</b>                                     | <b>4,957</b>                                 | <b>1,977</b>          | <b>1,559</b>           | <b>1,329</b>                                            | <b>92</b>                            |
| <b>Benefits and Expenses (1):</b>                         |                                              |                       |                        |                                                         |                                      |
| Insurance and annuity benefits                            | 2,156                                        | 1,149                 | 197                    | 783                                                     | 27                                   |
| Interest credited to policyholders' account balances      | 414                                          | 147                   | 243                    | 24                                                      | —                                    |
| Interest expense                                          | 48                                           | —                     | 3                      | —                                                       | 45                                   |
| Deferral of acquisition costs                             | (321)                                        | (175)                 | (14)                   | (151)                                                   | 19                                   |
| Amortization of acquisition costs                         | 224                                          | 158                   | 21                     | 65                                                      | (20)                                 |
| Securities operations non-interest expenses               | 640                                          | —                     | 635                    | —                                                       | 5                                    |
| General and administrative expenses                       | 1,267                                        | 495                   | 370                    | 406                                                     | (4)                                  |
| <b>Total benefits and expenses</b>                        | <b>4,428</b>                                 | <b>1,774</b>          | <b>1,455</b>           | <b>1,127</b>                                            | <b>72</b>                            |
| <b>Adjusted operating income before income taxes</b>      | <b>529</b>                                   | <b>203</b>            | <b>104</b>             | <b>202</b>                                              | <b>20</b>                            |

(1) Revenues exclude realized investment gains, net of losses and related adjustments, and revenues of divested businesses and discontinued operations. Benefits and expenses exclude charges related to realized investment gains, net of losses, sales practices remedies and costs, and benefits and expenses of divested businesses and discontinued operations.

## FINANCIAL SERVICES BUSINESSES COMBINING BALANCE SHEETS—BY DIVISION

(in millions)

| As of March 31, 2003              |                                              |                       |                        |                                                         |                                      |
|-----------------------------------|----------------------------------------------|-----------------------|------------------------|---------------------------------------------------------|--------------------------------------|
|                                   | Total<br>Financial<br>Services<br>Businesses | Insurance<br>Division | Investment<br>Division | International<br>Insurance &<br>Investments<br>Division | Corporate<br>and Other<br>Operations |
| <b>Assets:</b>                    |                                              |                       |                        |                                                         |                                      |
| Total investments                 | 121,203                                      | 27,839                | 46,586                 | 37,235                                                  | 9,543                                |
| Broker-dealer related receivables | 5,126                                        | —                     | 4,065                  | 412                                                     | 649                                  |
| Deferred policy acquisition costs | 5,926                                        | 3,748                 | 19                     | 2,224                                                   | (65)                                 |
| Other assets                      | 23,435                                       | 4,785                 | 9,323                  | 3,993                                                   | 5,334                                |
| Separate account assets           | 70,710                                       | 31,582                | 39,501                 | 502                                                     | (875)                                |
| <b>Total assets</b>               | <b>226,400</b>                               | <b>67,954</b>         | <b>99,494</b>          | <b>44,366</b>                                           | <b>14,586</b>                        |
| <b>Liabilities:</b>               |                                              |                       |                        |                                                         |                                      |
| Future policy benefits            | 43,243                                       | 5,220                 | 12,916                 | 24,543                                                  | 564                                  |
| Policyholders' account balances   | 41,487                                       | 15,097                | 16,477                 | 9,913                                                   | —                                    |
| Debt                              | 6,794                                        | 316                   | 3,647                  | 416                                                     | 2,415                                |
| Other liabilities                 | 42,417                                       | 8,938                 | 22,557                 | 5,018                                                   | 5,904                                |
| Separate account liabilities      | 70,710                                       | 31,582                | 39,501                 | 502                                                     | (875)                                |

|                                                                             |         |        |        |        |        |
|-----------------------------------------------------------------------------|---------|--------|--------|--------|--------|
| Total liabilities                                                           | 204,651 | 61,153 | 95,098 | 40,392 | 8,008  |
| Guaranteed beneficial interest in Trust holding solely debentures of Parent | 690     | —      | —      | —      | 690    |
| <b>Attributed Equity:</b>                                                   |         |        |        |        |        |
| Accumulated other comprehensive income                                      | 2,463   | 718    | 658    | 810    | 277    |
| Other attributed equity                                                     | 18,596  | 6,083  | 3,738  | 3,164  | 5,611  |
| Total attributed equity                                                     | 21,059  | 6,801  | 4,396  | 3,974  | 5,888  |
| Total liabilities and attributed equity                                     | 226,400 | 67,954 | 99,494 | 44,366 | 14,586 |

As of December 31, 2002

|                                                                             | Total<br>Financial<br>Services<br>Businesses | Insurance<br>Division | Investment<br>Division | International<br>Insurance &<br>Investments<br>Division | Corporate<br>and Other<br>Operations |
|-----------------------------------------------------------------------------|----------------------------------------------|-----------------------|------------------------|---------------------------------------------------------|--------------------------------------|
| <b>Assets:</b>                                                              |                                              |                       |                        |                                                         |                                      |
| Total investments                                                           | 119,018                                      | 28,101                | 44,947                 | 36,358                                                  | 9,612                                |
| Broker-dealer related receivables                                           | 5,631                                        | —                     | 4,516                  | 399                                                     | 716                                  |
| Deferred policy acquisition costs                                           | 5,875                                        | 3,754                 | 28                     | 2,158                                                   | (65)                                 |
| Other assets                                                                | 22,221                                       | 4,102                 | 7,898                  | 4,141                                                   | 6,080                                |
| Separate account assets                                                     | 70,555                                       | 31,175                | 39,715                 | 499                                                     | (834)                                |
| Total assets                                                                | 223,300                                      | 67,132                | 97,104                 | 43,555                                                  | 15,509                               |
| <b>Liabilities:</b>                                                         |                                              |                       |                        |                                                         |                                      |
| Future policy benefits                                                      | 42,213                                       | 5,207                 | 12,835                 | 23,624                                                  | 547                                  |
| Policyholders' account balances                                             | 40,799                                       | 14,947                | 16,252                 | 9,598                                                   | 2                                    |
| Debt                                                                        | 6,476                                        | —                     | 3,551                  | 849                                                     | 2,076                                |
| Other liabilities                                                           | 42,005                                       | 8,813                 | 20,873                 | 5,484                                                   | 6,835                                |
| Separate account liabilities                                                | 70,555                                       | 31,175                | 39,715                 | 499                                                     | (834)                                |
| Total liabilities                                                           | 202,048                                      | 60,142                | 93,226                 | 40,054                                                  | 8,626                                |
| Guaranteed beneficial interest in Trust holding solely debentures of Parent | 690                                          | —                     | —                      | —                                                       | 690                                  |
| <b>Attributed Equity:</b>                                                   |                                              |                       |                        |                                                         |                                      |
| Accumulated other comprehensive income (loss)                               | 1,941                                        | 981                   | 587                    | 480                                                     | (107)                                |
| Other attributed equity                                                     | 18,621                                       | 6,009                 | 3,291                  | 3,021                                                   | 6,300                                |
| Total attributed equity                                                     | 20,562                                       | 6,990                 | 3,878                  | 3,501                                                   | 6,193                                |
| Total liabilities and attributed equity                                     | 223,300                                      | 67,132                | 97,104                 | 43,555                                                  | 15,509                               |

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Prudential Financial, Inc.  
Quarterly Financial Supplement  
First Quarter 2003



## SHORT TERM DEBT—FINANCIAL SERVICES BUSINESSES

(in millions)

|                                             | As of March 31, 2003          |                                                  |                     |       | As of December 31, 2002       |                                                  |                     |       |
|---------------------------------------------|-------------------------------|--------------------------------------------------|---------------------|-------|-------------------------------|--------------------------------------------------|---------------------|-------|
|                                             | Prudential<br>Financial, Inc. | The Prudential<br>Insurance Co.<br>of America(a) | Other<br>Affiliates | Total | Prudential<br>Financial, Inc. | The Prudential<br>Insurance Co.<br>of America(a) | Other<br>Affiliates | Total |
| <b>Borrowings by use of proceeds:</b>       |                               |                                                  |                     |       |                               |                                                  |                     |       |
| General corporate purposes                  | —                             | 306                                              | —                   | 306   | —                             | 306                                              | —                   | 306   |
| Investment related                          | —                             | 213                                              | —                   | 213   | —                             | 154                                              | —                   | 154   |
| Securities business related                 | —                             | 1,429                                            | 1,236               | 2,665 | —                             | 959                                              | 1,256               | 2,215 |
| Specified other businesses                  | —                             | 799                                              | 228                 | 1,027 | —                             | 514                                              | 279                 | 793   |
| Limited recourse and non-recourse borrowing | —                             | —                                                | 1                   | 1     | —                             | —                                                | 1                   | 1     |
| Total short-term debt                       | —                             | 2,747                                            | 1,465               | 4,212 | —                             | 1,933                                            | 1,536               | 3,469 |
| <b>Borrowings by type:</b>                  |                               |                                                  |                     |       |                               |                                                  |                     |       |
| Long-term debt due within one year          | —                             | 459                                              | —                   | 459   | —                             | 637                                              | —                   | 637   |
| Commercial paper                            | —                             | 2,272                                            | —                   | 2,272 | —                             | 1,265                                            | —                   | 1,265 |
| Bank borrowings                             | —                             | —                                                | 893                 | 893   | —                             | —                                                | 913                 | 913   |
| Other short-term debt                       | —                             | 16                                               | 571                 | 587   | —                             | 31                                               | 622                 | 653   |
| Total general obligations                   | —                             | 2,747                                            | 1,464               | 4,211 | —                             | 1,933                                            | 1,535               | 3,468 |
| Limited recourse and non-recourse borrowing | —                             | —                                                | 1                   | 1     | —                             | —                                                | 1                   | 1     |
| Total short-term debt                       | —                             | 2,747                                            | 1,465               | 4,212 | —                             | 1,933                                            | 1,536               | 3,469 |

(a) Includes Prudential Funding, LLC.

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LONG TERM DEBT

(in millions)

As of March 31, 2003

|                                                                    | General<br>Corporate<br>Purposes | Investment<br>Related | Securities<br>Business<br>Related | Specified<br>Other<br>Businesses | Total<br>General<br>Obligations | Limited<br>Recourse<br>and non-<br>Recourse | Total<br>Borrowing |
|--------------------------------------------------------------------|----------------------------------|-----------------------|-----------------------------------|----------------------------------|---------------------------------|---------------------------------------------|--------------------|
| <b>Financial Services Businesses:</b>                              |                                  |                       |                                   |                                  |                                 |                                             |                    |
| Prudential Financial, Inc.:                                        |                                  |                       |                                   |                                  |                                 |                                             |                    |
| Long-term fixed and floating rate notes                            | —                                | —                     | —                                 | —                                | —                               | —                                           | —                  |
| Hybrid notes                                                       | —                                | —                     | —                                 | —                                | —                               | —                                           | —                  |
| Total                                                              | —                                | —                     | —                                 | —                                | —                               | —                                           | —                  |
| The Prudential Insurance Company of America (a):                   |                                  |                       |                                   |                                  |                                 |                                             |                    |
| Surplus notes                                                      | 691                              | —                     | —                                 | —                                | 691                             | —                                           | 691                |
| Long-term fixed and floating rate notes                            | 599                              | 318                   | 400                               | —                                | 1,317                           | —                                           | 1,317              |
| Commercial paper backed by long-term credit agreements             | —                                | —                     | —                                 | —                                | —                               | —                                           | —                  |
| Total                                                              | 1,290                            | 318                   | 400                               | —                                | 2,008                           | —                                           | 2,008              |
| Long-term debt of other affiliated companies                       | —                                | —                     | —                                 | —                                | —                               | 574                                         | 574                |
| Total long-term debt of Financial Services Businesses              | 1,290                            | 318                   | 400                               | —                                | 2,008                           | 574                                         | 2,582              |
| Ratio of long-term and short-term corporate debt to capitalization | 8.4%                             |                       |                                   |                                  |                                 |                                             |                    |
| <b>Closed Block Business:</b>                                      |                                  |                       |                                   |                                  |                                 |                                             |                    |
| Limited recourse notes of Prudential Holdings, LLC                 | —                                | —                     | —                                 | —                                | —                               | 1,750                                       | 1,750              |

As of December 31, 2002

|                                                                    | General<br>Corporate<br>Purposes | Investment<br>Related | Securities<br>Business<br>Related | Specified<br>Other<br>Businesses | Total<br>General<br>Obligations | Limited<br>Recourse<br>and non-<br>Recourse | Total<br>Borrowing |
|--------------------------------------------------------------------|----------------------------------|-----------------------|-----------------------------------|----------------------------------|---------------------------------|---------------------------------------------|--------------------|
| <b>Financial Services Businesses:</b>                              |                                  |                       |                                   |                                  |                                 |                                             |                    |
| Prudential Financial, Inc.:                                        |                                  |                       |                                   |                                  |                                 |                                             |                    |
| Long-term fixed and floating rate notes                            | —                                | —                     | —                                 | —                                | —                               | —                                           | —                  |
| Hybrid notes                                                       | —                                | —                     | —                                 | —                                | —                               | —                                           | —                  |
| Total                                                              | —                                | —                     | —                                 | —                                | —                               | —                                           | —                  |
| The Prudential Insurance Company of America (a):                   |                                  |                       |                                   |                                  |                                 |                                             |                    |
| Surplus notes                                                      | 690                              | —                     | —                                 | —                                | 690                             | —                                           | 690                |
| Long-term fixed and floating rate notes                            | 600                              | 745                   | 399                               | —                                | 1,744                           | —                                           | 1,744              |
| Commercial paper backed by long-term credit agreements             | —                                | —                     | —                                 | —                                | —                               | —                                           | —                  |
| Total                                                              | 1,290                            | 745                   | 399                               | —                                | 2,434                           | —                                           | 2,434              |
| Long-term debt of other affiliated companies                       | —                                | —                     | —                                 | —                                | —                               | 573                                         | 573                |
| Total long-term debt of Financial Services Businesses              | 1,290                            | 745                   | 399                               | —                                | 2,434                           | 573                                         | 3,007              |
| Ratio of long-term and short-term corporate debt to capitalization | 8.4%                             |                       |                                   |                                  |                                 |                                             |                    |
| <b>Closed Block Business:</b>                                      |                                  |                       |                                   |                                  |                                 |                                             |                    |
| Limited recourse notes of Prudential Holdings, LLC                 | —                                | —                     | —                                 | —                                | —                               | 1,750                                       | 1,750              |

(a) Includes Prudential Funding, LLC.

COMBINED STATEMENTS OF OPERATIONS—INSURANCE DIVISION

(in millions)

| Year-to-date                      |       |             | 2002  |       |       |       | 2003  |
|-----------------------------------|-------|-------------|-------|-------|-------|-------|-------|
| 2003                              | 2002  | %<br>Change | 1Q    | 2Q    | 3Q    | 4Q    | 1Q    |
| <b>Revenues (1):</b>              |       |             |       |       |       |       |       |
| 1,319                             | 1,186 | 11%         | 1,186 | 1,241 | 1,252 | 1,356 | 1,319 |
| 347                               | 358   | -3%         | 358   | 350   | 342   | 347   | 347   |
| 392                               | 376   | 4%          | 376   | 383   | 395   | 401   | 392   |
| 57                                | 57    | 0%          | 57    | 63    | 58    | 55    | 57    |
| 2,115                             | 1,977 | 7%          | 1,977 | 2,037 | 2,047 | 2,159 | 2,115 |
| <b>Benefits and Expenses (1):</b> |       |             |       |       |       |       |       |
| 1,316                             | 1,149 | 15%         | 1,149 | 1,206 | 1,228 | 1,355 | 1,316 |
| 157                               | 147   | 7%          | 147   | 153   | 163   | 170   | 157   |

(1) Revenues exclude realized investment gains, net of losses and related adjustments. Benefits and expenses exclude charges related to realized investment gains, net of losses.

**Three Months Ended March 31, 2003**

|                                                           | Three Months Ended March 31, 2002 |                                     |                    |                                     |                               |                         |
|-----------------------------------------------------------|-----------------------------------|-------------------------------------|--------------------|-------------------------------------|-------------------------------|-------------------------|
|                                                           | Total<br>Insurance<br>Division    | Individual<br>Life and<br>Annuities | Group<br>Insurance | Property &<br>Casualty<br>Insurance | Individual Life and Annuities |                         |
|                                                           |                                   |                                     |                    |                                     | Individual<br>Life            | Individual<br>Annuities |
| <b>Revenues (1):</b>                                      |                                   |                                     |                    |                                     |                               |                         |
| Premiums                                                  | 1,186                             | 65                                  | 694                | 427                                 | 56                            | 9                       |
| Policy charges and fee income                             | 358                               | 306                                 | 52                 | —                                   | 250                           | 56                      |
| Net investment income                                     | 376                               | 205                                 | 136                | 35                                  | 105                           | 100                     |
| Commissions, investment management fees, and other income | 57                                | 49                                  | 8                  | —                                   | 32                            | 17                      |
|                                                           |                                   |                                     |                    |                                     |                               |                         |
| Total revenues                                            | 1,977                             | 625                                 | 890                | 462                                 | 443                           | 182                     |
|                                                           |                                   |                                     |                    |                                     |                               |                         |
| <b>Benefits and Expenses (1):</b>                         |                                   |                                     |                    |                                     |                               |                         |
| Insurance and annuity benefits                            | 1,149                             | 157                                 | 674                | 318                                 | 129                           | 28                      |
| Interest credited to policyholders' account balances      | 147                               | 93                                  | 54                 | —                                   | 33                            | 60                      |
| Interest expense                                          | —                                 | —                                   | —                  | —                                   | —                             | —                       |
| Deferral of acquisition costs                             | (175)                             | (94)                                | (2)                | (79)                                | (66)                          | (28)                    |
| Amortization of acquisition costs                         | 158                               | 76                                  | (3)                | 85                                  | 53                            | 23                      |
| General and administrative expenses                       | 495                               | 247                                 | 130                | 118                                 | 177                           | 70                      |
|                                                           |                                   |                                     |                    |                                     |                               |                         |
| Total benefits and expenses                               | 1,774                             | 479                                 | 853                | 442                                 | 326                           | 153                     |
|                                                           |                                   |                                     |                    |                                     |                               |                         |
| Adjusted operating income before income taxes             | 203                               | 146                                 | 37                 | 20                                  | 117                           | 29                      |

(1) Revenues exclude realized investment gains, net of losses and related adjustments. Benefits and expenses exclude charges related to realized investment gains, net of losses.

| Year-to-date                                |      | 2002 |    |    |    | 2003 |
|---------------------------------------------|------|------|----|----|----|------|
| 2003                                        | 2002 | 1Q   | 2Q | 3Q | 4Q | 1Q   |
| <b>INDIVIDUAL LIFE INSURANCE SALES (1):</b> |      |      |    |    |    |      |
| Excluding corporate-owned life insurance:   |      |      |    |    |    |      |
| 25                                          | 44   | 44   | 41 | 35 | 33 | 25   |

|        |        |                                                                   |        |         |         |        |        |
|--------|--------|-------------------------------------------------------------------|--------|---------|---------|--------|--------|
| 26     | 11     | Universal life                                                    | 11     | 16      | 16      | 27     | 26     |
| 23     | 13     | Term life                                                         | 13     | 15      | 17      | 17     | 23     |
| 74     | 68     | Total excluding corporate-owned life insurance                    | 68     | 72      | 68      | 77     | 74     |
| 4      | 10     | Corporate-owned life insurance                                    | 10     | 76      | 21      | 15     | 4      |
| 78     | 78     | Total                                                             | 78     | 148     | 89      | 92     | 78     |
|        |        |                                                                   |        |         |         |        |        |
|        |        | ANNUITY SALES AND ACCOUNT VALUES                                  |        |         |         |        |        |
|        |        | Variable Annuities:                                               |        |         |         |        |        |
| 15,338 | 18,689 | Beginning total account value                                     | 18,689 | 18,435  | 16,802  | 14,961 | 15,338 |
| 331    | 374    | Sales                                                             | 374    | 406     | 339     | 276    | 331    |
| (473)  | (597)  | Surrenders and withdrawals                                        | (597)  | (627)   | (546)   | (497)  | (473)  |
| (231)  | (31)   | Change in market value, interest credited, and other activity (2) | (31)   | (1,412) | (1,634) | 598    | (231)  |
| 14,965 | 18,435 | Ending total account value                                        | 18,435 | 16,802  | 14,961  | 15,338 | 14,965 |
| (142)  | (223)  | Net redemptions                                                   | (223)  | (221)   | (207)   | (221)  | (142)  |
|        |        |                                                                   |        |         |         |        |        |
|        |        | Fixed Annuities:                                                  |        |         |         |        |        |
| 3,396  | 2,975  | Beginning total account value                                     | 2,975  | 2,909   | 3,048   | 3,260  | 3,396  |
| 110    | 37     | Sales                                                             | 37     | 181     | 224     | 163    | 110    |
| (49)   | (50)   | Surrenders and withdrawals                                        | (50)   | (45)    | (42)    | (47)   | (49)   |
| 16     | (53)   | Interest credited and other activity (2)                          | (53)   | 3       | 30      | 20     | 16     |
| 3,473  | 2,909  | Ending account value                                              | 2,909  | 3,048   | 3,260   | 3,396  | 3,473  |
| 61     | (13)   | Net sales (redemptions)                                           | (13)   | 136     | 182     | 116    | 61     |
|        |        |                                                                   |        |         |         |        |        |
|        |        | SALES BY DISTRIBUTION CHANNEL                                     |        |         |         |        |        |
|        |        | Life Insurance (1):                                               |        |         |         |        |        |
|        |        | Excluding corporate-owned life insurance:                         |        |         |         |        |        |
| 53     | 52     | Prudential Agents                                                 | 52     | 55      | 53      | 53     | 53     |
| 21     | 16     | Third party distribution                                          | 16     | 17      | 15      | 24     | 21     |
| 4      | 10     | Corporate-owned life insurance                                    | 10     | 76      | 21      | 15     | 4      |
| 78     | 78     | Total                                                             | 78     | 148     | 89      | 92     | 78     |
|        |        |                                                                   |        |         |         |        |        |
|        |        | Variable and Fixed Annuities (3):                                 |        |         |         |        |        |
| 326    | 337    | Prudential Agents                                                 | 337    | 405     | 392     | 315    | 326    |
| 57     | 63     | Financial Advisors                                                | 63     | 158     | 121     | 76     | 57     |
| 58     | 11     | Third party distributors                                          | 11     | 24      | 50      | 48     | 58     |
| 441    | 411    | Total                                                             | 411    | 587     | 563     | 439    | 441    |

| Year-to-date                       |        |                                              | 2002   |         |         |        | 2003   |
|------------------------------------|--------|----------------------------------------------|--------|---------|---------|--------|--------|
| 2003                               | 2002   |                                              | 1Q     | 2Q      | 3Q      | 4Q     | 1Q     |
| INDIVIDUAL LIFE INSURANCE:         |        |                                              |        |         |         |        |        |
| Policyholders' Account Balances:   |        |                                              |        |         |         |        |        |
| 4,112                              | 3,826  | Beginning balance                            | 3,826  | 3,924   | 3,992   | 4,033  | 4,112  |
| 249                                | 227    | Premiums and deposits                        | 227    | 226     | 223     | 226    | 249    |
| 23                                 | 20     | Interest credited                            | 20     | 23      | 25      | 24     | 23     |
| (122)                              | (135)  | Surrenders and withdrawals                   | (135)  | (138)   | (157)   | (137)  | (122)  |
| (7)                                | 14     | Net transfers (to) from separate account     | 14     | 14      | 5       | (4)    | (7)    |
| (25)                               | (16)   | Policy charges                               | (16)   | (22)    | (21)    | (19)   | (25)   |
| (25)                               | (12)   | Benefits and other                           | (12)   | (35)    | (34)    | (11)   | (25)   |
| 4,205                              | 3,924  | Ending balance                               | 3,924  | 3,992   | 4,033   | 4,112  | 4,205  |
| Separate Account Liabilities:      |        |                                              |        |         |         |        |        |
| 11,412                             | 13,010 | Beginning balance                            | 13,010 | 13,129  | 12,117  | 10,702 | 11,412 |
| 373                                | 396    | Premiums and deposits                        | 396    | 468     | 430     | 563    | 373    |
| (154)                              | 111    | Change in market value and interest credited | 111    | (1,097) | (1,385) | 624    | (154)  |
| (157)                              | (124)  | Surrenders and withdrawals                   | (124)  | (132)   | (209)   | (245)  | (157)  |
| (29)                               | (38)   | Net transfers to general account             | (38)   | (37)    | (44)    | (14)   | (29)   |
| (205)                              | (211)  | Policy charges                               | (211)  | (207)   | (203)   | (209)  | (205)  |
| (5)                                | (15)   | Benefits and other                           | (15)   | (7)     | (4)     | (9)    | (5)    |
| 11,235                             | 13,129 | Ending balance                               | 13,129 | 12,117  | 10,702  | 11,412 | 11,235 |
| INDIVIDUAL ANNUITIES:              |        |                                              |        |         |         |        |        |
| Account Values in General Account: |        |                                              |        |         |         |        |        |
| 6,795                              | 6,152  | Beginning balance                            | 6,152  | 5,825   | 6,093   | 6,533  | 6,795  |
| 441                                | 411    | Premiums and deposits                        | 411    | 587     | 563     | 439    | 441    |
| 72                                 | 72     | Interest credited                            | 72     | 71      | 77      | 80     | 72     |
| (522)                              | (647)  | Surrenders and withdrawals                   | (647)  | (672)   | (588)   | (544)  | (522)  |
| 322                                | (7)    | Net transfers (to) from separate account (1) | (7)    | 321     | 414     | 322    | 322    |
| (2)                                | (1)    | Policy charges                               | (1)    | (2)     | (2)     | (2)    | (2)    |
| (33)                               | (155)  | Benefits and other (2)                       | (155)  | (37)    | (24)    | (33)   | (33)   |
| 7,073                              | 5,825  | Ending balance                               | 5,825  | 6,093   | 6,533   | 6,795  | 7,073  |

- (1) The quarter ended March 31, 2002 includes \$314 million of policyholder credits, issued in connection with the Company's demutualization, applied to customer account balances held in the separate account.
- (2) The quarter ended March 31, 2002 includes a decrease in policyholder account balances of \$101 million due to the distribution of policy credits, subsequently paid out in cash, as demutualization consideration in connection with the Company's demutualization.

(in millions)

(1) Represents long-term care products.

## (dollar amounts in millions)

| Year-to-date                      |      | 2002 |     |     |     | 2003 |
|-----------------------------------|------|------|-----|-----|-----|------|
| 2003                              | 2002 | 1Q   | 2Q  | 3Q  | 4Q  | 1Q   |
| <b>Individual Life Insurance:</b> |      |      |     |     |     |      |
| Policy Surrender Experience:      |      |      |     |     |     |      |
| 170                               | 162  | 162  | 148 | 185 | 197 | 170  |
| Cash value of surrenders          |      |      |     |     |     |      |

|                                           |      |                                                                                                                                         |      |      |      |      |      |
|-------------------------------------------|------|-----------------------------------------------------------------------------------------------------------------------------------------|------|------|------|------|------|
| 4.2%                                      | 3.9% | Cash value of surrenders as a percentage of mean future policy benefits, policyholders' account balances, and separate account balances | 3.9% | 3.6% | 4.7% | 5.0% | 4.2% |
| Death claims per \$1,000 of in force (1): |      |                                                                                                                                         |      |      |      |      |      |
| 2.13                                      | 2.06 | Variable and universal life                                                                                                             | 2.06 | 2.06 | 1.85 | 3.30 | 2.13 |
| 1.36                                      | 1.43 | Term life                                                                                                                               | 1.43 | 1.56 | 1.92 | 2.12 | 1.36 |
| 1.93                                      | 1.87 | Total, Individual Life Insurance                                                                                                        | 1.87 | 1.94 | 1.96 | 2.90 | 1.93 |

(1) Annualized, for interim reporting periods.

**INSURANCE DIVISION—SUPPLEMENTARY INFORMATION FOR GROUP INSURANCE**  
(dollar amounts in millions)

| Year-to-date                                    |       | 2002  |       |       |       | 2003  |
|-------------------------------------------------|-------|-------|-------|-------|-------|-------|
| 2003                                            | 2002  | 1Q    | 2Q    | 3Q    | 4Q    | 1Q    |
| <b>GROUP INSURANCE NEW ANNUALIZED PREMIUMS:</b> |       |       |       |       |       |       |
| 88                                              | 162   | 162   | 27    | 36    | 44    | 88    |
| 67                                              | 53    | 53    | 33    | 25    | 49    | 67    |
| 155                                             | 215   | 215   | 60    | 61    | 93    | 155   |
| <b>Future Policy Benefits (2):</b>              |       |       |       |       |       |       |
|                                                 |       | 1,617 | 1,609 | 1,580 | 1,742 | 1,754 |
|                                                 |       | 137   | 138   | 148   | 151   | 191   |
|                                                 |       | 1,754 | 1,747 | 1,728 | 1,893 | 1,945 |
| <b>Policyholders' Account Balances (2):</b>     |       |       |       |       |       |       |
|                                                 |       | 3,928 | 4,238 | 4,512 | 4,684 | 4,471 |
|                                                 |       | 58    | 63    | 68    | 67    | 61    |
|                                                 |       | 3,986 | 4,301 | 4,580 | 4,751 | 4,532 |
| <b>Separate Account Liabilities (2):</b>        |       |       |       |       |       |       |
|                                                 |       | 8,097 | 7,745 | 7,260 | 7,824 | 8,977 |
|                                                 |       | —     | —     | —     | —     | —     |
|                                                 |       | 8,097 | 7,745 | 7,260 | 7,824 | 8,977 |
| <b>Group Life Insurance:</b>                    |       |       |       |       |       |       |
| 691                                             | 667   | 667   | 664   | 654   | 677   | 691   |
| 638                                             | 603   | 603   | 600   | 578   | 607   | 638   |
| 91.9%                                           | 91.8% | 91.8% | 92.8% | 93.3% | 88.8% | 91.9% |
| 9.1%                                            | 10.0% | 10.0% | 10.2% | 9.6%  | 9.9%  | 9.1%  |
|                                                 |       | 97.2% | 96.1% | 95.2% | 94.5% | 96.4% |
| <b>Group Disability Insurance (1):</b>          |       |       |       |       |       |       |
| 171                                             | 150   | 150   | 149   | 153   | 152   | 171   |
| 164                                             | 143   | 143   | 146   | 147   | 149   | 164   |
| 93.9%                                           | 84.6% | 84.6% | 87.7% | 91.8% | 87.3% | 93.9% |
| 20.5%                                           | 22.7% | 22.7% | 22.8% | 21.6% | 21.1% | 20.5% |
|                                                 |       | 94.7% | 93.0% | 90.1% | 86.8% | 92.1% |

(1) Group disability amounts include long-term care products.

(2) As of end of period.

(3) Before returns of premiums to participating policyholders for favorable claims experience.

**INSURANCE DIVISION—SUPPLEMENTARY INFORMATION FOR PROPERTY AND CASUALTY INSURANCE**  
(dollar amounts in millions)

| Year-to-date           |      | 2002 |     |     |     | 2003 |
|------------------------|------|------|-----|-----|-----|------|
| 2003                   | 2002 | 1Q   | 2Q  | 3Q  | 4Q  | 1Q   |
| <b>Earned premium:</b> |      |      |     |     |     |      |
| 325                    | 306  | 306  | 327 | 323 | 329 | 325  |
| 119                    | 113  | 113  | 116 | 118 | 119 | 119  |
| 9                      | 8    | 8    | 8   | 9   | 9   | 9    |
| 453                    | 427  | 427  | 451 | 450 | 457 | 453  |

| Loss ratio (1) (2):              |        |                                                                      |  |        |        |        |        |        |  |
|----------------------------------|--------|----------------------------------------------------------------------|--|--------|--------|--------|--------|--------|--|
| 78.7%                            | 75.8%  | Automobile                                                           |  | 75.8%  | 77.2%  | 78.1%  | 86.7%  | 78.7%  |  |
| 79.5%                            | 72.1%  | Homeowners'                                                          |  | 72.1%  | 76.4%  | 96.7%  | 75.7%  | 79.5%  |  |
| 79.6%                            | 74.7%  | Overall                                                              |  | 74.7%  | 77.4%  | 83.4%  | 82.8%  | 79.6%  |  |
| Expense ratio (1) (3):           |        |                                                                      |  |        |        |        |        |        |  |
| 25.6%                            | 27.6%  | Automobile                                                           |  | 27.6%  | 25.6%  | 26.6%  | 27.7%  | 25.6%  |  |
| 31.2%                            | 35.3%  | Homeowners'                                                          |  | 35.3%  | 31.4%  | 30.3%  | 33.0%  | 31.2%  |  |
| 26.9%                            | 29.4%  | Overall                                                              |  | 29.4%  | 27.2%  | 27.7%  | 29.2%  | 26.9%  |  |
| Combined ratio (4):              |        |                                                                      |  |        |        |        |        |        |  |
| 104.3%                           | 103.4% | Automobile                                                           |  | 103.4% | 102.8% | 104.7% | 114.4% | 104.3% |  |
| 110.7%                           | 107.4% | Homeowners'                                                          |  | 107.4% | 107.8% | 127.0% | 108.7% | 110.7% |  |
| 106.5%                           | 104.1% | Overall                                                              |  | 104.1% | 104.6% | 111.1% | 112.0% | 106.5% |  |
| 15.0                             | 4.2    | Current accident year catastrophe losses (5)                         |  | 4.2    | 8.0    | 8.5    | 10.6   | 15.0   |  |
| 3.3%                             | 1.0%   | Effect of current accident year catastrophe losses on combined ratio |  | 1.0%   | 1.8%   | 1.9%   | 2.3%   | 3.3%   |  |
| Accident year combined ratio (6) |        |                                                                      |  | 104.6% | 106.1% | 106.8% | 108.8% | 107.0% |  |

(1) Based on statutory data.

(2) Represents ratio of incurred losses and loss adjustment expenses to net earned premium.

(3) Represents ratio of operating expenses to net written premium.

(4) Represents the sum of loss ratio and expense ratio above.

(5) Represents losses and loss adjustment expenses attributable to catastrophes that are included in the combined ratio. We classify catastrophes as those events that are declared catastrophes by Property Claims Services, which is an industry organization that declares and tracks all property-related catastrophes causing insured property damage in the United States.

(6) Accident year combined ratios for annual periods reflect the combined ratios for accidents that occur in the indicated calendar year, restated to reflect subsequent changes in loss estimates for those claims based on cumulative loss data through the most recent balance sheet date. Accident year combined ratios for interim periods reflect the combined ratios for policies written in those periods, based on cumulative loss data through the respective balance sheet date of the indicated year. These ratios reflect any recoveries from stop-loss reinsurance contracts during the indicated periods.

**COMBINED STATEMENTS OF OPERATIONS—INVESTMENT DIVISION**  
(in millions)

| Year-to-date               |       | %<br>Change |                                                           | 2002  |       |       |       | 2003  |
|----------------------------|-------|-------------|-----------------------------------------------------------|-------|-------|-------|-------|-------|
| 2003                       | 2002  |             |                                                           | 1Q    | 2Q    | 3Q    | 4Q    | 1Q    |
|                            |       |             |                                                           |       |       |       |       |       |
| Revenues (1):              |       |             |                                                           |       |       |       |       |       |
| 14                         | 8     | 75%         | Premiums                                                  | 8     | 21    | 10    | 38    | 14    |
| 18                         | 19    | -5%         | Policy charges and fee income                             | 19    | 19    | 15    | 18    | 18    |
| 559                        | 565   | -1%         | Net investment income                                     | 565   | 603   | 570   | 571   | 559   |
| 816                        | 967   | -16%        | Commissions, investment management fees, and other income | 967   | 958   | 893   | 864   | 816   |
|                            |       |             |                                                           |       |       |       |       |       |
| 1,407                      | 1,559 | -10%        | Total revenues                                            | 1,559 | 1,601 | 1,488 | 1,491 | 1,407 |
|                            |       |             |                                                           |       |       |       |       |       |
| Benefits and Expenses (1): |       |             |                                                           |       |       |       |       |       |
| 210                        | 197   | 7%          | Insurance and annuity benefits                            | 197   | 231   | 220   | 232   | 210   |
| 236                        | 243   | -3%         | Interest credited to policyholders' account balances      | 243   | 238   | 247   | 250   | 236   |
| 4                          | 3     | 33%         | Interest expense                                          | 3     | 5     | 4     | 2     | 4     |
| (7)                        | (14)  | 50%         | Deferral of acquisition costs                             | (14)  | (14)  | (8)   | (8)   | (7)   |
| 19                         | 21    | -9%         | Amortization of acquisition costs                         | 21    | 27    | 21    | 23    | 19    |
| 541                        | 635   | -15%        | Securities operations non-interest expenses               | 635   | 645   | 601   | 583   | 541   |
| 330                        | 370   | -11%        | General and administrative expenses                       | 370   | 377   | 351   | 373   | 330   |
|                            |       |             |                                                           |       |       |       |       |       |
| 1,333                      | 1,455 | -8%         | Total benefits and expenses                               | 1,455 | 1,509 | 1,436 | 1,455 | 1,333 |
|                            |       |             |                                                           |       |       |       |       |       |
| 74                         | 104   | -29%        | Adjusted operating income before income taxes             | 104   | 92    | 52    | 36    | 74    |

(1) Revenues exclude realized investment gains, net of losses and related adjustments. Benefits and expenses exclude charges related to realized investment gains, net of losses.

**COMBINING STATEMENTS OF OPERATIONS—INVESTMENT DIVISION**  
(in millions)

| Three Months Ended March 31, 2003 |                          |                       |            |                              |  |
|-----------------------------------|--------------------------|-----------------------|------------|------------------------------|--|
| Total<br>Investment<br>Division   | Investment<br>Management | Financial<br>Advisory | Retirement | Other<br>Asset<br>Management |  |
| Revenues (1):                     |                          |                       |            |                              |  |



|                                                           |              |            |             |            |           |
|-----------------------------------------------------------|--------------|------------|-------------|------------|-----------|
| Premiums                                                  | 14           | —          | —           | 14         | —         |
| Policy charges and fee income                             | 18           | —          | —           | 18         | —         |
| Net investment income                                     | 559          | 7          | 34          | 513        | 5         |
| Commissions, investment management fees, and other income | 816          | 278        | 491         | 32         | 15        |
| <b>Total revenues</b>                                     | <b>1,407</b> | <b>285</b> | <b>525</b>  | <b>577</b> | <b>20</b> |
| <b>Benefits and Expenses (1):</b>                         |              |            |             |            |           |
| Insurance and annuity benefits                            | 210          | —          | —           | 210        | —         |
| Interest credited to policyholders' account balances      | 236          | —          | —           | 236        | —         |
| Interest expense                                          | 4            | 1          | —           | 1          | 2         |
| Deferral of acquisition costs                             | (7)          | (5)        | —           | (2)        | —         |
| Amortization of acquisition costs                         | 19           | 16         | —           | 3          | —         |
| Securities operations non-interest expenses               | 541          | —          | 541         | —          | —         |
| General and administrative expenses                       | 330          | 237        | 8           | 76         | 9         |
| <b>Total benefits and expenses</b>                        | <b>1,333</b> | <b>249</b> | <b>549</b>  | <b>524</b> | <b>11</b> |
| <b>Adjusted operating income before income taxes</b>      | <b>74</b>    | <b>36</b>  | <b>(24)</b> | <b>53</b>  | <b>9</b>  |

Three Months Ended March 31, 2002

|                                                           | Total<br>Investment<br>Division | Investment<br>Management | Financial<br>Advisory | Retirement | Other<br>Asset<br>Management |
|-----------------------------------------------------------|---------------------------------|--------------------------|-----------------------|------------|------------------------------|
| <b>Revenues (1):</b>                                      |                                 |                          |                       |            |                              |
| Premiums                                                  | 8                               | —                        | —                     | 8          | —                            |
| Policy charges and fee income                             | 19                              | —                        | —                     | 19         | —                            |
| Net investment income                                     | 565                             | 6                        | 48                    | 502        | 9                            |
| Commissions, investment management fees, and other income | 967                             | 311                      | 601                   | 35         | 20                           |
| <b>Total revenues</b>                                     | <b>1,559</b>                    | <b>317</b>               | <b>649</b>            | <b>564</b> | <b>29</b>                    |
| <b>Benefits and Expenses (1):</b>                         |                                 |                          |                       |            |                              |
| Insurance and annuity benefits                            | 197                             | —                        | —                     | 197        | —                            |
| Interest credited to policyholders' account balances      | 243                             | —                        | —                     | 243        | —                            |
| Interest expense                                          | 3                               | —                        | —                     | 1          | 2                            |
| Deferral of acquisition costs                             | (14)                            | (10)                     | —                     | (4)        | —                            |
| Amortization of acquisition costs                         | 21                              | 18                       | —                     | 3          | —                            |
| Securities operations non-interest expenses               | 635                             | —                        | 635                   | —          | —                            |
| General and administrative expenses                       | 370                             | 262                      | 7                     | 90         | 11                           |
| <b>Total benefits and expenses</b>                        | <b>1,455</b>                    | <b>270</b>               | <b>642</b>            | <b>530</b> | <b>13</b>                    |
| <b>Adjusted operating income before income taxes</b>      | <b>104</b>                      | <b>47</b>                | <b>7</b>              | <b>34</b>  | <b>16</b>                    |

(1) Revenues exclude realized investment gains, net of losses. Benefits and expenses exclude charges related to realized investment gains, net of losses.

**INVESTMENT DIVISION—SUPPLEMENTARY REVENUE INFORMATION  
FOR INVESTMENT MANAGEMENT AND FINANCIAL ADVISORY SEGMENTS**  
(dollar amounts in millions unless otherwise noted)

| Year-to-date                                                                    |      |      | %<br>Change                                  |       | 2002  |       |       |       | 2003 |
|---------------------------------------------------------------------------------|------|------|----------------------------------------------|-------|-------|-------|-------|-------|------|
| 2003                                                                            | 2002 | 1Q   |                                              |       | 2Q    | 3Q    | 4Q    | 1Q    |      |
| Investment Management Segment:                                                  |      |      |                                              |       |       |       |       |       |      |
| Analysis of revenues by source:                                                 |      |      |                                              |       |       |       |       |       |      |
| Investment Management and Advisory Services:                                    |      |      |                                              |       |       |       |       |       |      |
| 43                                                                              | 49   | -12% | Retail customers                             | 49    | 48    | 43    | 44    | 43    |      |
| 79                                                                              | 84   | -6%  | Institutional customers                      | 84    | 87    | 79    | 85    | 79    |      |
| 55                                                                              | 54   | 2%   | General account                              | 54    | 57    | 51    | 59    | 55    |      |
| 177                                                                             | 187  | -5%  | Subtotal                                     | 187   | 192   | 173   | 188   | 177   |      |
| 108                                                                             | 130  | -17% | Mutual Fund revenues (1)                     | 130   | 124   | 120   | 121   | 108   |      |
| 285                                                                             | 317  | -10% | Total Investment Management segment revenues | 317   | 316   | 293   | 309   | 285   |      |
| Analysis of commissions, investment management fees and other revenues by type: |      |      |                                              |       |       |       |       |       |      |
| Investment Management and Advisory Services:                                    |      |      |                                              |       |       |       |       |       |      |
| 165                                                                             | 176  | -6%  | Asset-based fees                             | 176   | 178   | 160   | 167   | 165   |      |
| 5                                                                               | 5    | 0%   | Transaction-based and other revenues         | 5     | 8     | 7     | 11    | 5     |      |
| 170                                                                             | 181  | -6%  | Subtotal                                     | 181   | 186   | 167   | 178   | 170   |      |
| 108                                                                             | 130  | -17% | Mutual Fund revenues (1)                     | 130   | 123   | 119   | 121   | 108   |      |
| 278                                                                             | 311  | -11% | Total                                        | 311   | 309   | 286   | 299   | 278   |      |
| Financial Advisory Segment:                                                     |      |      |                                              |       |       |       |       |       |      |
| Non-Interest Revenues:                                                          |      |      |                                              |       |       |       |       |       |      |
| 288                                                                             | 358  | -20% | Commissions                                  | 358   | 364   | 335   | 326   | 288   |      |
| 166                                                                             | 197  | -16% | Fees                                         | 197   | 199   | 189   | 165   | 166   |      |
| 37                                                                              | 46   | -20% | Other non-interest revenues                  | 46    | 36    | 34    | 31    | 37    |      |
| 491                                                                             | 601  | -18% | Total non-interest revenues                  | 601   | 599   | 558   | 522   | 491   |      |
| Recurring revenue as a percentage of total non-interest revenue (2)             |      |      |                                              | 37.0% | 38.1% | 38.2% | 39.2% | 39.5% |      |

|     |     |                                                           |     |     |     |     |     |
|-----|-----|-----------------------------------------------------------|-----|-----|-----|-----|-----|
| 2.3 | 3.4 | Average customer margin lending balances (\$ in billions) | 3.4 | 3.1 | 2.6 | 2.4 | 2.3 |
|-----|-----|-----------------------------------------------------------|-----|-----|-----|-----|-----|

- (1) Represents mutual fund revenues other than asset management fees paid to affiliates, which are included in appropriate categories above.  
(2) Calculated on a trailing 12 month basis excluding Consumer Banking and Equity sales and trading revenue.

**INVESTMENT DIVISION—ASSETS UNDER MANAGEMENT FOR INVESTMENT MANAGEMENT AND ADVISORY SERVICES OPERATIONS**  
(in billions)

|              |                         |                                                                               | March 31, 2003 |              |             |       |
|--------------|-------------------------|-------------------------------------------------------------------------------|----------------|--------------|-------------|-------|
|              |                         |                                                                               | Equity         | Fixed Income | Real Estate | Total |
|              | Retail customers        |                                                                               | 31.7           | 46.2         | 1.0         | 78.9  |
|              | Institutional customers |                                                                               | 23.5           | 48.1         | 12.6        | 84.2  |
|              | General account         |                                                                               | 2.5            | 119.7        | 1.4         | 123.6 |
|              | Total                   |                                                                               | 57.7           | 214.0        | 15.0        | 286.7 |
|              |                         |                                                                               | March 31, 2002 |              |             |       |
|              |                         |                                                                               | Equity         | Fixed Income | Real Estate | Total |
|              | Retail customers        |                                                                               | 44.5           | 47.7         | 0.1         | 92.3  |
|              | Institutional customers |                                                                               | 33.0           | 43.3         | 9.9         | 86.2  |
|              | General account         |                                                                               | 2.3            | 108.0        | 1.4         | 111.7 |
|              | Total                   |                                                                               | 79.8           | 199.0        | 11.4        | 290.2 |
| Year-to-date |                         |                                                                               | 2002           |              |             |       |
| 2003         | 2002                    |                                                                               | 1Q             | 2Q           | 3Q          | 4Q    |
|              |                         | Institutional Assets Under Management (1):                                    |                |              |             |       |
|              |                         | Assets gathered by Investment Management & Advisory Services sales force (2): |                |              |             |       |
| 62.0         | 67.9                    | Beginning assets under management                                             | 67.9           | 62.6         | 60.2        | 56.9  |
| 2.6          | 3.0                     | Additions to managed portfolio                                                | 3.0            | 2.9          | 2.9         | 7.2   |
| (3.1)        | (8.4)                   | Withdrawals                                                                   | (8.4)          | (2.5)        | (3.1)       | (4.3) |
| —            | 0.1                     | Change in market value                                                        | 0.1            | (2.4)        | (2.0)       | 1.7   |
| (0.7)        | 4.0                     | Net money market flows                                                        | 4.0            | (0.4)        | (1.1)       | 0.5   |
| —            | (4.0)                   | Other (2)                                                                     | (4.0)          | —            | —           | —     |
| 60.8         | 62.6                    | Ending assets under management                                                | 62.6           | 60.2         | 56.9        | 62.0  |
| 23.4         | 23.6                    | Other institutional assets under management (2)                               | 23.6           | 23.3         | 22.9        | 23.2  |
| 84.2         | 86.2                    | Total assets managed for institutional customers at end of period             | 86.2           | 83.5         | 79.8        | 85.2  |

- (1) Reflects reclassification of amounts by client category as of January 1, 2002, based on internal management criteria which increased the amounts attributable to institutional customers by \$2.8 billion.  
(2) Reflects reclassification of amounts by asset gatherer category as of January 1, 2002, based on internal management criteria, which reduced the amount attributed to assets gathered by Investment Management & Advisory Services sales force and increased the amount attributed to other institutional assets under management by \$4.0 billion.

**INVESTMENT DIVISION—MUTUAL FUNDS AND WRAP-FEE PRODUCTS SALES RESULTS AND ASSETS UNDER MANAGEMENT**  
(in millions)

| Year-to-date |         |                                                                             | 2002    |         |         |         | 2003    |
|--------------|---------|-----------------------------------------------------------------------------|---------|---------|---------|---------|---------|
| 2003         | 2002    |                                                                             | 1Q      | 2Q      | 3Q      | 4Q      | 1Q      |
|              |         | <b>MUTUAL FUNDS AND WRAP-FEE PRODUCTS SALES AND ASSETS UNDER MANAGEMENT</b> |         |         |         |         |         |
|              |         | Mutual Funds:                                                               |         |         |         |         |         |
| 49,756       | 57,809  | Beginning total mutual funds assets                                         | 57,809  | 56,743  | 52,459  | 48,639  | 49,756  |
| 1,086        | 914     | Sales (other than money market)                                             | 914     | 1,460   | 1,146   | 1,356   | 1,086   |
| (962)        | (1,116) | Redemptions (other than money market)                                       | (1,116) | (1,339) | (1,259) | (1,421) | (962)   |
| 103          | 32      | Reinvestment of distributions and change in market value                    | 32      | (2,450) | (2,620) | 1,188   | 103     |
| (1,813)      | (896)   | Net money market sales                                                      | (896)   | (1,955) | (1,087) | (6)     | (1,813) |
| 48,170       | 56,743  | Ending total mutual funds assets                                            | 56,743  | 52,459  | 48,639  | 49,756  | 48,170  |
| 124          | (202)   | Net Mutual Funds sales (redemptions) other than money market                | (202)   | 121     | (113)   | (65)    | 124     |
|              |         | Wrap-fee Products (1):                                                      |         |         |         |         |         |
| 15,153       | 17,955  | Beginning total wrap-fee product assets                                     | 17,955  | 18,192  | 16,676  | 14,383  | 15,153  |
| 1,287        | 1,667   | Sales                                                                       | 1,667   | 1,876   | 1,223   | 1,361   | 1,287   |
| (1,178)      | (1,361) | Redemptions                                                                 | (1,361) | (1,618) | (1,440) | (1,275) | (1,178) |
| (402)        | (69)    | Reinvestment of distributions and change in market value                    | (69)    | (1,774) | (2,076) | 684     | (402)   |
| 14,860       | 18,192  | Ending total wrap-fee product assets                                        | 18,192  | 16,676  | 14,383  | 15,153  | 14,860  |
| 16,712       | 18,006  | Other managed accounts at end of period (2)                                 | 18,006  | 16,827  | 15,424  | 16,394  | 16,712  |

|                                                                               |        |                                                                     |        |        |        |        |        |
|-------------------------------------------------------------------------------|--------|---------------------------------------------------------------------|--------|--------|--------|--------|--------|
| 31,572                                                                        | 36,198 | Total wrap-fee products and other managed accounts at end of period | 36,198 | 33,503 | 29,807 | 31,547 | 31,572 |
| 109                                                                           | 306    | Net wrap-fee product sales (redemptions) (1)                        | 306    | 258    | (217)  | 86     | 109    |
| <b>MUTUAL FUNDS AND WRAP-FEE PRODUCTS GROSS SALES BY DISTRIBUTION CHANNEL</b> |        |                                                                     |        |        |        |        |        |
| Mutual funds, excluding wrap-fee products (3):                                |        |                                                                     |        |        |        |        |        |
| 99                                                                            | 156    | Prudential Agents                                                   | 156    | 158    | 107    | 98     | 99     |
| 469                                                                           | 339    | Financial Advisors                                                  | 339    | 407    | 168    | 162    | 469    |
| 501                                                                           | 387    | Third party distributors                                            | 387    | 890    | 866    | 1,090  | 501    |
| 17                                                                            | 32     | Other                                                               | 32     | 5      | 5      | 6      | 17     |
| 1,086                                                                         | 914    | Total                                                               | 914    | 1,460  | 1,146  | 1,356  | 1,086  |
| Wrap-fee products (1):                                                        |        |                                                                     |        |        |        |        |        |
| 118                                                                           | 115    | Prudential Agents                                                   | 115    | 132    | 104    | 90     | 118    |
| 1,054                                                                         | 1,483  | Financial Advisors                                                  | 1,483  | 1,615  | 1,015  | 1,154  | 1,054  |
| 115                                                                           | 69     | Third party distributors                                            | 69     | 129    | 104    | 117    | 115    |
| 1,287                                                                         | 1,667  | Total                                                               | 1,667  | 1,876  | 1,223  | 1,361  | 1,287  |

- (1) Excludes other managed accounts.  
(2) Includes amounts under both management and administration for certain Prudential Securities' programs and unit investment trusts.  
(3) Other than money market.

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**INVESTMENT DIVISION—RETIREMENT SALES RESULTS AND ACCOUNT VALUES**  
(in millions)

| Year-to-date                                       |        | 2002   |         |         |        | 2003    |
|----------------------------------------------------|--------|--------|---------|---------|--------|---------|
| 2003                                               | 2002   | 1Q     | 2Q      | 3Q      | 4Q     | 1Q      |
| <b>RETIREMENT SALES AND ACCOUNT VALUES</b>         |        |        |         |         |        |         |
| <b>Defined Contribution:</b>                       |        |        |         |         |        |         |
| 22,914                                             | 24,640 | 24,640 | 25,337  | 24,036  | 21,911 | 22,914  |
| 1,028                                              | 1,010  | 1,010  | 904     | 859     | 1,085  | 1,028   |
| (638)                                              | (817)  | (817)  | (755)   | (770)   | (906)  | (638)   |
| (547)                                              | 504    | 504    | (1,450) | (2,214) | 824    | (547)   |
| 22,757                                             | 25,337 | 25,337 | 24,036  | 21,911  | 22,914 | 22,757  |
| 390                                                | 193    | 193    | 149     | 89      | 179    | 390     |
| Asset management of ending total account value:    |        |        |         |         |        |         |
|                                                    |        | 18,107 | 17,075  | 15,752  | 16,152 | 15,927  |
|                                                    |        | 7,230  | 6,961   | 6,159   | 6,762  | 6,830   |
|                                                    |        | 25,337 | 24,036  | 21,911  | 22,914 | 22,757  |
| <b>Guaranteed Products:</b>                        |        |        |         |         |        |         |
| 39,058                                             | 39,825 | 39,825 | 39,400  | 39,172  | 38,647 | 39,058  |
| 554                                                | 259    | 259    | 506     | 291     | 411    | 554     |
| (1,045)                                            | (864)  | (864)  | (993)   | (775)   | (958)  | (1,045) |
| 481                                                | 355    | 355    | 395     | 553     | 863    | 481     |
| (123)                                              | (175)  | (175)  | (136)   | (594)   | 95     | (123)   |
| 38,925                                             | 39,400 | 39,400 | 39,172  | 38,647  | 39,058 | 38,925  |
| (491)                                              | (605)  | (605)  | (487)   | (484)   | (547)  | (491)   |
| Product composition of ending total account value: |        |        |         |         |        |         |
|                                                    |        | 18,915 | 18,869  | 18,702  | 18,729 | 18,791  |
|                                                    |        | 20,485 | 20,303  | 19,945  | 20,329 | 20,134  |
|                                                    |        | 39,400 | 39,172  | 38,647  | 39,058 | 38,925  |

- (1) Includes increases to account values of \$8 million in the quarter ended December 31, 2002, \$4 million in the quarter ended September 30, 2002, \$247 million in the quarter ended June 30, 2002 and \$101 million in the quarter ended March 31, 2002, added to customer accounts due to Common Stock received as demutualization consideration. The quarter ended March 31, 2002 also includes \$448 million added to customer accounts from inclusion of amounts not previously reflected in this segment.  
(2) Represents changes in asset balances for externally managed accounts.

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**COMBINED STATEMENTS OF OPERATIONS—INTERNATIONAL INSURANCE AND INVESTMENTS DIVISION**  
(in millions)

| Year-to-date         |       | %      | 2002  |       |       |       | 2003  |
|----------------------|-------|--------|-------|-------|-------|-------|-------|
| 2003                 | 2002  | Change | 1Q    | 2Q    | 3Q    | 4Q    | 1Q    |
| <b>Revenues (1):</b> |       |        |       |       |       |       |       |
| 1,141                | 1,016 | 12%    | 1,016 | 1,006 | 1,061 | 1,054 | 1,141 |
|                      |       |        |       |       |       |       |       |

|                                   |       |      |                                                           |       |       |       |       |       |
|-----------------------------------|-------|------|-----------------------------------------------------------|-------|-------|-------|-------|-------|
| 54                                | 57    | -5%  | Policy charges and fee income                             | 57    | 49    | 46    | 52    | 54    |
| 193                               | 158   | 22%  | Net investment income                                     | 158   | 181   | 195   | 185   | 193   |
| 75                                | 98    | -23% | Commissions, investment management fees, and other income | 98    | 94    | 68    | 80    | 75    |
| 1,463                             | 1,329 | 10%  | Total revenues                                            | 1,329 | 1,330 | 1,370 | 1,371 | 1,463 |
| <b>Benefits and Expenses (1):</b> |       |      |                                                           |       |       |       |       |       |
| 906                               | 783   | 16%  | Insurance and annuity benefits                            | 783   | 799   | 830   | 866   | 906   |
| 25                                | 24    | 4%   | Interest credited to policyholders' account balances      | 24    | 24    | 24    | 24    | 25    |
| —                                 | —     | —    | Interest expense                                          | —     | —     | —     | 1     | —     |
| (177)                             | (151) | -17% | Deferral of acquisition costs                             | (151) | (147) | (162) | (170) | (177) |
| 74                                | 65    | 14%  | Amortization of acquisition costs                         | 65    | 44    | 65    | 60    | 74    |
| 460                               | 406   | 13%  | General and administrative expenses                       | 406   | 427   | 425   | 416   | 460   |
| 1,288                             | 1,127 | 14%  | Total benefits and expenses                               | 1,127 | 1,147 | 1,182 | 1,197 | 1,288 |
| 175                               | 202   | -13% | Adjusted operating income before income taxes             | 202   | 183   | 188   | 174   | 175   |

(1) Revenues exclude realized investment gains, net of losses. Benefits and expenses exclude charges related to realized investment gains, net of losses.

**COMBINING STATEMENTS OF OPERATIONS—INTERNATIONAL INSURANCE AND INVESTMENTS DIVISION**  
(in millions)

|                                                           | Three Months Ended March 31, 2003                    |                                              |                                        |                           |
|-----------------------------------------------------------|------------------------------------------------------|----------------------------------------------|----------------------------------------|---------------------------|
|                                                           | Total International Insurance & Investments Division | International Insurance excl. Gibraltar Life | International Insurance—Gibraltar Life | International Investments |
| <b>Revenues (1):</b>                                      |                                                      |                                              |                                        |                           |
| Premiums                                                  | 1,141                                                | 626                                          | 515                                    | —                         |
| Policy charges and fee income                             | 54                                                   | 33                                           | 21                                     | —                         |
| Net investment income                                     | 193                                                  | 49                                           | 132                                    | 12                        |
| Commissions, investment management fees, and other income | 75                                                   | (1)                                          | (2)                                    | 78                        |
| Total revenues                                            | 1,463                                                | 707                                          | 666                                    | 90                        |
| <b>Benefits and Expenses (1):</b>                         |                                                      |                                              |                                        |                           |
| Insurance and annuity benefits                            | 906                                                  | 474                                          | 432                                    | —                         |
| Interest credited to policyholders' account balances      | 25                                                   | 3                                            | 22                                     | —                         |
| Interest expense                                          | —                                                    | 3                                            | (3)                                    | —                         |
| Deferral of acquisition costs                             | (177)                                                | (130)                                        | (47)                                   | —                         |
| Amortization of acquisition costs                         | 74                                                   | 64                                           | 10                                     | —                         |
| General and administrative expenses                       | 460                                                  | 193                                          | 177                                    | 90                        |
| Total benefits and expenses                               | 1,288                                                | 607                                          | 591                                    | 90                        |
| Adjusted operating income before income taxes             | 175                                                  | 100                                          | 75                                     | —                         |
| <b>Three Months Ended March 31, 2002</b>                  |                                                      |                                              |                                        |                           |
|                                                           | Total International Insurance & Investments Division | International Insurance excl. Gibraltar Life | International Insurance—Gibraltar Life | International Investments |
| <b>Revenues (1):</b>                                      |                                                      |                                              |                                        |                           |
| Premiums                                                  | 1,016                                                | 486                                          | 530                                    | —                         |
| Policy charges and fee income                             | 57                                                   | 29                                           | 28                                     | —                         |
| Net investment income                                     | 158                                                  | 41                                           | 109                                    | 8                         |
| Commissions, investment management fees, and other income | 98                                                   | 10                                           | 16                                     | 72                        |
| Total revenues                                            | 1,329                                                | 566                                          | 683                                    | 80                        |
| <b>Benefits and Expenses (1):</b>                         |                                                      |                                              |                                        |                           |
| Insurance and annuity benefits                            | 783                                                  | 356                                          | 427                                    | —                         |
| Interest credited to policyholders' account balances      | 24                                                   | 1                                            | 23                                     | —                         |
| Interest expense                                          | —                                                    | 1                                            | (1)                                    | —                         |
| Deferral of acquisition costs                             | (151)                                                | (113)                                        | (38)                                   | —                         |
| Amortization of acquisition costs                         | 65                                                   | 52                                           | 13                                     | —                         |
| General and administrative expenses                       | 406                                                  | 169                                          | 155                                    | 82                        |
| Total benefits and expenses                               | 1,127                                                | 466                                          | 579                                    | 82                        |
| Adjusted operating income before income taxes             | 202                                                  | 100                                          | 104                                    | (2)                       |

## INTERNATIONAL INSURANCE AND INVESTMENTS DIVISION—SALES RESULTS AND SUPPLEMENTARY INFORMATION

(dollar amounts in millions unless otherwise noted)

| Year-to-date                                   |       |                                 | 2002  |       |       |       | 2003  |
|------------------------------------------------|-------|---------------------------------|-------|-------|-------|-------|-------|
| 2003                                           | 2002  |                                 | 1Q    | 2Q    | 3Q    | 4Q    | 1Q    |
| <b>INTERNATIONAL INSURANCE OPERATING DATA:</b> |       |                                 |       |       |       |       |       |
| <b>Actual exchange rate basis (1):</b>         |       |                                 |       |       |       |       |       |
| Net premiums, policy charges and fee income:   |       |                                 |       |       |       |       |       |
| 484                                            | 395   | Japan, excluding Gibraltar Life | 395   | 374   | 424   | 413   | 484   |
| 536                                            | 558   | Gibraltar Life                  | 558   | 539   | 528   | 525   | 536   |
| 175                                            | 120   | All other countries             | 120   | 142   | 155   | 168   | 175   |
| 1,195                                          | 1,073 | Total                           | 1,073 | 1,055 | 1,107 | 1,106 | 1,195 |
| <b>Annualized new business premiums:</b>       |       |                                 |       |       |       |       |       |
| 106                                            | 77    | Japan, excluding Gibraltar Life | 77    | 67    | 79    | 84    | 106   |
| 64                                             | 49    | Gibraltar Life                  | 49    | 59    | 62    | 63    | 64    |
| 50                                             | 53    | All other countries             | 53    | 51    | 44    | 55    | 50    |
| 220                                            | 179   | Total                           | 179   | 177   | 185   | 202   | 220   |
| <b>Constant exchange rate basis (2):</b>       |       |                                 |       |       |       |       |       |
| Net premiums, policy charges and fee income:   |       |                                 |       |       |       |       |       |
| 462                                            | 419   | Japan, excluding Gibraltar Life | 419   | 378   | 405   | 404   | 462   |
| 512                                            | 586   | Gibraltar Life                  | 586   | 558   | 506   | 513   | 512   |
| 171                                            | 125   | All other countries             | 125   | 144   | 150   | 166   | 171   |
| 1,145                                          | 1,130 | Total                           | 1,130 | 1,080 | 1,061 | 1,083 | 1,145 |
| <b>Annualized new business premiums:</b>       |       |                                 |       |       |       |       |       |
| 101                                            | 82    | Japan, excluding Gibraltar Life | 82    | 67    | 75    | 83    | 101   |
| 62                                             | 51    | Gibraltar Life                  | 51    | 61    | 60    | 62    | 62    |
| 49                                             | 54    | All other countries             | 54    | 53    | 43    | 53    | 49    |
| 212                                            | 187   | Total                           | 187   | 181   | 178   | 198   | 212   |

(1) Translated based on applicable average exchange rates for the period shown.

(2) Translated based on average exchange rates for the year ended December 31, 2002.

## INTERNATIONAL INSURANCE AND INVESTMENTS DIVISION—SALES RESULTS AND SUPPLEMENTARY INFORMATION

|                                                                                 | 2002  |       |       |       | 2003  |
|---------------------------------------------------------------------------------|-------|-------|-------|-------|-------|
|                                                                                 | 1Q    | 2Q    | 3Q    | 4Q    | 1Q    |
| Face amount of individual policies in force at end of period (in billions) (1): |       |       |       |       |       |
| (Constant exchange rate basis)                                                  |       |       |       |       |       |
| Japan, excluding Gibraltar Life                                                 | 133   | 136   | 138   | 141   | 145   |
| Gibraltar Life                                                                  | 229   | 222   | 217   | 213   | 208   |
| All other countries                                                             | 42    | 45    | 47    | 49    | 52    |
| Total                                                                           | 404   | 403   | 402   | 403   | 405   |
| Number of individual policies in force at end of period (in thousands):         |       |       |       |       |       |
| Japan, excluding Gibraltar Life                                                 | 973   | 990   | 1,011 | 1,037 | 1,069 |
| Gibraltar Life                                                                  | 4,787 | 4,666 | 4,602 | 4,537 | 4,461 |
| All other countries                                                             | 571   | 609   | 643   | 682   | 716   |
| Total                                                                           | 6,331 | 6,265 | 6,256 | 6,256 | 6,246 |
| International insurance policy persistency (2):                                 |       |       |       |       |       |
| 13 months                                                                       | 93.4% | 93.8% | 93.2% | 93.0% | 93.3% |
| 25 months                                                                       | 87.8% | 86.9% | 86.4% | 86.3% | 86.9% |
| Number of Life Planners at end of period (3):                                   |       |       |       |       |       |
| Japan                                                                           | 1,994 | 1,985 | 2,055 | 2,119 | 2,159 |
| All other countries                                                             | 2,104 | 2,222 | 2,298 | 2,386 | 2,393 |
| Total                                                                           | 4,098 | 4,207 | 4,353 | 4,505 | 4,552 |

(1) Translated based on exchange rates as of December 31, 2002.

(2) Excluding Gibraltar Life.

## INVESTMENT PORTFOLIO COMPOSITION

(in millions)

|                                                             | March 31, 2003                |                       |                |               | December 31, 2002             |                       |                |               |
|-------------------------------------------------------------|-------------------------------|-----------------------|----------------|---------------|-------------------------------|-----------------------|----------------|---------------|
|                                                             | Financial Services Businesses |                       |                |               | Financial Services Businesses |                       |                |               |
|                                                             | Consolidated Portfolio (1)    | Closed Block Business | Amount         | % of Total    | Consolidated Portfolio (1)    | Closed Block Business | Amount         | % of Total    |
| <b>Fixed maturities:</b>                                    |                               |                       |                |               |                               |                       |                |               |
| Public, available for sale, at fair value                   | 97,103                        | 31,847                | 65,256         | 61.3%         | 92,966                        | 30,991                | 61,975         | 59.0%         |
| Public, held to maturity, at amortized cost                 | 2,731                         | —                     | 2,731          | 2.6%          | 2,563                         | —                     | 2,563          | 2.5%          |
| Private, available for sale, at fair value                  | 32,538                        | 15,487                | 17,051         | 16.1%         | 32,490                        | 15,242                | 17,248         | 16.4%         |
| Private, held to maturity, at amortized cost                | 39                            | —                     | 39             | 0.0%          | 46                            | —                     | 46             | 0.0%          |
| Trading account assets, at fair value                       | 131                           | —                     | 131            | 0.1%          | 96                            | —                     | 96             | 0.1%          |
| Equity securities, available for sale, at fair value        | 2,606                         | 1,586                 | 1,020          | 1.0%          | 2,788                         | 1,521                 | 1,267          | 1.2%          |
| Commercial loans                                            | 18,565                        | 7,050                 | 11,515         | 10.8%         | 18,593                        | 6,987                 | 11,606         | 11.1%         |
| Policy loans                                                | 8,549                         | 5,627                 | 2,922          | 2.8%          | 8,827                         | 5,681                 | 3,146          | 3.0%          |
| Cash collateral for borrowed securities                     | —                             | —                     | —              | 0.0%          | 323                           | —                     | 323            | 0.3%          |
| Other long-term investments (2)                             | 4,950                         | 1,075                 | 3,875          | 3.7%          | 4,951                         | 1,075                 | 3,876          | 3.7%          |
| Short-term investments                                      | 2,985                         | 1,314                 | 1,671          | 1.6%          | 5,420                         | 2,579                 | 2,841          | 2.7%          |
| <b>Subtotal</b>                                             | <b>170,197</b>                | <b>63,986</b>         | <b>106,211</b> | <b>100.0%</b> | <b>169,063</b>                | <b>64,076</b>         | <b>104,987</b> | <b>100.0%</b> |
| <b>Invested assets of other entities and operations (3)</b> | <b>14,992</b>                 | <b>—</b>              | <b>14,992</b>  |               | <b>14,031</b>                 | <b>—</b>              | <b>14,031</b>  |               |
| <b>Total investments</b>                                    | <b>185,189</b>                | <b>63,986</b>         | <b>121,203</b> |               | <b>183,094</b>                | <b>64,076</b>         | <b>119,018</b> |               |

## Fixed Maturities by Credit Quality (1):

|                           |                          | March 31, 2003                |                        |                         |            |            | December 31, 2002             |                        |                         |            |            |
|---------------------------|--------------------------|-------------------------------|------------------------|-------------------------|------------|------------|-------------------------------|------------------------|-------------------------|------------|------------|
|                           |                          | Financial Services Businesses |                        |                         |            |            | Financial Services Businesses |                        |                         |            |            |
|                           |                          | Amortized Cost                | Gross Unrealized Gains | Gross Unrealized Losses | Fair Value | % of Total | Amortized Cost                | Gross Unrealized Gains | Gross Unrealized Losses | Fair Value | % of Total |
| Public Fixed Maturities:  |                          |                               |                        |                         |            |            |                               |                        |                         |            |            |
| NAIC Rating (4)           | Rating Agency Equivalent |                               |                        |                         |            |            |                               |                        |                         |            |            |
| 1                         | Aaa, Aa, A               | 49,552                        | 3,605                  | 37                      | 53,120     | 78.0%      | 47,430                        | 2,968                  | 35                      | 50,363     | 78.0%      |
| 2                         | Baa                      | 11,817                        | 785                    | 90                      | 12,512     | 18.4%      | 11,281                        | 671                    | 110                     | 11,842     | 18.3%      |
| 3                         | Ba                       | 1,633                         | 88                     | 36                      | 1,685      | 2.5%       | 1,730                         | 68                     | 56                      | 1,742      | 2.7%       |
| 4                         | B                        | 608                           | 31                     | 18                      | 621        | 0.9%       | 519                           | 20                     | 23                      | 516        | 0.8%       |
| 5                         | C and lower              | 68                            | 6                      | 2                       | 72         | 0.1%       | 94                            | 5                      | 17                      | 82         | 0.1%       |
| 6                         | In or near default       | 61                            | 2                      | —                       | 63         | 0.1%       | 50                            | 3                      | 1                       | 52         | 0.1%       |
| Total                     |                          | 63,739                        | 4,517                  | 183                     | 68,073     | 100.0%     | 61,104                        | 3,735                  | 242                     | 64,597     | 100.0%     |
| Private Fixed Maturities: |                          |                               |                        |                         |            |            |                               |                        |                         |            |            |
| NAIC Rating (4)           | Rating Agency Equivalent |                               |                        |                         |            |            |                               |                        |                         |            |            |
| 1                         | Aaa, Aa, A               | 4,830                         | 508                    | 4                       | 5,334      | 31.2%      | 4,945                         | 457                    | 5                       | 5,397      | 31.2%      |
| 2                         | Baa                      | 7,438                         | 667                    | 14                      | 8,091      | 47.3%      | 7,519                         | 632                    | 23                      | 8,128      | 47.0%      |
| 3                         | Ba                       | 2,161                         | 118                    | 22                      | 2,257      | 13.2%      | 2,275                         | 99                     | 41                      | 2,333      | 13.5%      |
| 4                         | B                        | 592                           | 27                     | 8                       | 611        | 3.6%       | 597                           | 21                     | 13                      | 605        | 3.5%       |
| 5                         | C and lower              | 636                           | 25                     | 14                      | 647        | 3.8%       | 700                           | 20                     | 24                      | 696        | 4.0%       |
| 6                         | In or near default       | 135                           | 18                     | 2                       | 151        | 0.9%       | 135                           | 4                      | 3                       | 136        | 0.8%       |
| Total                     |                          | 15,792                        | 1,363                  | 64                      | 17,091     | 100.0%     | 16,171                        | 1,233                  | 109                     | 17,295     | 100.0%     |

- (1) Excludes investments of securities brokerage, securities trading, banking operations, assets of our asset management operations managed for third parties, and separate account assets for which the customer assumes risks of ownership.
- (2) Other long-term investments consist of real estate and non-real estate related investments in joint ventures and partnerships, investment real estate held through direct ownership, our interest in separate account investments and other miscellaneous investments.
- (3) Includes invested assets of securities brokerage, securities trading, and banking operations. Excludes assets of our asset management operations managed for third parties, and separate account assets for which the customer assumes risks of ownership.
- (4) Reflects equivalent ratings for investments of international insurance operations that are not rated by United States insurance regulatory authorities.

## FINANCIAL SERVICES BUSINESSES INVESTMENT PORTFOLIO COMPOSITION

(in millions)

|                                           | March 31, 2003 |            | December 31, 2002 |            |
|-------------------------------------------|----------------|------------|-------------------|------------|
|                                           | Amount         | % of Total | Amount            | % of Total |
| <b>Japanese Insurance Operations:</b>     |                |            |                   |            |
| Fixed maturities:                         |                |            |                   |            |
| Public, available for sale, at fair value | 26,461         | 75.0%      | 25,288            | 73.2%      |

|                                                      |               |               |               |               |
|------------------------------------------------------|---------------|---------------|---------------|---------------|
| Public, held to maturity, at amortized cost          | 2,731         | 7.7%          | 2,563         | 7.4%          |
| Private, available for sale, at fair value           | 191           | 0.5%          | 387           | 1.1%          |
| Private, held to maturity, at amortized cost         | 39            | 0.1%          | 46            | 0.1%          |
| Trading account assets, at fair value                | 72            | 0.2%          | 75            | 0.2%          |
| Equity securities, available for sale, at fair value | 830           | 2.3%          | 901           | 2.6%          |
| Commercial loans                                     | 3,158         | 8.9%          | 3,158         | 9.1%          |
| Policy loans                                         | 725           | 2.1%          | 685           | 2.0%          |
| Cash collateral for borrowed securities              | —             | 0.0%          | 318           | 1.0%          |
| Other long-term investments (2)                      | 1,126         | 3.2%          | 1,125         | 3.3%          |
| Short-term investments                               | —             | 0.0%          | 6             | 0.0%          |
| <b>Total</b>                                         | <b>35,333</b> | <b>100.0%</b> | <b>34,552</b> | <b>100.0%</b> |

|                                                                                   | March 31, 2003 |               | December 31, 2002 |               |
|-----------------------------------------------------------------------------------|----------------|---------------|-------------------|---------------|
|                                                                                   | Amount         | % of Total    | Amount            | % of Total    |
| <b>Financial Services Businesses excluding Japanese Insurance Operations (1):</b> |                |               |                   |               |
| Fixed maturities:                                                                 |                |               |                   |               |
| Public, available for sale, at fair value                                         | 38,795         | 54.6%         | 36,687            | 52.1%         |
| Public, held to maturity, at amortized cost                                       | —              | 0.0%          | —                 | 0.0%          |
| Private, available for sale, at fair value                                        | 16,860         | 23.8%         | 16,861            | 24.0%         |
| Private, held to maturity, at amortized cost                                      | —              | 0.0%          | —                 | 0.0%          |
| Trading account assets, at fair value                                             | 59             | 0.1%          | 21                | 0.0%          |
| Equity securities, available for sale, at fair value                              | 190            | 0.3%          | 366               | 0.5%          |
| Commercial loans                                                                  | 8,357          | 11.8%         | 8,448             | 12.0%         |
| Policy loans                                                                      | 2,197          | 3.1%          | 2,461             | 3.5%          |
| Cash collateral for borrowed securities                                           | —              | 0.0%          | 5                 | 0.0%          |
| Other long-term investments (2)                                                   | 2,749          | 3.9%          | 2,751             | 3.9%          |
| Short-term investments                                                            | 1,671          | 2.4%          | 2,835             | 4.0%          |
| <b>Total</b>                                                                      | <b>70,878</b>  | <b>100.0%</b> | <b>70,435</b>     | <b>100.0%</b> |

- (1) Excludes investments of securities brokerage, securities trading, banking operations, assets of our asset management operations managed for third parties, and separate account assets for which the customer assumes risks of ownership.
- (2) Other long-term investments consist of real estate and non-real estate related investments in joint ventures and partnerships, investment real estate held through direct ownership, our interest in separate account investments and other miscellaneous investments.

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Prudential Financial, Inc.  
Quarterly Financial Supplement  
First Quarter 2003



## FINANCIAL SERVICES BUSINESSES INVESTMENT RESULTS

(in millions)

|                                                                | Three Months Ended March 31 |              |                         |              |              |                         |
|----------------------------------------------------------------|-----------------------------|--------------|-------------------------|--------------|--------------|-------------------------|
|                                                                | 2003                        |              |                         | 2002         |              |                         |
|                                                                | Yield (3)                   | Amount       | Realized Gains/(Losses) | Yield (3)    | Amount       | Realized Gains/(Losses) |
| <b>Financial Services Businesses (1):</b>                      |                             |              |                         |              |              |                         |
| Fixed maturities                                               | 4.88%                       | 927          | (80)                    | 5.30%        | 885          | (108)                   |
| Equity securities                                              | 0.98%                       | 3            | (44)                    | 1.50%        | 6            | (62)                    |
| Commercial loans                                               | 6.94%                       | 199          | 6                       | 6.83%        | 216          | 1                       |
| Policy loans                                                   | 5.83%                       | 44           | —                       | 5.53%        | 39           | —                       |
| Short-term investments and cash equivalents                    | 1.91%                       | 28           | —                       | 1.71%        | 58           | 17                      |
| Other investments                                              | 8.92%                       | 94           | 10                      | 2.16%        | 38           | 82                      |
| <b>Gross investment income before investment expenses</b>      | <b>5.15%</b>                | <b>1,295</b> | <b>(108)</b>            | <b>4.92%</b> | <b>1,242</b> | <b>(70)</b>             |
| Investment expenses                                            | -0.18%                      | (62)         | —                       | -0.19%       | (68)         | —                       |
| <b>Subtotal</b>                                                | <b>4.97%</b>                | <b>1,233</b> | <b>(108)</b>            | <b>4.73%</b> | <b>1,174</b> | <b>(70)</b>             |
| <b>Investment results of other entities and operations (2)</b> |                             | <b>51</b>    | <b>—</b>                |              | <b>64</b>    | <b>—</b>                |
| Less amount relating to divested businesses                    |                             | —            | —                       |              | (2)          | —                       |
| <b>Total</b>                                                   |                             | <b>1,284</b> | <b>(108)</b>            |              | <b>1,236</b> | <b>(70)</b>             |

- (1) Excludes investments of securities brokerage, securities trading, banking operations, assets of our asset management operations managed for third parties, and separate account assets for which the customer assumes risks of ownership.
- (2) Investment income of securities brokerage, securities trading, and banking operations.
- (3) Yields are annualized, for interim periods, and based on quarterly average carrying values except for fixed maturities, equity securities and securities lending activity. Yields for fixed maturities are based on amortized cost. Yields for equity securities are based on cost. Yields for securities lending activity are calculated net of corresponding liabilities and rebate expenses. Yields for periods prior to the fourth quarter of 2002 are presented on a basis consistent with our current reporting practices, including reclassification of investment income among certain investment categories.

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FINANCIAL SERVICES BUSINESSES INVESTMENT RESULTS—JAPANESE INSURANCE OPERATIONS

(in millions)

|                                                    | Three Months Ended March 31 |        |                                |                   |        |                                |
|----------------------------------------------------|-----------------------------|--------|--------------------------------|-------------------|--------|--------------------------------|
|                                                    | 2003                        |        |                                | 2002              |        |                                |
|                                                    | Investment Income           |        | Realized<br>Gains/<br>(Losses) | Investment Income |        | Realized<br>Gains/<br>(Losses) |
|                                                    | Yield (1)                   | Amount |                                | Yield (1)         | Amount |                                |
| Japanese Insurance Operations:                     |                             |        |                                |                   |        |                                |
| Fixed maturities                                   | 1.69%                       | 116    | 8                              | 1.47%             | 77     | 20                             |
| Equity securities                                  | 0.82%                       | 2      | (42)                           | 1.01%             | 3      | (56)                           |
| Commercial loans                                   | 4.74%                       | 37     | 8                              | 4.49%             | 44     | 2                              |
| Policy loans                                       | 2.89%                       | 5      | —                              | 2.57%             | 4      | —                              |
| Short-term investments and cash equivalents        | 0.54%                       | —      | —                              | 0.55%             | 4      | 18                             |
| Other investments                                  | 6.65%                       | 23     | (2)                            | 7.00%             | 18     | (75)                           |
| Gross investment income before investment expenses | 2.16%                       | 183    | (28)                           | 1.96%             | 150    | (91)                           |
| Investment expenses                                | -0.27%                      | (23)   | —                              | -0.11%            | (8)    | —                              |
| Total                                              | 1.89%                       | 160    | (28)                           | 1.85%             | 142    | (91)                           |

- (1) Yields are annualized, for interim periods, and based on quarterly average carrying values except for fixed maturities, equity securities and securities lending activity. Yields for fixed maturities are based on amortized cost. Yields for equity securities are based on cost. Yields for securities lending activity are calculated net of corresponding liabilities and rebate expenses. Yields for periods prior to the fourth quarter of 2002 are presented on a basis consistent with our current reporting practices, including reclassification of investment income among certain investment categories.

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FINANCIAL SERVICES BUSINESSES INVESTMENT RESULTS—EXCLUDING JAPANESE INSURANCE OPERATIONS

(in millions)

|                                                                            | Three Months Ended March 31 |        |                                |                   |        |                                |
|----------------------------------------------------------------------------|-----------------------------|--------|--------------------------------|-------------------|--------|--------------------------------|
|                                                                            | 2003                        |        |                                | 2002              |        |                                |
|                                                                            | Investment Income           |        | Realized<br>Gains/<br>(Losses) | Investment Income |        | Realized<br>Gains/<br>(Losses) |
|                                                                            | Yield (2)                   | Amount |                                | Yield (2)         | Amount |                                |
| Financial Services Businesses excluding Japanese Insurance Operations (1): |                             |        |                                |                   |        |                                |
| Fixed maturities                                                           | 6.72%                       | 811    | (88)                           | 7.24%             | 808    | (128)                          |
| Equity securities                                                          | 1.51%                       | 1      | (2)                            | 2.42%             | 3      | (6)                            |
| Commercial loans                                                           | 7.77%                       | 162    | (2)                            | 7.89%             | 172    | (1)                            |
| Policy loans                                                               | 6.72%                       | 39     | —                              | 6.32%             | 35     | —                              |
| Short-term investments and cash equivalents                                | 2.00%                       | 28     | —                              | 2.07%             | 54     | (1)                            |
| Other investments                                                          | 10.03%                      | 71     | 12                             | 0.53%             | 20     | 157                            |
| Gross investment income before investment expenses                         | 6.71%                       | 1,112  | (80)                           | 6.31%             | 1,092  | 21                             |
| Investment expenses                                                        | -0.13%                      | (39)   | —                              | -0.23%            | (60)   | —                              |
| Total                                                                      | 6.58%                       | 1,073  | (80)                           | 6.08%             | 1,032  | 21                             |

- (1) Excludes investments of securities brokerage, securities trading, banking operations, assets of our asset management operations managed for third parties, and separate account assets for which the customer assumes risks of ownership.  
(2) Yields are annualized, for interim periods, and based on quarterly average carrying values except for fixed maturities, equity securities and securities lending activity. Yields for fixed maturities are based on amortized cost. Yields for equity securities are based on cost. Yields for securities lending activity are calculated net of corresponding liabilities and rebate expenses. Yields for periods prior to the fourth quarter of 2002 are presented on a basis consistent with our current reporting practices, including reclassification of investment income among certain investment categories.

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RECLASSIFIED STATEMENTS OF OPERATIONS—FINANCIAL SERVICES BUSINESSES

(in millions)

| Year ended<br>December 31 | 2001 |    |    |    | 2002 |    |    |    |
|---------------------------|------|----|----|----|------|----|----|----|
|                           |      |    |    |    |      |    |    |    |
|                           | 1Q   | 2Q | 3Q | 4Q | 1Q   | 2Q | 3Q | 4Q |
| Revenues (1):             |      |    |    |    |      |    |    |    |



|                                                                           |                                                                                    |       |       |       |       |       |       |       |       |
|---------------------------------------------------------------------------|------------------------------------------------------------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|
| 5,658                                                                     | Premiums                                                                           | 1,549 | 1,948 | 2,176 | 2,297 | 2,212 | 2,266 | 2,320 | 2,448 |
| 1,639                                                                     | Policy charges and fee income                                                      | 392   | 483   | 474   | 454   | 434   | 412   | 400   | 407   |
| 5,195                                                                     | Net investment income                                                              | 1,290 | 1,344 | 1,280 | 1,295 | 1,236 | 1,343 | 1,312 | 1,288 |
| 5,043                                                                     | Commissions, investment management fees, and other income                          | 1,082 | 1,140 | 974   | 1,067 | 1,075 | 1,036 | 996   | 976   |
| 17,535                                                                    | Total revenues                                                                     | 4,313 | 4,915 | 4,904 | 5,113 | 4,957 | 5,057 | 5,028 | 5,119 |
| <b>Benefits and Expenses (1):</b>                                         |                                                                                    |       |       |       |       |       |       |       |       |
| 5,979                                                                     | Insurance and annuity benefits                                                     | 1,563 | 2,025 | 2,229 | 2,246 | 2,156 | 2,267 | 2,278 | 2,496 |
| 1,618                                                                     | Interest credited to policyholders' account balances                               | 382   | 422   | 432   | 434   | 414   | 415   | 434   | 444   |
| 448                                                                       | Interest expense                                                                   | 108   | 100   | 70    | 48    | 48    | 43    | 43    | 36    |
| (1,161)                                                                   | Deferral of acquisition costs                                                      | (296) | (333) | (313) | (333) | (321) | (347) | (360) | (374) |
| 800                                                                       | Amortization of acquisition costs                                                  | 229   | 201   | 244   | 211   | 224   | 260   | 347   | 245   |
| 3,010                                                                     | Securities operations non-interest expenses                                        | 726   | 778   | 678   | 707   | 640   | 641   | 609   | 599   |
| 5,131                                                                     | General and administrative expenses                                                | 1,121 | 1,349 | 1,293 | 1,585 | 1,267 | 1,292 | 1,246 | 1,314 |
| 15,825                                                                    | Total benefits and expenses                                                        | 3,833 | 4,542 | 4,633 | 4,898 | 4,428 | 4,571 | 4,597 | 4,760 |
| 1,710                                                                     | Adjusted operating income before income taxes                                      | 480   | 373   | 271   | 215   | 529   | 486   | 431   | 359   |
| <b>Items excluded from adjusted operating income before income taxes:</b> |                                                                                    |       |       |       |       |       |       |       |       |
| (378)                                                                     | Realized investment gains (losses), net, and related adjustments                   | 246   | 82    | (327) | (166) | (101) | (341) | (141) | (290) |
| (29)                                                                      | Related charges                                                                    | (4)   | (7)   | 4     | 33    | 5     | (4)   | (1)   | 6     |
| (407)                                                                     | Total realized investment gains (losses), net, and related charges and adjustments | 242   | 75    | (323) | (133) | (96)  | (345) | (142) | (284) |
| —                                                                         | Sales practices remedies and costs                                                 | —     | —     | —     | —     | —     | —     | —     | (20)  |
| (636)                                                                     | Divested businesses                                                                | (22)  | (60)  | (40)  | (25)  | (8)   | 10    | (14)  | (68)  |
| (143)                                                                     | Demutualization costs and expenses                                                 | (45)  | (117) | (37)  | (389) | —     | —     | —     | —     |
| (1,186)                                                                   | Total items excluded from adjusted operating income before income taxes            | 175   | (102) | (400) | (547) | (104) | (335) | (156) | (372) |
| 524                                                                       | Income (loss) from continuing operations before income taxes                       | 655   | 271   | (129) | (332) | 425   | 151   | 275   | (13)  |
| 290                                                                       | Income tax expense (benefit)                                                       | 247   | 13    | (191) | 56    | 158   | 53    | (105) | (20)  |
| 234                                                                       | Income (loss) from continuing operations, after-tax                                | 408   | 258   | 62    | (388) | 267   | 98    | 380   | 7     |

(1) Revenues exclude realized investment gains, net of losses and related adjustments, and revenues of divested businesses and discontinued operations. Benefits and expenses exclude charges related to realized investment gains, net of losses, sales practices remedies and costs, and benefits and expenses of divested businesses and discontinued operations.

RECLASSIFIED STATEMENTS OF OPERATIONS—INSURANCE DIVISION  
(in millions)

| Year ended<br>December 31 |                                                           | 2001  |       |       |       | 2002  |       |       |       |
|---------------------------|-----------------------------------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|
| 2000                      |                                                           | 1Q    | 2Q    | 3Q    | 4Q    | 1Q    | 2Q    | 3Q    | 4Q    |
|                           | Revenues (1):                                             |       |       |       |       |       |       |       |       |
| 3,892                     | Premiums                                                  | 1,075 | 1,128 | 1,154 | 1,215 | 1,186 | 1,241 | 1,252 | 1,356 |
| 1,479                     | Policy charges and fee income                             | 349   | 356   | 355   | 363   | 358   | 350   | 342   | 347   |
| 1,512                     | Net investment income                                     | 394   | 377   | 371   | 377   | 376   | 383   | 395   | 401   |
| 281                       | Commissions, investment management fees, and other income | 57    | 56    | 65    | 53    | 57    | 63    | 58    | 55    |
| 7,164                     | Total revenues                                            | 1,875 | 1,917 | 1,945 | 2,008 | 1,977 | 2,037 | 2,047 | 2,159 |
|                           | Benefits and Expenses (1):                                |       |       |       |       |       |       |       |       |
| 3,756                     | Insurance and annuity benefits                            | 970   | 1,101 | 1,193 | 1,173 | 1,149 | 1,206 | 1,228 | 1,355 |
| 595                       | Interest credited to policyholders' account balances      | 156   | 152   | 153   | 159   | 147   | 153   | 163   | 170   |
| 7                         | Interest expense                                          | (2)   | 4     | —     | (1)   | —     | (1)   | (2)   | (2)   |
| (770)                     | Deferral of acquisition costs                             | (188) | (197) | (185) | (188) | (175) | (207) | (202) | (206) |
| 637                       | Amortization of acquisition costs                         | 190   | 164   | 199   | 164   | 158   | 214   | 282   | 181   |
| 2,377                     | General and administrative expenses                       | 529   | 527   | 504   | 631   | 495   | 507   | 505   | 520   |
| 6,602                     | Total benefits and expenses                               | 1,655 | 1,751 | 1,864 | 1,938 | 1,774 | 1,872 | 1,974 | 2,018 |
| 562                       | Adjusted operating income before income taxes             | 220   | 166   | 81    | 70    | 203   | 165   | 73    | 141   |

(1) Revenues exclude realized investment gains, net of losses and related adjustments. Benefits and expenses exclude charges related to realized investment gains, net of losses.

RECLASSIFIED STATEMENTS OF OPERATIONS—PROPERTY & CASUALTY INSURANCE  
(in millions)

| Year ended<br>December 31 |                               | 2001 |     |     |     | 2002 |     |     |     |
|---------------------------|-------------------------------|------|-----|-----|-----|------|-----|-----|-----|
| 2000                      |                               | 1Q   | 2Q  | 3Q  | 4Q  | 1Q   | 2Q  | 3Q  | 4Q  |
|                           | Revenues (1):                 |      |     |     |     |      |     |     |     |
| 1,431                     | Premiums                      | 383  | 400 | 413 | 431 | 427  | 451 | 450 | 457 |
| —                         | Policy charges and fee income | —    | —   | —   | —   | —    | —   | —   | —   |
| 182                       | Net investment income         | 39   | 35  | 35  | 32  | 35   | 35  | 36  | 38  |

|                                   |                                                           |      |      |      |      |      |      |      |      |
|-----------------------------------|-----------------------------------------------------------|------|------|------|------|------|------|------|------|
| 9                                 | Commissions, investment management fees, and other income | 2    | 2    | 6    | (1)  | —    | 4    | —    | 1    |
| 1,622                             | Total revenues                                            | 424  | 437  | 454  | 462  | 462  | 490  | 486  | 496  |
| <b>Benefits and Expenses (1):</b> |                                                           |      |      |      |      |      |      |      |      |
| 921                               | Insurance and annuity benefits                            | 227  | 281  | 311  | 319  | 318  | 355  | 365  | 366  |
| —                                 | Interest credited to policyholders' account balances      | —    | —    | —    | —    | —    | —    | —    | —    |
| —                                 | Interest expense                                          | —    | —    | —    | —    | —    | —    | —    | —    |
| (340)                             | Deferral of acquisition costs                             | (83) | (92) | (83) | (82) | (79) | (84) | (85) | (90) |
| 331                               | Amortization of acquisition costs                         | 87   | 87   | 88   | 85   | 85   | 81   | 84   | 87   |
| 567                               | General and administrative expenses                       | 134  | 133  | 134  | 144  | 118  | 122  | 125  | 129  |
| 1,479                             | Total benefits and expenses                               | 365  | 409  | 450  | 466  | 442  | 474  | 489  | 492  |
| 143                               | Adjusted operating income before income taxes             | 59   | 28   | 4    | (4)  | 20   | 16   | (3)  | 4    |

(1) Revenues exclude realized investment gains, net of losses and related adjustments. Benefits and expenses exclude charges related to realized investment gains, net of losses.

**RECLASSIFIED STATEMENTS OF OPERATIONS—CORPORATE AND OTHER OPERATIONS**  
(in millions)

| Year ended<br>December 31 |                                                           | 2001  |      |       |      | 2002 |      |      |      |
|---------------------------|-----------------------------------------------------------|-------|------|-------|------|------|------|------|------|
| 2000                      |                                                           | 1Q    | 2Q   | 3Q    | 4Q   | 1Q   | 2Q   | 3Q   | 4Q   |
|                           | Revenues (1):                                             |       |      |       |      |      |      |      |      |
| 15                        | Premiums                                                  | 2     | —    | 10    | 29   | 2    | (2)  | (3)  | —    |
| (10)                      | Policy charges and fee income                             | —     | (4)  | (1)   | (2)  | —    | (6)  | (3)  | (10) |
| 847                       | Net investment income                                     | 200   | 216  | 133   | 167  | 137  | 176  | 152  | 131  |
| (313)                     | Commissions, investment management fees, and other income | (131) | 4    | (116) | (63) | (47) | (79) | (23) | (23) |
|                           |                                                           |       |      |       |      |      |      |      |      |
| 539                       | Total revenues                                            | 71    | 216  | 26    | 131  | 92   | 89   | 123  | 98   |
|                           |                                                           |       |      |       |      |      |      |      |      |
|                           | Benefits and Expenses (1):                                |       |      |       |      |      |      |      |      |
| 27                        | Insurance and annuity benefits                            | 7     | 9    | 11    | 12   | 27   | 31   | —    | 43   |
| (3)                       | Interest credited to policyholders' account balances      | (1)   | 1    | 1     | —    | —    | —    | —    | —    |
| 385                       | Interest expense                                          | 98    | 87   | 60    | 44   | 45   | 39   | 41   | 35   |
| 105                       | Deferral of acquisition costs                             | 26    | 23   | 17    | 16   | 19   | 21   | 12   | 10   |
| (84)                      | Amortization of acquisition costs                         | (21)  | (20) | (21)  | (20) | (20) | (25) | (21) | (19) |
| 54                        | Securities operations non-interest expenses               | 12    | 15   | (3)   | 13   | 5    | (4)  | 8    | 16   |
| 12                        | General and administrative expenses                       | (49)  | 25   | (38)  | 78   | (4)  | (19) | (35) | 5    |
|                           |                                                           |       |      |       |      |      |      |      |      |
| 496                       | Total benefits and expenses                               | 72    | 140  | 27    | 143  | 72   | 43   | 5    | 90   |
|                           |                                                           |       |      |       |      |      |      |      |      |
| 43                        | Adjusted operating income before income taxes             | (1)   | 76   | (1)   | (12) | 20   | 46   | 118  | 8    |

(1) Revenues exclude realized investment gains, net of losses and related adjustments, and revenues of divested businesses and discontinued operations. Benefits and expenses exclude charges related to realized investment gains, net of losses, sales practices remedies and costs, and benefits and expenses of divested businesses and discontinued operations.

**KEY DEFINITIONS AND FORMULAS**

**1. Adjusted operating income before income taxes:**

Adjusted operating income is a non-GAAP measure that excludes realized investment gains, net of losses, and related charges and adjustments; results of divested businesses and discontinued operations and sales practices remedies and costs. Revenues and benefits and expenses shown as components of adjusted operating income, and for the divisions of the Financial Services Businesses, are presented on the same basis as pre-tax adjusted operating income and exclude these items as well. Adjusted operating income should not be viewed as a substitute for net income determined in accordance with GAAP, and our definition of adjusted operating income may differ from that used by other companies. The excluded items 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 factors of our business.

**2. After-tax adjusted operating income:**

Adjusted operating income before taxes, as defined above, less the income tax effect applicable to adjusted operating income before taxes.

**3. Assets Under Management:**

Fair market value or account value of assets which Prudential manages directly in proprietary products, such as mutual funds and variable annuities, in separate accounts, wrap-fee products and the general account, and assets invested in investment options included in the Company's products that are managed by third party sub-managers (i.e., the non-proprietary investment options in the Company's products).

**4. Attributed Equity:**

Amount of capital assigned to each of the Company's segments for purposes of measuring segment adjusted operating income before income taxes, established at a level which management considers necessary to support the segment's risks. Attributed equity for the Financial Services Businesses represents all of the Company's equity that is not included in the Closed Block Business.

**5. Book value per share of Common Stock:**

Equity attributed to Financial Services Businesses divided by number of Common shares outstanding at end of period, on a diluted basis.

**6. Borrowings—General Corporate Purposes:**

Amounts used for corporate purposes include those used for cash flow timing mismatches at Prudential Financial and investments in equity and debt securities of subsidiaries including amounts utilized for regulatory capital purposes.

**7. Borrowings—Investment Related:**

Debt issued to finance specific investment assets or portfolios of investment assets, including institutional spread lending investment portfolios, real estate, and real estate related investments held in consolidated joint ventures, as well as institutional and insurance company portfolio cash flow timing differences.

**8. Borrowings—Securities Business Related:**

Debt issued to finance primarily the liquidity of our broker-dealers and our capital markets and other securities business related operations.

**9. Borrowings—Specified Other Businesses:**

Borrowings associated with consumer banking activities, real estate franchises, and relocation services.

**10. Client Assets:**

Fair market value of assets in client accounts of Prudential Securities and Prudential Bank, and trust client accounts, that are not included in Assets Under Management. Prudential does not receive a management or administrative fee on these assets, but may receive a fee for executing trades, custody or recordkeeping services.

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**KEY DEFINITIONS AND FORMULAS**

**11. Earned Premiums:**

The portion of a premium, net of any amount ceded, that represents coverage already provided or that belongs to the insurer based on the part of the policy period that has passed.

**12. Earnings Per Share of Common Stock:**

Net income for the Financial Services Businesses and the Closed Block Business is determined in accordance with GAAP and includes general and administrative expenses charged to each of the businesses based on the Company's methodology for the allocation of such expenses. Cash flows between the Financial Services Businesses and the Closed Block Business related to administrative expenses are determined by a policy servicing fee arrangement that is based upon insurance and policies in force and statutory cash premiums. To the extent reported administrative expenses vary from these cash flow amounts, the differences are recorded, on an after-tax basis, as direct equity adjustments to the equity balances of each business. The direct equity adjustments modify earnings available to holders of Common Stock and Class B Stock for earnings per share purposes. Earnings per share of Common Stock based on adjusted operating income of the Financial Services Businesses reflects these adjustments as well.

**13. Financial Advisors:**

Financial advisors and securities brokers in our Financial Advisory and International Investments segments.

**14. Financial Advisor Productivity:**

Financial Advisory segment total non-interest revenues, excluding revenues generated by the consumer bank and by the segment's retail fixed income and equity sales and trading operations, divided by the average number of retail Financial Advisors for the period. For interim reporting periods, the productivity measures are annualized.

**15. General Account:**

Invested assets and policyholder liabilities and reserves for which the Company bears the investment risk. Excludes assets recognized for statutory purposes that are specifically allocated to a separate account. General account assets also include assets of the parent company, Prudential Financial, Inc.

**16. Gibraltar Life Advisors:**

Insurance representatives for Gibraltar Life.

**17. Group Life Insurance and Group Disability Insurance Administrative Operating Expense Ratios:**

Ratio of administrative operating expenses (excluding commissions) to gross premiums, policy charges and fee income.

**18. Group Life Insurance and Group Disability Insurance Benefits Ratios:**

Ratio of policyholder benefits to earned premiums, policy charges and fee income.

**19. Insurance and Annuity Benefits:**

Total death benefits, annuity benefits, disability benefits, other policy benefits, losses and loss adjustment expenses paid or incurred, under insurance and annuity contracts, plus the change in reserves for future policy benefits, losses and loss adjustment expenses.

**20. International Life Planners:**

Insurance agents in our insurance operations outside the United States, excluding Gibraltar Life Advisors.

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**KEY DEFINITIONS AND FORMULAS**

**21. New annualized premiums:**

Premiums from new sales that are expected to be collected over a one year period. Group insurance new annualized premiums exclude new premiums resulting from rate changes on existing policies, from additional coverage under our Servicemembers' Group Life Insurance contract, and from excess premiums on group universal life insurance that build cash value but do not purchase face amounts.

**22. Non-recourse and Limited-recourse Debt:**

Limited and non-recourse borrowing is where the holder is entitled to collect only against the assets pledged to the debt as collateral, or has only very limited rights to collect against other assets.

**23. Operating return on average equity:**

Adjusted operating income after-tax (giving effect to the direct equity adjustment for earnings per share calculation), annualized for interim periods, divided by average attributed equity for the Financial Services Businesses excluding unrealized gains and losses on investments.

**24. Policy Persistency—Group Insurance:**

Percentage of the premiums in force at the end of the prior year that are still in force at the end of the period (excluding Servicemembers' Group Life Insurance and Prudential Employee Benefit Plan).

**25. Policy Persistency—International Insurance:**

13 month persistency represents the percentage of policies issued that are still in force at the beginning of their second policy year. 25 month persistency represents the percentage of policies issued that are still in force at the beginning of their third policy year.

**26. Prudential Agents:**

Insurance agents in our insurance operations in the United States.

**27. Prudential Agent productivity:**

Commissions on new sales of all products by Prudential Agents under contract for the entire period, divided by the number of those Prudential Agents. Excludes commissions on new sales by Prudential Agents hired or departed during the period. For interim reporting periods, the productivity measures are annualized.

**28. Ratio of corporate debt to total capitalization:**

For purposes of this ratio, we measure "debt" as the sum of borrowings for general corporate purposes and 20% of the stated aggregate liquidation amount of the Equity Security Units, and we measure "total capitalization" as the sum of equity excluding unrealized gains and losses on investments, corporate debt and the stated aggregate liquidation amount of the Equity Security Units. The ratio is calculated by dividing debt by total capitalization.

**29. Redeemable Capital Securities:**

Capital Trust Certificates of Prudential Financial Capital Trust I (element of Equity Security Units).

**30. Separate Accounts:**

Assets of our insurance companies allocated under certain policies and contracts that are segregated from the general account and other separate accounts. The policyholder or contractholder predominantly bears the risk of investments held in a separate account.

**31. Wrap-Fee Products:**

Investment products generating asset-based fees in which the funds of the customer are generally invested in other investment products such as mutual funds.

**RATINGS AND INVESTOR INFORMATION**

**INSURANCE CLAIMS PAYING RATINGS  
as of May 6, 2003**

|                                                                    | A.M. Best | Standard & Poor's | Moody's | Fitch Ratings |
|--------------------------------------------------------------------|-----------|-------------------|---------|---------------|
| The Prudential Insurance Company of America                        | A         | A+                | A1      | AA-           |
| PRUCO Life Insurance Company                                       | A         | A+                | A1      | NR*           |
| PRUCO Life Insurance Company of New Jersey                         | A         | A+                | NR      | NR            |
| Prudential Property and Casualty Insurance Company                 | A-        | BBB+              | A2      | NR            |
| The Prudential Property & Casualty Insurance Company of New Jersey | A-        | NR                | NR      | NR            |
| The Prudential Life Insurance Co., Ltd. (Prudential of Japan)      | A+        | AA-               | NR      | NR            |
| Gibraltar Life Insurance Company, Ltd.                             | NR        | A                 | A2      | NR            |
| American Skandia Life Assurance Corporation (1)                    | A-        | A                 | NR      | A+            |

**CREDIT RATINGS:  
as of May 6, 2003**

|                                                        |       |     |    |    |
|--------------------------------------------------------|-------|-----|----|----|
| <b>Prudential Financial, Inc.:</b>                     |       |     |    |    |
| Short-Term Borrowings                                  | AMB-1 | A2  | P2 | F1 |
| Long-Term Senior Debt                                  | a-    | A-  | A3 | A  |
| Redeemable Capital Securities                          | a-    | A-  | A3 | A  |
| <b>The Prudential Insurance Company of America :</b>   |       |     |    |    |
| Capital and surplus notes                              | a-    | A-  | A3 | NR |
| <b>Prudential Funding, LLC:</b>                        |       |     |    |    |
| Commercial Paper                                       | AMB-1 | A1  | P1 | NR |
| Long-Term Senior Debt                                  | a     | A+  | A2 | NR |
| <b>Prudential Securities Group, Inc</b>                |       |     |    |    |
|                                                        | NR    | BBB | NR | NR |
| <b>American Skandia Life Assurance Corporation (1)</b> |       |     |    |    |
|                                                        | NR    | A   | NR | NR |

\* NR indicates not rated.

(1) Acquired on May 1, 2003. Results of American Skandia Life Assurance Corporation will be included in the results of the Company commencing with the date of acquisition.

## INVESTOR INFORMATION:

### *Corporate Offices:*

Prudential Financial, Inc.  
751 Broad Street  
Newark, New Jersey 07102

### *Investor Information Hotline:*

Dial 877-998-ROCK for additional printed  
information or inquiries.

### *Web Site:*

[www.prudential.com](http://www.prudential.com)

### *Publicly Traded Securities:*

Common Stock of Prudential Financial, Inc. is traded on the New York Stock Exchange under the symbol PRU.

Equity Security Units of Prudential Financial, Inc. are traded on the New York Stock Exchange under the symbol PFA.