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**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION**  
Washington, D.C. 20549

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**FORM 8-K**

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**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 4, 2005**

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**PRUDENTIAL FINANCIAL, INC.**

(Exact name of registrant as specified in its charter)

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**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)

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Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

- ☐ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
  - ☐ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
  - ☐ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
  - ☐ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
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**Item 2.02 Results of Operations and Financial Condition.**

Prudential Financial, Inc., a New Jersey corporation, furnishes herewith, as Exhibit 99.0, a news release announcing first quarter 2005 results.

**Item 7.01 Regulation FD Disclosure.**

- A. Prudential Financial, Inc., a New Jersey corporation, furnishes herewith, as Exhibit 99.0, a news release announcing first quarter 2005 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, 2005.

**Item 9.01 Financial Statements and Exhibits.****(c) Exhibits**

- 99.0 News release of Prudential Financial, Inc., dated May 4, 2005, announcing first quarter 2005 results (furnished and not filed).
- 99.1 Quarterly Financial Supplement for the Financial Services Businesses of Prudential Financial, Inc. for the quarterly period ended March 31, 2005 (furnished and not filed).

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**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 4, 2005

PRUDENTIAL FINANCIAL, INC.

By: /s/ DENNIS G. SULLIVAN

Name: Dennis G. Sullivan

Title: Principal Accounting Officer

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**Exhibit Index**

| <b>Exhibit No.</b> | <b>Description</b>                                                                                                                                                          |
|--------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 99.0               | News Release of Prudential Financial, Inc., dated May 4, 2005, announcing first quarter 2005 results (furnished and not filed).                                             |
| 99.1               | Quarterly Financial Supplement for the Financial Services Businesses of Prudential Financial, Inc. for the quarterly period ended March 31, 2005 (furnished and not filed). |

**Prudential Financial**

**News Release**

Prudential Financial, Inc.  
751 Broad Street  
Newark, NJ 07102-3777  
[www.prudential.com](http://www.prudential.com)

**For Immediate Release**  
May 4, 2005

**Contact: Leigh Manganaro**  
(973) 802-2132

**PRUDENTIAL FINANCIAL, INC.  
ANNOUNCES FIRST QUARTER 2005 RESULTS**

**NEWARK, N.J.** – Prudential Financial, Inc. (NYSE:PRU) today reported net income for its Financial Services Businesses of \$766 million (\$1.49 per Common share) for the first quarter of 2005, compared to \$290 million (57 cents per Common share) for the year-ago quarter. After-tax adjusted operating income for the Financial Services Businesses was \$601 million (\$1.18 per Common share) for the first quarter of 2005, compared to \$379 million (74 cents per Common share) for the first quarter of 2004, a 59 percent increase per Common share.

“Our actions to strengthen our businesses and use capital effectively are evident in earnings growth in each of our divisions this quarter. We have enhanced our position in the retirement and savings market. Initial contributions from the retirement business we acquired last year from CIGNA are in line with our expectations, and integration is on track. With the American Skandia integration now behind us, we recently introduced a new generation of annuity products and are expanding our distribution. In addition, the Insurance Division’s protection businesses contributed to our domestic earnings growth in the quarter, and we are beginning to benefit from the integration of the retail securities brokerage businesses in our joint venture with Wachovia. Transaction-based income in our Asset Management business and an interest recovery in our investment portfolio added to the quarter’s strong domestic business results. Our international businesses continued to register strong results, with business growth complemented by the earnings contributions from our 2004 acquisitions of Aoba Life in Japan and Hyundai in Korea,” said Chairman and CEO Arthur F. Ryan.

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“Prudential Financial’s first quarter results reinforce our confidence that we are on track to achieve our goals for 2005 and thereafter. We continue to believe that Prudential Financial will achieve Common Stock earnings per share in the range of \$4.20 to \$4.40 for the year 2005, based on after-tax adjusted operating income of the Financial Services Businesses. This expectation assumes appreciation in the S&P 500 Index of 2 percent per quarter for the balance of the year,” Ryan said. The 2005 expectation is subject to change if this assumption is not realized and as discussed under “Forward-Looking Statements” below.

Adjusted operating income excludes Realized investment gains (losses), net (other than those associated with terminating hedges of foreign currency earnings and current period yield adjustments) and related charges and adjustments, and results from divested businesses. In addition, recorded changes in asset values that will ultimately inure to contractholders are excluded from adjusted operating income. Similarly, recorded changes in contractholder liabilities resulting from changes in related asset values are also excluded from adjusted operating income. Adjusted operating income also excludes discontinued operations and a charge in the first quarter of 2004 for the cumulative effect of an accounting change, which are presented as separate components of net income under generally accepted accounting principles (GAAP).

The company acquired the retirement business of CIGNA Corporation on April 1, 2004. Results of the Financial Services Businesses include the results of this business from the date of acquisition. Adjusted operating income of the Financial Services Businesses for the first quarter of 2005 includes after-tax transition costs of 3 cents per Common share related to the retirement business acquisition and the combination of the company’s retail securities brokerage operations with Wachovia in 2003. The acquired retirement business contributed 7 cents per Common share to adjusted operating income of the Financial Services Businesses for the current quarter, net of estimated financing costs and after absorption of transition costs. Results of the Financial Services Businesses for the first quarter of 2005 also benefited from the acquisition, on February 27, 2004, of majority ownership of Hyundai Investment and Securities Co., Ltd., a Korean asset management firm, and the November 1, 2004 acquisition of Aoba Life, a Japanese life insurance company.

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**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.

Presented below is a discussion of the results of our divisions, based on a non-GAAP financial measure we call adjusted operating income. We believe that the presentation of adjusted operating income as we measure it for management purposes enhances 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 GAAP.

In the following business-level discussion, adjusted operating income refers to pre-tax results. As discussed below, current quarter results for several segments benefited from collection of investment income on a previously defaulted bond, which contributed a total of \$30 million to pre-tax adjusted operating income of the Financial Services Businesses.

The **Insurance division** reported adjusted operating income of \$255 million for the first quarter of 2005, an increase of \$44 million from \$211 million in the year-ago quarter. Our Individual Life and Annuities segment reported adjusted operating income of \$217 million for the current quarter, compared to \$185 million in the year-ago quarter. The segment's individual life insurance business reported adjusted operating income of \$117 million in the current quarter, a \$30 million increase from the year-ago quarter. Current quarter results benefited \$10 million from collection of investment income on a previously defaulted bond. About half of the remaining \$20 million increase came from current quarter mortality experience more favorable than that of the year-ago quarter, with the balance largely a result of the timing of current year expenses. The segment's individual annuity business reported adjusted operating income of \$100 million in the current quarter, compared to \$98 million in the year-ago quarter. Current quarter results benefited from higher asset-based fees and increased net interest spread on general account annuities including \$9 million from collection of investment income on a previously defaulted bond, but current quarter expenses were higher than a year ago reflecting

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expansion of third party distribution channels. Our Group Insurance segment reported adjusted operating income of \$38 million in the current quarter, including \$4 million from collection of investment income on a previously defaulted bond, compared to \$26 million in the year-ago quarter. Current quarter results benefited from more favorable life claims experience than that of the year-ago quarter, which more than offset the effect of unfavorable current quarter disability claims experience.

The **Investment division** reported adjusted operating income of \$304 million in the first quarter of 2005, an increase of \$208 million from \$96 million in the year-ago quarter. The Retirement segment reported adjusted operating income of \$155 million for the current quarter, including a \$56 million contribution to the segment's results from the April 1, 2004 acquisition of CIGNA's retirement business. The segment's original retirement business reported adjusted operating income of \$99 million for the current quarter, an increase of \$47 million from the year-ago quarter. Current quarter results benefited from mortgage prepayment income, reserve releases from updates of client census data on a block of business, and collection of investment income on a previously defaulted bond, totaling \$28 million. In addition, current quarter investment results and case experience were more favorable than in the year-ago quarter. The Asset Management segment reported adjusted operating income of \$134 million for the current quarter, an increase of \$76 million from the year-ago quarter. Current quarter results included income of \$35 million from a single sale in the principal investing business and an estimated contribution of \$10 million from management of assets associated with the acquired retirement business. In addition, current quarter results benefited from increased incentive and transaction fees primarily related to management of real estate, and greater fees from administration of managed accounts.

Our Financial Advisory segment, which reflects the combination of our retail securities brokerage business with Wachovia Securities, LLC on July 1, 2003, reported adjusted operating income of \$15 million for the current quarter including \$12 million from retail securities brokerage. Our 38% share of the venture's results, before transition costs, resulted in adjusted operating income of \$50 million for the current quarter, compared to \$54 million in the year-ago quarter, as reduced retail brokerage activity essentially offset a lower level of operating expenses.

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Current quarter results also include expenses of \$27 million related to obligations and costs we retained in connection with the contributed businesses primarily for litigation and regulatory matters, as well as \$11 million of transition costs. In the year-ago quarter, the Financial Advisory segment reported a loss, on an adjusted operating income basis, of \$14 million.

The **International Insurance and Investments division** reported adjusted operating income of \$311 million for the first quarter of 2005, an increase of \$90 million from \$221 million in the year-ago quarter. The International Insurance segment reported adjusted operating income of \$285 million for the current quarter, compared to \$215 million for the year-ago quarter. Adjusted operating income from our international insurance operations other than Gibraltar Life increased \$58 million to \$179 million in the current quarter, including an estimated initial contribution of \$17 million from the business of Aoba Life which was acquired by the company on November 1, 2004 and integrated with our existing Japanese insurance operations during the first quarter. Adjusted operating income also benefited from continued business growth in our Life Planner operations, a more favorable level of policy benefits and expenses in the current quarter, improved investment results, and a favorable impact of \$7 million, versus the year-ago quarter, from currency exchange rates. The segment's Gibraltar Life operations reported adjusted operating income of \$106 million for the current quarter, an increase of \$12 million from the year-ago quarter. Current quarter results benefited from a more favorable level of policy benefits and expenses and a favorable impact of \$6 million from foreign currency exchange rates, versus the year-ago quarter. The International Investments segment reported adjusted operating income of \$26 million for the quarter, an increase of \$20 million from the year-ago quarter including a \$17 million greater contribution from the company's 80% stake in Prudential Investment & Securities Co., Ltd., formerly Hyundai Investment and Securities Co., Ltd., a Korean asset management firm, for which the year-ago quarter included its initial month of results. This benefit was accompanied by more favorable results from the segment's other operations.

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**Corporate and Other operations** resulted in adjusted operating income of \$16 million in the first quarter of 2005, compared to \$22 million in the year-ago quarter.

**Assets under management** amounted to \$496 billion at March 31, 2005, compared to \$435 billion a year earlier and \$500 billion at December 31, 2004.

**Net income** of the Financial Services Businesses for the first quarter of 2005 amounted to \$766 million, compared to \$290 million in the year-ago quarter. Current quarter net income includes \$236 million of net realized investment gains and related charges and adjustments, and losses of \$14 million from divested businesses, in each case before income taxes. The net realized investment gains reflected fluctuations in value of hedging instruments covering our foreign currency risk and recovery of principal on a previously defaulted bond. Net income for the first quarter also reflects pre-tax decreases of \$130 million in recorded asset values and \$86 million in recorded liabilities pertaining to contracts, primarily in connection with the retirement business we acquired from CIGNA, for which such changes in value will ultimately inure to contractholders. These changes primarily represent interest-rate related mark-to-market adjustments and are excluded from adjusted operating income.

Net realized investment gains in the current quarter include \$26 million of losses from impairments and sales of credit-impaired securities. At March 31, 2005, gross unrealized losses on fixed maturity investments of the Financial Services Businesses amounted to \$649 million, including \$600 million on investment-grade securities, which are substantially all interest rate related. Gross unrealized losses on fixed maturity investments of the Financial Services Businesses amounted to \$529 million at year-end 2004.

Net income of the Financial Services Businesses for the year-ago quarter included \$1 million of net realized investment gains and related charges and adjustments, and losses of \$17 million from divested businesses, in each case before income taxes. Net income for the year-ago quarter also included a \$79 million charge (net of related taxes) for the cumulative effect of a change in accounting principle, resulting from our January 1, 2004 adoption of AICPA Statement of Position (SOP) 03-1, "Accounting and Reporting by Insurance Enterprises for Certain Nontraditional Long-Duration Contracts and for Separate Accounts."

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**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 first quarter 2005 net income of \$163 million, compared to \$111 million for the year-ago quarter.

The Closed Block Business reported income from operations before income taxes of \$245 million for the first quarter of 2005 and \$172 million for the year-ago quarter. Current quarter results reflected a decrease in policyholder dividends due to a reduction in the dividend scale. Closed Block Business results included net realized investment gains of \$203 million in the current quarter and \$205 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 \$929 million for the first quarter of 2005 and \$401 million for the year-ago quarter.

**Share Repurchases and Issuance**

During the first quarter of 2005, the company acquired 6.5 million shares of its Common Stock, at a total cost of \$367 million. From the commencement of share repurchases in May 2002, through March 31, 2005, the company has acquired 94.1 million shares of its Common Stock at a total cost of \$3.666 billion. This included 1.7 million shares repurchased and reissued directly to a company deferred compensation plan during 2002.

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In November 2004 the company issued 20.3 million shares of Common Stock to settle the purchase contracts associated with the equity security units issued in connection with its initial public offering. Excluding the impact of other changes, such as share repurchases, average shares used to compute Common Stock earnings per share for the first quarter of 2005 increased by approximately 15 million relative to the year-ago quarter, representing the difference between the 20.3 million shares issued and the dilutive impact of the purchase contracts in last year's quarter.

**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," "should," "will," "shall," or variations of such words are generally part of forward-looking statements. Forward-looking statements are made based on management's current expectations and beliefs concerning future developments and their potential effects upon Prudential Financial, Inc. and its subsidiaries. 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, among others: (1) general economic, market and political conditions, including the performance of financial markets and interest rate fluctuations; (2) domestic or international military or terrorist activities or conflicts; (3) volatility in the securities markets; (4) fluctuations in foreign currency exchange rates and foreign securities markets; (5) regulatory or legislative changes, including changes in tax law; (6) changes in statutory or U.S. GAAP accounting principles, practices or policies; (7) discrepancies between actual experience regarding mortality, morbidity, persistency, surrender experience, interest rates, or market returns and the assumptions we use in pricing our products, establishing liabilities and reserves or for other purposes; (8) reestimates of our

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reserves for future policy benefits and claims; (9) changes in our assumptions related to deferred policy acquisition costs; (10) events resulting in catastrophic loss of life; (11) investment losses and defaults; (12) changes in our claims-paying or credit ratings; (13) competition in our product lines and for personnel; (14) economic, political, currency and other risks relating to our international operations; (15) 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; (16) risks due to the lack of legal separation between our Financial Services Businesses and our Closed Block Business; (17) adverse determinations in litigation or regulatory matters and our exposure to contingent liabilities; and (18) the effects of acquisitions, divestitures and restructurings, including possible difficulties in integrating and realizing the projected results of acquisitions. 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 Common Stock earnings per share is based on after-tax adjusted operating income. Adjusted operating income, which is not measured in accordance with GAAP, excludes Realized investment gains (losses), net (other than those associated with terminating hedges of foreign currency earnings and current period yield adjustments). 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. Similarly, adjusted operating income excludes investment gains and losses on trading account assets supporting insurance liabilities and changes in experience-rated contractholder liabilities due to asset value changes, because these recorded changes in asset and liability values will ultimately inure to contractholders. 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 or recorded changes in asset and liability values that will ultimately inure to contractholders, we cannot provide a measure of our Common Stock

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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, 2004, should be considered by readers when reviewing forward-looking statements contained in this release. Additional historical information relating to our financial performance is located on our Web site at [www.investor.prudential.com](http://www.investor.prudential.com).

#### **Earnings Conference Call**

Members of Prudential's senior management will host a conference call on Thursday, May 5, 2005, 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: [www.investor.prudential.com](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 19. 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) 291-5254 (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 5, through May 12, dial (800) 475-6701 (domestic callers) or (320) 365-3844 (international callers). The access code for the replay is 765307.

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, 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, unaudited)

|                                                                                                                                     | Three Months Ended<br>March 31 |               |
|-------------------------------------------------------------------------------------------------------------------------------------|--------------------------------|---------------|
|                                                                                                                                     | 2005                           | 2004          |
| <b>Financial Services Businesses Income Statement Data:</b>                                                                         |                                |               |
| <b>Adjusted Operating Income (1):</b>                                                                                               |                                |               |
| Revenues:                                                                                                                           |                                |               |
| Premiums                                                                                                                            | \$ 2,529                       | \$ 2,191      |
| Policy charges and fee income                                                                                                       | 626                            | 567           |
| Net investment income                                                                                                               | 1,499                          | 1,244         |
| Commissions, investment management fees, and other income                                                                           | 977                            | 676           |
| Total revenues                                                                                                                      | 5,631                          | 4,678         |
| Benefits and expenses:                                                                                                              |                                |               |
| Insurance and annuity benefits                                                                                                      | 2,559                          | 2,289         |
| Interest credited to policyholders' account balances                                                                                | 603                            | 427           |
| Interest expense                                                                                                                    | 111                            | 53            |
| Other expenses                                                                                                                      | 1,472                          | 1,359         |
| Total benefits and expenses                                                                                                         | 4,745                          | 4,128         |
| Adjusted operating income before income taxes                                                                                       | 886                            | 550           |
| Income taxes, applicable to adjusted operating income                                                                               | 285                            | 171           |
| <b>Financial Services Businesses after-tax adjusted operating income (1)</b>                                                        | <b>601</b>                     | <b>379</b>    |
| Items excluded from adjusted operating income:                                                                                      |                                |               |
| Realized investment gains (losses), net, and related charges and adjustments                                                        | 236                            | 1             |
| Investment gains (losses) on trading account assets supporting insurance liabilities, net                                           | (130)                          | 50            |
| Change in experience-rated contractholder liabilities due to asset value changes                                                    | 86                             | (50)          |
| Divested businesses                                                                                                                 | (14)                           | (17)          |
| Total items excluded from adjusted operating income before income taxes                                                             | 178                            | (16)          |
| Income taxes, applicable to items excluded from adjusted operating income                                                           | 21                             | (12)          |
| Total items excluded from adjusted operating income, after income taxes                                                             | 157                            | (4)           |
| <b>Income from continuing operations (after-tax) of Financial Services Businesses before cumulative effect of accounting change</b> | <b>758</b>                     | <b>375</b>    |
| Income (loss) from discontinued operations, net of taxes                                                                            | 8                              | (6)           |
| Cumulative effect of accounting change, net of taxes                                                                                | —                              | (79)          |
| <b>Net income of Financial Services Businesses</b>                                                                                  | <b>\$ 766</b>                  | <b>\$ 290</b> |
| <b>Direct equity adjustment for earnings per share calculation (2)</b>                                                              | <b>22</b>                      | <b>19</b>     |
| <b>Earnings available to holders of Common Stock after direct equity adjustment:</b>                                                |                                |               |
| Based on net income                                                                                                                 | \$ 788                         | \$ 309        |
| Based on after-tax adjusted operating income                                                                                        | \$ 623                         | \$ 398        |

See footnotes on last page.

**Financial Highlights**

(in millions, except per share data, unaudited)

|                                                                                                                                     | Three Months Ended<br>March 31 |          |
|-------------------------------------------------------------------------------------------------------------------------------------|--------------------------------|----------|
|                                                                                                                                     | 2005                           | 2004     |
| <b>Earnings per share of Common Stock (diluted) (2):</b>                                                                            |                                |          |
| <b>Financial Services Businesses after-tax adjusted operating income</b>                                                            | \$ 1.18                        | \$ 0.74  |
| Items excluded from adjusted operating income:                                                                                      |                                |          |
| Realized investment gains (losses), net, and related charges and adjustments                                                        | 0.45                           | —        |
| Investment gains (losses) on trading account assets supporting insurance liabilities, net                                           | (0.25)                         | 0.09     |
| Change in experience-rated contractholder liabilities due to asset value changes                                                    | 0.16                           | (0.09)   |
| Divested businesses                                                                                                                 | (0.03)                         | (0.03)   |
| Total items excluded from adjusted operating income, before income taxes                                                            | 0.33                           | (0.03)   |
| Income taxes, applicable to items excluded from adjusted operating income                                                           | 0.04                           | (0.02)   |
| Total items excluded from adjusted operating income, after income taxes                                                             | 0.29                           | (0.01)   |
| <b>Income from continuing operations (after-tax) of Financial Services Businesses before cumulative effect of accounting change</b> | 1.47                           | 0.73     |
| Income (loss) from discontinued operations, net of taxes                                                                            | 0.02                           | (0.01)   |
| Cumulative effect of accounting change, net of taxes                                                                                | —                              | (0.15)   |
| <b>Net income of Financial Services Businesses</b>                                                                                  | \$ 1.49                        | \$ 0.57  |
| Weighted average number of outstanding Common shares (diluted basis)                                                                | 530.0                          | 539.9    |
| <b>Financial Services Businesses Attributed Equity (as of end of period):</b>                                                       |                                |          |
| Total attributed equity                                                                                                             | \$21,244                       | \$20,837 |
| Per share of Common Stock - diluted                                                                                                 | 40.35                          | 38.90    |
| Attributed equity excluding unrealized gains and losses on investments                                                              | \$20,008                       | \$18,520 |
| Per share of Common Stock - diluted                                                                                                 | 38.00                          | 34.58    |
| Number of diluted shares at end of period                                                                                           | 526.5                          | 535.6    |
| <b>Adjusted operating income before income taxes, by Segment (1):</b>                                                               |                                |          |
| Individual Life and Annuities                                                                                                       | \$ 217                         | \$ 185   |
| Group Insurance                                                                                                                     | 38                             | 26       |
| Total Insurance Division                                                                                                            | 255                            | 211      |
| Asset Management                                                                                                                    | 134                            | 58       |
| Financial Advisory                                                                                                                  | 15                             | (14)     |
| Retirement                                                                                                                          | 155                            | 52       |
| Total Investment Division                                                                                                           | 304                            | 96       |
| International Insurance                                                                                                             | 285                            | 215      |
| International Investments                                                                                                           | 26                             | 6        |
| Total International Insurance and Investments Division                                                                              | 311                            | 221      |
| Corporate and other operations                                                                                                      | 16                             | 22       |
| Financial Services Businesses adjusted operating income before income taxes                                                         | 886                            | 550      |
| Items excluded from adjusted operating income:                                                                                      |                                |          |
| Realized investment gains (losses), net, and related charges and adjustments                                                        | 236                            | 1        |
| Investment gains (losses) on trading account assets supporting insurance liabilities, net                                           | (130)                          | 50       |
| Change in experience-rated contractholder liabilities due to asset value changes                                                    | 86                             | (50)     |
| Divested businesses                                                                                                                 | (14)                           | (17)     |
| Total items excluded from adjusted operating income before income taxes                                                             | 178                            | (16)     |
| Income from continuing operations before income taxes and cumulative effect of accounting change - Financial Services Businesses    | \$ 1,064                       | \$ 534   |

See footnotes on last page.

**Financial Highlights**

(in millions, except per share data or as otherwise noted, unaudited)

|                                                                                                   |  | Three Months Ended<br>March 31 |               |
|---------------------------------------------------------------------------------------------------|--|--------------------------------|---------------|
|                                                                                                   |  | 2005                           | 2004          |
| <b>Insurance Division:</b>                                                                        |  |                                |               |
| Individual Life Insurance Sales (3):                                                              |  |                                |               |
| Excluding corporate-owned life insurance                                                          |  |                                |               |
| Variable life                                                                                     |  | \$ 19                          | \$ 26         |
| Universal life                                                                                    |  | 51                             | 32            |
| Term life                                                                                         |  | 29                             | 32            |
|                                                                                                   |  | <u>99</u>                      | <u>90</u>     |
| Total excluding corporate-owned life insurance                                                    |  | 99                             | 90            |
| Corporate-owned life insurance                                                                    |  | 1                              | 6             |
|                                                                                                   |  | <u>100</u>                     | <u>96</u>     |
| <b>Fixed and Variable Annuity Sales and Account Values:</b>                                       |  |                                |               |
| Gross sales                                                                                       |  | \$ 1,485                       | \$ 1,815      |
|                                                                                                   |  | <u>1,485</u>                   | <u>1,815</u>  |
| Net sales                                                                                         |  | \$ 183                         | \$ 412        |
|                                                                                                   |  | <u>183</u>                     | <u>412</u>    |
| Total account value at end of period                                                              |  | \$ 50,265                      | \$ 48,432     |
|                                                                                                   |  | <u>50,265</u>                  | <u>48,432</u> |
| Group Insurance New Annualized Premiums (4):                                                      |  |                                |               |
| Group life                                                                                        |  | \$ 274                         | \$ 127        |
| Group disability                                                                                  |  | 76                             | 90            |
|                                                                                                   |  | <u>350</u>                     | <u>217</u>    |
| Total                                                                                             |  | \$ 350                         | \$ 217        |
|                                                                                                   |  | <u>350</u>                     | <u>217</u>    |
| <b>Investment Division:</b>                                                                       |  |                                |               |
| Asset Management Segment:                                                                         |  |                                |               |
| Assets managed by Investment Management and Advisory Services (in billions, as of end of period): |  |                                |               |
| Retail customers                                                                                  |  | \$ 64.8                        | \$ 78.4       |
| Institutional customers                                                                           |  | 119.0                          | 99.9          |
| General account                                                                                   |  | 155.3                          | 131.2         |
|                                                                                                   |  | <u>339.1</u>                   | <u>309.5</u>  |
| Total Investment Management and Advisory Services                                                 |  | \$ 339.1                       | \$ 309.5      |
|                                                                                                   |  | <u>339.1</u>                   | <u>309.5</u>  |
| Mutual Funds and Wrap-Fee Products:                                                               |  |                                |               |
| Mutual Funds and Wrap-Fee Products Sales:                                                         |  |                                |               |
| Gross sales, other than money market                                                              |  | \$ 6,546                       | \$ 3,027      |
|                                                                                                   |  | <u>6,546</u>                   | <u>3,027</u>  |
| Net sales, other than money market                                                                |  | \$ 2,117                       | \$ 308        |
|                                                                                                   |  | <u>2,117</u>                   | <u>308</u>    |
| Assets at end of period:                                                                          |  |                                |               |
| Mutual funds, excluding money markets                                                             |  | \$ 25,886                      | \$ 27,304     |
| Money markets                                                                                     |  | 4,008                          | 16,723        |
| Wrap-fee products                                                                                 |  | 43,054                         | 21,084        |
|                                                                                                   |  | <u>72,948</u>                  | <u>65,111</u> |
| Total                                                                                             |  | \$ 72,948                      | \$ 65,111     |
|                                                                                                   |  | <u>72,948</u>                  | <u>65,111</u> |
| Retirement Segment Sales:                                                                         |  |                                |               |
| Defined Contribution:                                                                             |  |                                |               |
| Gross sales                                                                                       |  | \$ 3,196                       | \$ 1,124      |
|                                                                                                   |  | <u>3,196</u>                   | <u>1,124</u>  |
| Net sales (withdrawals)                                                                           |  | \$ 467                         | \$ (411)      |
|                                                                                                   |  | <u>467</u>                     | <u>(411)</u>  |
| Guaranteed Products:                                                                              |  |                                |               |
| Gross sales                                                                                       |  | \$ 1,933                       | \$ 501        |
|                                                                                                   |  | <u>1,933</u>                   | <u>501</u>    |
| Net sales (withdrawals)                                                                           |  | \$ 30                          | \$ (341)      |
|                                                                                                   |  | <u>30</u>                      | <u>(341)</u>  |
| <b>International Insurance and Investments Division:</b>                                          |  |                                |               |
| International Insurance New Annualized Premiums (5):                                              |  |                                |               |
| Actual exchange rate basis                                                                        |  | \$ 308                         | \$ 240        |
|                                                                                                   |  | <u>308</u>                     | <u>240</u>    |
| Constant exchange rate basis                                                                      |  | \$ 297                         | \$ 240        |
|                                                                                                   |  | <u>297</u>                     | <u>240</u>    |

See footnotes on last page.

**Financial Highlights**

(in millions, except per share data or as otherwise noted, unaudited)

|                                                                                                  | Three Months Ended<br>March 31 |                 |
|--------------------------------------------------------------------------------------------------|--------------------------------|-----------------|
|                                                                                                  | 2005                           | 2004            |
| <b>Closed Block Business Data:</b>                                                               |                                |                 |
| <b>Income Statement Data:</b>                                                                    |                                |                 |
| Revenues                                                                                         | \$ 1,981                       | \$ 1,988        |
| Benefits and expenses                                                                            | 1,736                          | 1,816           |
|                                                                                                  | <u>245</u>                     | <u>172</u>      |
| Income from operations before income taxes                                                       |                                |                 |
| Income taxes                                                                                     | 82                             | 61              |
|                                                                                                  | <u>163</u>                     | <u>111</u>      |
| <b>Closed Block Business net income</b>                                                          | <b>\$ 163</b>                  | <b>\$ 111</b>   |
| <b>Direct equity adjustment for earnings per share calculation (2)</b>                           |                                |                 |
|                                                                                                  | (22)                           | (19)            |
| <b>Earnings available to holders of Class B Stock after direct equity adjustment</b>             | <b>\$ 141</b>                  | <b>\$ 92</b>    |
|                                                                                                  | <u>70.50</u>                   | <u>46.00</u>    |
| Net income per share of Class B Stock                                                            |                                |                 |
|                                                                                                  | <u>2.0</u>                     | <u>2.0</u>      |
| Weighted average diluted shares outstanding during period                                        |                                |                 |
| <b>Closed Block Business Attributed Equity (as of end of period):</b>                            |                                |                 |
| Total attributed equity                                                                          | \$ 1,175                       | \$ 1,016        |
| Per Share of Class B Stock                                                                       | 587.50                         | 508.00          |
| Attributed equity excluding unrealized gains and losses on investments                           | \$ 904                         | \$ 367          |
| Per Share of Class B Stock                                                                       | 452.00                         | 183.50          |
| Number of Class B Shares at end of period                                                        | 2.0                            | 2.0             |
| <b>Consolidated Data:</b>                                                                        |                                |                 |
| <b>Consolidated Income Statement Data:</b>                                                       |                                |                 |
| Revenues                                                                                         | \$ 7,778                       | \$ 6,751        |
| Benefits and expenses                                                                            | 6,469                          | 6,045           |
|                                                                                                  | <u>1,309</u>                   | <u>706</u>      |
| Income from continuing operations before income taxes and cumulative effect of accounting change |                                |                 |
| Income tax expense                                                                               | 388                            | 220             |
|                                                                                                  | <u>921</u>                     | <u>486</u>      |
| Income from continuing operations before cumulative effect of accounting change                  |                                |                 |
| Income (loss) from discontinued operations, net of taxes                                         | 8                              | (6)             |
| Cumulative effect of accounting change, net of taxes                                             | —                              | (79)            |
|                                                                                                  | <u>929</u>                     | <u>401</u>      |
| Consolidated net income                                                                          | <b>\$ 929</b>                  | <b>\$ 401</b>   |
| <b>Net income:</b>                                                                               |                                |                 |
| Financial Services Businesses                                                                    | \$ 766                         | \$ 290          |
| Closed Block Business                                                                            | 163                            | 111             |
|                                                                                                  | <u>929</u>                     | <u>401</u>      |
| Consolidated net income                                                                          | <b>\$ 929</b>                  | <b>\$ 401</b>   |
| <b>Assets and Asset Management Information (in billions, as of end of period)</b>                |                                |                 |
| Total assets                                                                                     | \$ 403.2                       | \$ 334.2        |
| Assets under management (at fair market value):                                                  |                                |                 |
| Managed by Investment Division:                                                                  |                                |                 |
| Asset Management Segment - Investment Management and Advisory Services                           | \$ 339.1                       | \$ 309.5        |
| Non-proprietary assets under management                                                          | 44.0                           | 22.3            |
|                                                                                                  | <u>383.1</u>                   | <u>331.8</u>    |
| Total managed by Investment Division                                                             |                                |                 |
| Managed by International Insurance and Investments Division                                      | 74.0                           | 67.6            |
| Managed by Insurance Division                                                                    | 38.6                           | 35.3            |
|                                                                                                  | <u>495.7</u>                   | <u>434.7</u>    |
| Total assets under management                                                                    |                                |                 |
| Client assets under administration                                                               | 85.3                           | 52.2            |
|                                                                                                  | <u>581.0</u>                   | <u>486.9</u>    |
| Total assets under management and administration                                                 | <b>\$ 581.0</b>                | <b>\$ 486.9</b> |

See footnotes on last page.

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- (1) Adjusted operating income is a non-GAAP measure that excludes Realized investment gains (losses), net (other than those associated with terminating hedges of foreign currency earnings and current period yield adjustments), and related charges and adjustments; net investment gains and losses on trading account assets supporting insurance liabilities; change in experience-rated contractholder liabilities due to asset value changes; results of divested businesses and discontinued operations; cumulative effect of accounting change; and the related tax effects thereof. Revenues and benefits and expenses shown as components of adjusted operating income, are presented on the same basis as pre-tax adjusted operating income and exclude these items as well.
- Adjusted operating income does not equate to "Income from continuing operations before income taxes and cumulative effect of accounting change" as determined in accordance with GAAP but is the measure of profit or loss we use to evaluate segment performance. Adjusted operating income should not be viewed as a substitute for 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) Scheduled premiums from new sales on an annualized basis and first year excess premiums and deposits on a cash-received basis.
- (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. Group insurance new annualized premiums include premiums from the takeover of claim liabilities.
- (5) 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, 2004.



**Prudential Financial, Inc. (PRU)**

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**Quarterly Financial Supplement**

FINANCIAL SERVICES BUSINESSES  
FIRST QUARTER 2005

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. All financial information in this document is unaudited.

May 4, 2005

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Revenues, expenses, assets and liabilities as reported herein reflect certain reclassifications to conform to current period reporting practices.

FINANCIAL HIGHLIGHTS  
(in millions, except per share data)

| Year-to-date                                                                                                                                                              |        |          | 2004   |        |        |        | 2005   |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------|----------|--------|--------|--------|--------|--------|
| 2005                                                                                                                                                                      | 2004   | % Change | 1Q     | 2Q     | 3Q     | 4Q     | 1Q     |
| <b>Financial Services Businesses:</b>                                                                                                                                     |        |          |        |        |        |        |        |
| Pre-tax adjusted operating income by division:                                                                                                                            |        |          |        |        |        |        |        |
| 255                                                                                                                                                                       | 211    | 21%      | 211    | 238    | 245    | 297    | 255    |
| 304                                                                                                                                                                       | 96     | 217%     | 96     | 72     | 76     | 111    | 304    |
| 311                                                                                                                                                                       | 221    | 41%      | 221    | 269    | 260    | 253    | 311    |
| 16                                                                                                                                                                        | 22     | -27%     | 22     | 64     | 54     | 18     | 16     |
| 886                                                                                                                                                                       | 550    | 61%      | 550    | 643    | 635    | 679    | 886    |
| 285                                                                                                                                                                       | 171    | 67%      | 171    | 142    | 168    | 195    | 285    |
| 601                                                                                                                                                                       | 379    | 59%      | 379    | 501    | 467    | 484    | 601    |
| <b>Financial Services Businesses after-tax adjusted operating income</b>                                                                                                  |        |          |        |        |        |        |        |
| Items excluded from adjusted operating income:                                                                                                                            |        |          |        |        |        |        |        |
| 236                                                                                                                                                                       | 1      | 23500%   | 1      | 143    | 38     | (158)  | 236    |
| (130)                                                                                                                                                                     | 50     | -360%    | 50     | (322)  | 208    | 21     | (130)  |
| 86                                                                                                                                                                        | (50)   | 272%     | (50)   | 183    | (100)  | (44)   | 86     |
| (14)                                                                                                                                                                      | (17)   | 18%      | (17)   | (9)    | (22)   | (57)   | (14)   |
| 178                                                                                                                                                                       | (16)   | 1213%    | (16)   | (5)    | 124    | (238)  | 178    |
| 21                                                                                                                                                                        | (12)   | 275%     | (12)   | (8)    | 36     | (70)   | 21     |
| 157                                                                                                                                                                       | (4)    | 4025%    | (4)    | 3      | 88     | (168)  | 157    |
| <b>Income from continuing operations (after-tax) of Financial Services Businesses before extraordinary gain on acquisition and cumulative effect of accounting change</b> |        |          |        |        |        |        |        |
| 758                                                                                                                                                                       | 375    | 102%     | 375    | 504    | 555    | 316    | 758    |
| 8                                                                                                                                                                         | (6)    | 233%     | (6)    | (5)    | (8)    | 1      | 8      |
| —                                                                                                                                                                         | —      | —        | —      | 20     | 1      | —      | —      |
| —                                                                                                                                                                         | (79)   | 100%     | (79)   | —      | —      | —      | —      |
| 766                                                                                                                                                                       | 290    | 164%     | 290    | 519    | 548    | 317    | 766    |
| <b>Net income of Financial Services Businesses</b>                                                                                                                        |        |          |        |        |        |        |        |
| <b>Earnings per share of Common Stock (diluted):</b>                                                                                                                      |        |          |        |        |        |        |        |
| 1.18                                                                                                                                                                      | 0.74   |          | 0.74   | 0.98   | 0.93   | 0.96   | 1.18   |
| Items excluded from adjusted operating income:                                                                                                                            |        |          |        |        |        |        |        |
| 0.45                                                                                                                                                                      | —      |          | —      | 0.27   | 0.07   | (0.30) | 0.45   |
| (0.25)                                                                                                                                                                    | 0.09   |          | 0.09   | (0.60) | 0.40   | 0.04   | (0.25) |
| 0.16                                                                                                                                                                      | (0.09) |          | (0.09) | 0.34   | (0.19) | (0.08) | 0.16   |
| (0.03)                                                                                                                                                                    | (0.03) |          | (0.03) | (0.02) | (0.04) | (0.11) | (0.03) |
| 0.33                                                                                                                                                                      | (0.03) |          | (0.03) | (0.01) | 0.24   | (0.45) | 0.33   |
| 0.04                                                                                                                                                                      | (0.02) |          | (0.02) | (0.02) | 0.07   | (0.13) | 0.04   |
| 0.29                                                                                                                                                                      | (0.01) |          | (0.01) | 0.01   | 0.17   | (0.32) | 0.29   |
| <b>Income from continuing operations (after-tax) of Financial Services Businesses before extraordinary gain on acquisition and cumulative effect of accounting change</b> |        |          |        |        |        |        |        |
| 1.47                                                                                                                                                                      | 0.73   |          | 0.73   | 0.99   | 1.10   | 0.64   | 1.47   |
| 0.02                                                                                                                                                                      | (0.01) |          | (0.01) | (0.01) | (0.02) | —      | 0.02   |
| —                                                                                                                                                                         | —      |          | —      | 0.04   | —      | —      | —      |
| —                                                                                                                                                                         | (0.15) |          | (0.15) | —      | —      | —      | —      |
| 1.49                                                                                                                                                                      | 0.57   |          | 0.57   | 1.02   | 1.08   | 0.64   | 1.49   |
| <b>Net income of Financial Services Businesses</b>                                                                                                                        |        |          |        |        |        |        |        |
| 530.0                                                                                                                                                                     | 539.9  |          | 539.9  | 532.2  | 525.7  | 527.3  | 530.0  |
| 12.60%                                                                                                                                                                    | 8.61%  |          | 8.61%  | 11.26% | 10.38% | 10.46% | 12.60% |
| <b>Reconciliation to Consolidated Net Income of Prudential Financial, Inc.:</b>                                                                                           |        |          |        |        |        |        |        |
| 766                                                                                                                                                                       | 290    |          | 290    | 519    | 548    | 317    | 766    |
| 163                                                                                                                                                                       | 111    |          | 111    | 30     | 180    | 261    | 163    |
| 929                                                                                                                                                                       | 401    |          | 401    | 549    | 728    | 578    | 929    |
| 22                                                                                                                                                                        | 19     |          | 19     | 23     | 22     | 20     | 22     |
| Direct equity adjustments for earnings per share calculations                                                                                                             |        |          |        |        |        |        |        |

FINANCIAL HIGHLIGHTS  
(in millions, except per share data)

| Year-to-date                                                  |       |                                                      | 2004   |        |        |        | 2005   |
|---------------------------------------------------------------|-------|------------------------------------------------------|--------|--------|--------|--------|--------|
| 2005                                                          | 2004  |                                                      | 1Q     | 2Q     | 3Q     | 4Q     | 1Q     |
| <b>Financial Services Businesses Capitalization Data (1):</b> |       |                                                      |        |        |        |        |        |
|                                                               |       | Short-term debt                                      | 4,603  | 4,432  | 6,135  | 3,896  | 6,253  |
|                                                               |       | Long-term debt                                       | 3,820  | 4,437  | 5,708  | 5,877  | 5,981  |
|                                                               |       | Attributed Equity:                                   |        |        |        |        |        |
|                                                               |       | Including accumulated other comprehensive income     | 20,837 | 19,619 | 20,457 | 21,209 | 21,244 |
|                                                               |       | Excluding unrealized gains and losses on investments | 18,520 | 18,695 | 18,987 | 19,561 | 20,008 |
|                                                               |       | Excluding accumulated other comprehensive income     | 18,554 | 18,755 | 18,995 | 19,392 | 19,907 |
|                                                               |       | Total Capitalization:                                |        |        |        |        |        |
|                                                               |       | Including accumulated other comprehensive income     | 24,657 | 24,056 | 26,165 | 27,086 | 27,225 |
|                                                               |       | Excluding unrealized gains and losses on investments | 22,340 | 23,132 | 24,695 | 25,438 | 25,989 |
|                                                               |       | Excluding accumulated other comprehensive income     | 22,374 | 23,192 | 24,703 | 25,269 | 25,888 |
|                                                               |       | Book value per share of Common Stock:                |        |        |        |        |        |
|                                                               |       | Including accumulated other comprehensive income     | 38.90  | 37.11  | 39.19  | 39.90  | 40.35  |
|                                                               |       | Excluding unrealized gains and losses on investments | 34.58  | 35.36  | 36.37  | 36.80  | 38.00  |
|                                                               |       | Excluding accumulated other comprehensive income     | 34.64  | 35.47  | 36.39  | 36.49  | 37.81  |
|                                                               |       | Number of diluted shares at end of period            | 535.6  | 528.7  | 522.0  | 531.5  | 526.5  |
| <b>Common Stock Price Range (based on closing price):</b>     |       |                                                      |        |        |        |        |        |
| 59.32                                                         | 48.11 | High                                                 | 48.11  | 46.47  | 48.10  | 55.09  | 59.32  |
| 52.62                                                         | 41.62 | Low                                                  | 41.62  | 41.05  | 44.30  | 42.87  | 52.62  |
| 57.40                                                         | 44.78 | Close                                                | 44.78  | 46.47  | 47.04  | 54.96  | 57.40  |
| <b>Common Stock market capitalization (1)</b>                 |       |                                                      | 23,679 | 24,209 | 24,158 | 28,983 | 29,980 |

(1) As of end of period.

| Year-to-date                                                                               |       | 2004  |       |       |       | 2005  |
|--------------------------------------------------------------------------------------------|-------|-------|-------|-------|-------|-------|
| 2005                                                                                       | 2004  | 1Q    | 2Q    | 3Q    | 4Q    | 1Q    |
| <b>Assets Under Management and Administration (\$ billions) (1) (2):</b>                   |       |       |       |       |       |       |
| Assets Under Management :                                                                  |       |       |       |       |       |       |
| Managed by Investment Division:                                                            |       |       |       |       |       |       |
| Asset Management Segment - Investment Management & Advisory Services                       |       |       |       |       |       |       |
|                                                                                            |       | 78.4  | 74.4  | 62.3  | 66.0  | 64.8  |
|                                                                                            |       | 99.9  | 106.3 | 108.9 | 119.2 | 119.0 |
|                                                                                            |       | 131.2 | 147.6 | 152.3 | 152.7 | 155.3 |
|                                                                                            |       |       |       |       |       |       |
| Total Investment Management and Advisory Services                                          |       | 309.5 | 328.3 | 323.5 | 337.9 | 339.1 |
| Non-proprietary assets under management                                                    |       | 22.3  | 43.6  | 43.5  | 44.8  | 44.0  |
|                                                                                            |       |       |       |       |       |       |
| Total managed by Investment Division                                                       |       | 331.8 | 371.9 | 367.0 | 382.7 | 383.1 |
| Managed by International Insurance and Investments Division                                |       | 67.6  | 67.0  | 67.1  | 77.7  | 74.0  |
| Managed by Insurance Division                                                              |       | 35.3  | 35.3  | 35.9  | 39.1  | 38.6  |
|                                                                                            |       |       |       |       |       |       |
| Total assets under management                                                              |       | 434.7 | 474.2 | 470.0 | 499.5 | 495.7 |
| Client assets under administration                                                         |       | 52.2  | 64.6  | 72.9  | 82.2  | 85.3  |
|                                                                                            |       |       |       |       |       |       |
| Total assets under management and administration                                           |       | 486.9 | 538.8 | 542.9 | 581.7 | 581.0 |
|                                                                                            |       |       |       |       |       |       |
| Assets managed or administered for customers outside of the United States at end of period |       | 100.8 | 97.3  | 96.4  | 107.0 | 104.9 |
| <b>Distribution Representatives (1):</b>                                                   |       |       |       |       |       |       |
|                                                                                            |       | 4,147 | 4,001 | 3,982 | 3,682 | 3,519 |
|                                                                                            |       | 5,008 | 5,123 | 5,234 | 5,385 | 5,555 |
|                                                                                            |       | 4,815 | 4,888 | 4,759 | 4,970 | 4,902 |
| 37                                                                                         | 36    | 36    | 40    | 37    | 54    | 37    |
| <b>Third Party Distribution - Retail Products (\$ millions) (3):</b>                       |       |       |       |       |       |       |
| 39                                                                                         | 28    | 28    | 34    | 45    | 48    | 39    |
| 1                                                                                          | 6     | 6     | 1     | 3     | 1     | 1     |
| 1,137                                                                                      | 1,410 | 1,410 | 1,332 | 1,078 | 1,014 | 1,137 |
| 6,261                                                                                      | 2,742 | 2,742 | 2,386 | 4,002 | 4,936 | 6,261 |

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COMBINED STATEMENTS OF OPERATIONS - FINANCIAL SERVICES BUSINESSES  
(in millions)

| Year-to-date                                                       |       |          |                                                                                                                                     | 2004  |       |       |       | 2005  |
|--------------------------------------------------------------------|-------|----------|-------------------------------------------------------------------------------------------------------------------------------------|-------|-------|-------|-------|-------|
| 2005                                                               | 2004  | % Change |                                                                                                                                     | 1Q    | 2Q    | 3Q    | 4Q    | 1Q    |
| Revenues (1):                                                      |       |          |                                                                                                                                     |       |       |       |       |       |
| 2,529                                                              | 2,191 | 15%      | Premiums                                                                                                                            | 2,191 | 2,210 | 2,176 | 2,218 | 2,529 |
| 626                                                                | 567   | 10%      | Policy charges and fee income                                                                                                       | 567   | 600   | 615   | 644   | 626   |
| 1,499                                                              | 1,244 | 20%      | Net investment income                                                                                                               | 1,244 | 1,330 | 1,397 | 1,413 | 1,499 |
| 977                                                                | 676   | 45%      | Commissions, investment management fees, and other income                                                                           | 676   | 917   | 841   | 976   | 977   |
| 5,631                                                              | 4,678 | 20%      | Total revenues                                                                                                                      | 4,678 | 5,057 | 5,029 | 5,251 | 5,631 |
| Benefits and Expenses (1):                                         |       |          |                                                                                                                                     |       |       |       |       |       |
| 2,559                                                              | 2,289 | 12%      | Insurance and annuity benefits                                                                                                      | 2,289 | 2,243 | 2,246 | 2,254 | 2,559 |
| 603                                                                | 427   | 41%      | Interest credited to policyholders' account balances                                                                                | 427   | 582   | 580   | 594   | 603   |
| 111                                                                | 53    | 109%     | Interest expense                                                                                                                    | 53    | 57    | 83    | 103   | 111   |
| (416)                                                              | (388) | -7%      | Deferral of acquisition costs                                                                                                       | (388) | (373) | (360) | (407) | (416) |
| 229                                                                | 192   | 19%      | Amortization of acquisition costs                                                                                                   | 192   | 190   | 212   | 172   | 229   |
| 1,659                                                              | 1,555 | 7%       | General and administrative expenses                                                                                                 | 1,555 | 1,715 | 1,633 | 1,856 | 1,659 |
| 4,745                                                              | 4,128 | 15%      | Total benefits and expenses                                                                                                         | 4,128 | 4,414 | 4,394 | 4,572 | 4,745 |
| 886                                                                | 550   | 61%      | Adjusted operating income before income taxes                                                                                       | 550   | 643   | 635   | 679   | 886   |
| Items excluded from adjusted operating income before income taxes: |       |          |                                                                                                                                     |       |       |       |       |       |
| 257                                                                | 9     | 2756%    | Realized investment gains (losses), net, and related adjustments                                                                    | 9     | 155   | 50    | (132) | 257   |
| (21)                                                               | (8)   | -163%    | Related charges                                                                                                                     | (8)   | (12)  | (12)  | (26)  | (21)  |
| 236                                                                | 1     | 23500%   | Total realized investment gains (losses), net, and related charges and adjustments                                                  | 1     | 143   | 38    | (158) | 236   |
| (130)                                                              | 50    | -360%    | Investment gains (losses) on trading account assets supporting insurance liabilities, net                                           | 50    | (322) | 208   | 21    | (130) |
| 86                                                                 | (50)  | 272%     | Change in experience-rated contractholder liabilities due to asset value changes                                                    | (50)  | 183   | (100) | (44)  | 86    |
| (14)                                                               | (17)  | 18%      | Divested businesses                                                                                                                 | (17)  | (9)   | (22)  | (57)  | (14)  |
| 178                                                                | (16)  | 1213%    | Total items excluded from adjusted operating income before income taxes                                                             | (16)  | (5)   | 124   | (238) | 178   |
| 1,064                                                              | 534   | 99%      | Income from continuing operations before income taxes, extraordinary gain on acquisition and cumulative effect of accounting change | 534   | 638   | 759   | 441   | 1,064 |
| 306                                                                | 159   | 92%      | Income tax expense                                                                                                                  | 159   | 134   | 204   | 125   | 306   |
| 758                                                                | 375   | 102%     | Income from continuing operations before extraordinary gain on acquisition and cumulative effect of accounting change               | 375   | 504   | 555   | 316   | 758   |

- (1) Revenues exclude realized investment gains, net of losses and related charges and adjustments, investment gains, net of losses, on trading account assets supporting insurance liabilities, and revenues of divested businesses. Benefits and expenses exclude charges related to realized investment gains, net of losses; changes in experience-rated contractholder liabilities due to asset value changes, and benefits and expenses of divested businesses.

COMBINED BALANCE SHEETS - FINANCIAL SERVICES BUSINESSES  
(in millions)

|                                                                                                                        | 3/31/2004 | 6/30/2004 | 9/30/2004 | 12/31/2004 | 3/31/2005 |
|------------------------------------------------------------------------------------------------------------------------|-----------|-----------|-----------|------------|-----------|
| <b>Assets:</b>                                                                                                         |           |           |           |            |           |
| Investments:                                                                                                           |           |           |           |            |           |
| Fixed maturities, available for sale, at fair value (amortized cost \$84,853; \$87,800; \$89,640; \$97,732; \$100,301) | 90,479    | 90,596    | 93,889    | 102,155    | 103,966   |
| Fixed maturities, held to maturity, at amortized cost (fair value \$2,999; \$2,704; \$2,633; \$2,765; \$3,412)         | 2,949     | 2,724     | 2,607     | 2,747      | 3,389     |
| Trading account assets supporting insurance liabilities, at fair value                                                 | 807       | 11,920    | 12,695    | 12,964     | 13,239    |
| Other trading account assets, at fair value                                                                            | 5,245     | 3,098     | 3,222     | 1,547      | 1,488     |
| Equity securities, available for sale, at fair value (cost \$1,027; \$1,271; \$1,282; \$1,473; \$1,634)                | 1,164     | 1,422     | 1,457     | 1,663      | 1,865     |
| Commercial loans                                                                                                       | 11,508    | 16,412    | 16,315    | 17,092     | 16,569    |
| Policy loans                                                                                                           | 2,671     | 2,608     | 2,606     | 2,919      | 2,943     |
| Securities purchased under agreements to resell                                                                        | 2,086     | 147       | 190       | 127        | 171       |
| Other long-term investments                                                                                            | 4,143     | 4,553     | 4,518     | 4,934      | 4,644     |
| Short-term investments                                                                                                 | 2,913     | 3,818     | 2,399     | 3,405      | 2,992     |
| Total investments                                                                                                      | 123,965   | 137,298   | 139,898   | 149,553    | 151,266   |
| Cash and cash equivalents                                                                                              | 5,893     | 4,053     | 4,471     | 6,164      | 6,291     |
| Accrued investment income                                                                                              | 1,137     | 1,238     | 1,317     | 1,307      | 1,375     |
| Reinsurance recoverables                                                                                               | 599       | 35,843    | 34,825    | 32,790     | 3,767     |
| Deferred policy acquisition costs                                                                                      | 6,731     | 7,086     | 7,022     | 7,624      | 7,854     |
| Other assets                                                                                                           | 18,125    | 14,910    | 16,000    | 16,472     | 16,644    |
| Separate account assets                                                                                                | 106,833   | 103,961   | 105,621   | 115,568    | 142,568   |
| Total assets                                                                                                           | 263,283   | 304,389   | 309,154   | 329,478    | 329,765   |
| <b>Liabilities:</b>                                                                                                    |           |           |           |            |           |
| Future policy benefits                                                                                                 | 47,714    | 46,817    | 47,673    | 52,522     | 52,370    |
| Policyholders' account balances                                                                                        | 47,012    | 63,236    | 63,521    | 69,940     | 70,287    |
| Unpaid claims and claim adjustment expenses                                                                            | 1,717     | 1,740     | 1,775     | 1,807      | 1,839     |
| Reinsurance payables                                                                                                   | 180       | 35,444    | 34,469    | 32,386     | 3,345     |
| Securities sold under agreements to repurchase                                                                         | 5,536     | 5,685     | 4,957     | 4,657      | 6,087     |
| Cash collateral for loaned securities                                                                                  | 3,361     | 3,661     | 2,978     | 4,248      | 3,246     |
| Income taxes payable                                                                                                   | 2,686     | 2,015     | 2,427     | 2,681      | 2,508     |
| Securities sold but not yet purchased                                                                                  | 2,386     | 345       | 503       | 427        | 466       |
| Short-term debt                                                                                                        | 4,603     | 4,432     | 6,135     | 3,896      | 6,253     |
| Long-term debt                                                                                                         | 3,820     | 4,437     | 5,708     | 5,877      | 5,981     |
| Other liabilities                                                                                                      | 16,598    | 12,997    | 12,930    | 14,260     | 13,571    |
| Separate account liabilities                                                                                           | 106,833   | 103,961   | 105,621   | 115,568    | 142,568   |
| Total liabilities                                                                                                      | 242,446   | 284,770   | 288,697   | 308,269    | 308,521   |
| <b>Attributed Equity:</b>                                                                                              |           |           |           |            |           |
| Accumulated other comprehensive income                                                                                 | 2,283     | 864       | 1,462     | 1,817      | 1,337     |
| Other attributed equity                                                                                                | 18,554    | 18,755    | 18,995    | 19,392     | 19,907    |
| Total attributed equity                                                                                                | 20,837    | 19,619    | 20,457    | 21,209     | 21,244    |
| Total liabilities and attributed equity                                                                                | 263,283   | 304,389   | 309,154   | 329,478    | 329,765   |

FINANCIAL SERVICES BUSINESSES COMBINING STATEMENTS OF OPERATIONS - BY DIVISION  
(in millions)

| Three Months Ended March 31, 2005                         |                                              |                       |                        |                                                         |                                      |
|-----------------------------------------------------------|----------------------------------------------|-----------------------|------------------------|---------------------------------------------------------|--------------------------------------|
|                                                           | 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                                                  | 2,529                                        | 941                   | 41                     | 1,552                                                   | (5)                                  |
| Policy charges and fee income                             | 626                                          | 513                   | 46                     | 71                                                      | (4)                                  |
| Net investment income                                     | 1,499                                        | 433                   | 637                    | 309                                                     | 120                                  |
| Commissions, investment management fees, and other income | 977                                          | 137                   | 749                    | 112                                                     | (21)                                 |
| <b>Total revenues</b>                                     | <b>5,631</b>                                 | <b>2,024</b>          | <b>1,473</b>           | <b>2,044</b>                                            | <b>90</b>                            |
| <b>Benefits and Expenses (1):</b>                         |                                              |                       |                        |                                                         |                                      |
| Insurance and annuity benefits                            | 2,559                                        | 1,068                 | 215                    | 1,258                                                   | 18                                   |
| Interest credited to policyholders' account balances      | 603                                          | 177                   | 384                    | 46                                                      | (4)                                  |
| Interest expense                                          | 111                                          | 25                    | 22                     | 6                                                       | 58                                   |
| Deferral of acquisition costs                             | (416)                                        | (165)                 | (17)                   | (251)                                                   | 17                                   |
| Amortization of acquisition costs                         | 229                                          | 127                   | 14                     | 101                                                     | (13)                                 |
| General and administrative expenses                       | 1,659                                        | 537                   | 551                    | 573                                                     | (2)                                  |
| <b>Total benefits and expenses</b>                        | <b>4,745</b>                                 | <b>1,769</b>          | <b>1,169</b>           | <b>1,733</b>                                            | <b>74</b>                            |
| <b>Adjusted operating income before income taxes</b>      | <b>886</b>                                   | <b>255</b>            | <b>304</b>             | <b>311</b>                                              | <b>16</b>                            |
| Three Months Ended March 31, 2004                         |                                              |                       |                        |                                                         |                                      |
|                                                           | 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                                                  | 2,191                                        | 850                   | 12                     | 1,330                                                   | (1)                                  |
| Policy charges and fee income                             | 567                                          | 490                   | 18                     | 63                                                      | (4)                                  |
| Net investment income                                     | 1,244                                        | 369                   | 523                    | 229                                                     | 123                                  |
| Commissions, investment management fees, and other income | 676                                          | 150                   | 477                    | 61                                                      | (12)                                 |
| <b>Total revenues</b>                                     | <b>4,678</b>                                 | <b>1,859</b>          | <b>1,030</b>           | <b>1,683</b>                                            | <b>106</b>                           |
| <b>Benefits and Expenses (1):</b>                         |                                              |                       |                        |                                                         |                                      |
| Insurance and annuity benefits                            | 2,289                                        | 978                   | 208                    | 1,083                                                   | 20                                   |
| Interest credited to policyholders' account balances      | 427                                          | 175                   | 226                    | 26                                                      | —                                    |
| Interest expense                                          | 53                                           | 1                     | 9                      | 1                                                       | 42                                   |
| Deferral of acquisition costs                             | (388)                                        | (182)                 | (8)                    | (214)                                                   | 16                                   |
| Amortization of acquisition costs                         | 192                                          | 108                   | 15                     | 84                                                      | (15)                                 |
| General and administrative expenses                       | 1,555                                        | 568                   | 484                    | 482                                                     | 21                                   |
| <b>Total benefits and expenses</b>                        | <b>4,128</b>                                 | <b>1,648</b>          | <b>934</b>             | <b>1,462</b>                                            | <b>84</b>                            |
| <b>Adjusted operating income before income taxes</b>      | <b>550</b>                                   | <b>211</b>            | <b>96</b>              | <b>221</b>                                              | <b>22</b>                            |

- (1) Revenues exclude realized investment gains, net of losses and related charges and adjustments, investment gains, net of losses, on trading account assets supporting insurance liabilities, and revenues of divested businesses. Benefits and expenses exclude charges related to realized investment gains, net of losses; changes in experience-rated contractholder liabilities due to asset value changes, and benefits and expenses of divested businesses.

FINANCIAL SERVICES BUSINESSES COMBINING BALANCE SHEETS - BY DIVISION  
(in millions)

| As of March 31, 2005                           |                                              |                       |                        |                                                         |                                      |
|------------------------------------------------|----------------------------------------------|-----------------------|------------------------|---------------------------------------------------------|--------------------------------------|
|                                                | 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                              | 151,266                                      | 32,090                | 56,518                 | 50,016                                                  | 12,642                               |
| Deferred policy acquisition costs              | 7,854                                        | 4,340                 | 95                     | 3,567                                                   | (148)                                |
| Other assets                                   | 28,077                                       | 3,586                 | 10,095                 | 7,205                                                   | 7,191                                |
| Separate account assets                        | 142,568                                      | 68,346                | 75,276                 | 33                                                      | (1,087)                              |
| <b>Total assets</b>                            | <b>329,765</b>                               | <b>108,362</b>        | <b>141,984</b>         | <b>60,821</b>                                           | <b>18,598</b>                        |
| <b>Liabilities:</b>                            |                                              |                       |                        |                                                         |                                      |
| Future policy benefits                         | 52,370                                       | 5,314                 | 13,467                 | 32,979                                                  | 610                                  |
| Policyholders' account balances                | 70,287                                       | 18,655                | 37,199                 | 15,077                                                  | (644)                                |
| Debt                                           | 12,234                                       | 1,640                 | 1,151                  | 768                                                     | 8,675                                |
| Other liabilities                              | 31,062                                       | 8,593                 | 9,090                  | 7,284                                                   | 6,095                                |
| Separate account liabilities                   | 142,568                                      | 68,346                | 75,276                 | 33                                                      | (1,087)                              |
| <b>Total liabilities</b>                       | <b>308,521</b>                               | <b>102,548</b>        | <b>136,183</b>         | <b>56,141</b>                                           | <b>13,649</b>                        |
| <b>Attributed Equity:</b>                      |                                              |                       |                        |                                                         |                                      |
| Accumulated other comprehensive income         | 1,337                                        | 452                   | 65                     | 764                                                     | 56                                   |
| Other attributed equity                        | 19,907                                       | 5,362                 | 5,736                  | 3,916                                                   | 4,893                                |
| <b>Total attributed equity</b>                 | <b>21,244</b>                                | <b>5,814</b>          | <b>5,801</b>           | <b>4,680</b>                                            | <b>4,949</b>                         |
| <b>Total liabilities and attributed equity</b> | <b>329,765</b>                               | <b>108,362</b>        | <b>141,984</b>         | <b>60,821</b>                                           | <b>18,598</b>                        |
| As of December 31, 2004                        |                                              |                       |                        |                                                         |                                      |
|                                                | 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                              | 149,553                                      | 31,614                | 56,219                 | 50,543                                                  | 11,177                               |
| Deferred policy acquisition costs              | 7,624                                        | 4,169                 | 73                     | 3,520                                                   | (138)                                |
| Other assets                                   | 56,733                                       | 3,617                 | 38,949                 | 8,098                                                   | 6,069                                |
| Separate account assets                        | 115,568                                      | 69,348                | 47,301                 | 25                                                      | (1,106)                              |
| <b>Total assets</b>                            | <b>329,478</b>                               | <b>108,748</b>        | <b>142,542</b>         | <b>62,186</b>                                           | <b>16,002</b>                        |
| <b>Liabilities:</b>                            |                                              |                       |                        |                                                         |                                      |
| Future policy benefits                         | 52,522                                       | 5,166                 | 13,571                 | 33,163                                                  | 622                                  |
| Policyholders' account balances                | 69,940                                       | 18,518                | 36,490                 | 15,418                                                  | (486)                                |
| Debt                                           | 9,773                                        | 1,161                 | 1,484                  | 407                                                     | 6,721                                |
| Other liabilities                              | 60,466                                       | 8,443                 | 37,638                 | 8,739                                                   | 5,646                                |
| Separate account liabilities                   | 115,568                                      | 69,348                | 47,301                 | 25                                                      | (1,106)                              |
| <b>Total liabilities</b>                       | <b>308,269</b>                               | <b>102,636</b>        | <b>136,484</b>         | <b>57,752</b>                                           | <b>11,397</b>                        |
| <b>Attributed Equity:</b>                      |                                              |                       |                        |                                                         |                                      |
| Accumulated other comprehensive income         | 1,817                                        | 680                   | 370                    | 754                                                     | 13                                   |
| Other attributed equity                        | 19,392                                       | 5,432                 | 5,688                  | 3,680                                                   | 4,592                                |
| <b>Total attributed equity</b>                 | <b>21,209</b>                                | <b>6,112</b>          | <b>6,058</b>           | <b>4,434</b>                                            | <b>4,605</b>                         |
| <b>Total liabilities and attributed equity</b> | <b>329,478</b>                               | <b>108,748</b>        | <b>142,542</b>         | <b>62,186</b>                                           | <b>16,002</b>                        |

SHORT TERM DEBT  
(in millions)

|                                                       | As of March 31, 2005          |                                                   |                     |       | As of December 31, 2004       |                                                   |                     |       |
|-------------------------------------------------------|-------------------------------|---------------------------------------------------|---------------------|-------|-------------------------------|---------------------------------------------------|---------------------|-------|
|                                                       | Prudential<br>Financial, Inc. | The Prudential<br>Insurance Co.<br>of America (1) | Other<br>Affiliates | Total | Prudential<br>Financial, Inc. | The Prudential<br>Insurance Co.<br>of America (1) | Other<br>Affiliates | Total |
| <b>Financial Services Businesses:</b>                 |                               |                                                   |                     |       |                               |                                                   |                     |       |
| <i><b>Borrowings by use of proceeds:</b></i>          |                               |                                                   |                     |       |                               |                                                   |                     |       |
| Capital Debt                                          | 420                           | 6                                                 | —                   | 426   | 97                            | 5                                                 | —                   | 102   |
| Investment related                                    | 1                             | 2,367                                             | —                   | 2,368 | 158                           | 521                                               | —                   | 679   |
| Securities business related                           | 404                           | 1,067                                             | 1,102               | 2,573 | 86                            | 906                                               | 1,330               | 2,322 |
| Specified other businesses                            | 125                           | 624                                               | 136                 | 885   | 105                           | 548                                               | 139                 | 792   |
| Limited recourse and non-recourse borrowing           | —                             | —                                                 | 1                   | 1     | —                             | —                                                 | 1                   | 1     |
| Total short-term debt - Financial Services Businesses | 950                           | 4,064                                             | 1,239               | 6,253 | 446                           | 1,980                                             | 1,470               | 3,896 |
| <i><b>Borrowings by type:</b></i>                     |                               |                                                   |                     |       |                               |                                                   |                     |       |
| Long-term debt due within one year                    | —                             | 59                                                | —                   | 59    | —                             | 57                                                | —                   | 57    |
| Commercial paper                                      | 950                           | 3,989                                             | —                   | 4,939 | 446                           | 1,853                                             | —                   | 2,299 |
| Bank borrowings                                       | —                             | —                                                 | 637                 | 637   | —                             | —                                                 | 754                 | 754   |
| Other short-term debt                                 | —                             | 16                                                | 601                 | 617   | —                             | 70                                                | 715                 | 785   |
| Total general obligations                             | 950                           | 4,064                                             | 1,238               | 6,252 | 446                           | 1,980                                             | 1,469               | 3,895 |
| Limited recourse and non-recourse borrowing           | —                             | —                                                 | 1                   | 1     | —                             | —                                                 | 1                   | 1     |
| Total short-term debt - Financial Services Businesses | 950                           | 4,064                                             | 1,239               | 6,253 | 446                           | 1,980                                             | 1,470               | 3,896 |
| <b>Closed Block Business:</b>                         |                               |                                                   |                     |       |                               |                                                   |                     |       |
| Investment related commercial paper borrowings        | —                             | 757                                               | —                   | 757   | —                             | 148                                               | —                   | 148   |

(1) Includes Prudential Funding, LLC.

LONG TERM DEBT  
(in millions)

| As of March 31, 2005                                             |              |                    |                             |                            |                           |                                   |                 |
|------------------------------------------------------------------|--------------|--------------------|-----------------------------|----------------------------|---------------------------|-----------------------------------|-----------------|
|                                                                  | Capital Debt | Investment Related | Securities Business Related | Specified Other Businesses | Total General Obligations | Limited Recourse and non-Recourse | Total Borrowing |
| <b>Financial Services Businesses:</b>                            |              |                    |                             |                            |                           |                                   |                 |
| Prudential Financial, Inc.:                                      |              |                    |                             |                            |                           |                                   |                 |
| Long-term fixed and floating rate notes                          | 2,077        | 1,541              | 670                         | —                          | 4,288                     | —                                 | 4,288           |
| Hybrid notes                                                     | —            | —                  | —                           | —                          | —                         | —                                 | —               |
| Total                                                            | 2,077        | 1,541              | 670                         | —                          | 4,288                     | —                                 | 4,288           |
| The Prudential Insurance Company of America (1):                 |              |                    |                             |                            |                           |                                   |                 |
| Surplus notes                                                    | 692          | —                  | —                           | —                          | 692                       | —                                 | 692             |
| Long-term fixed and floating rate notes                          | 600          | 346                | —                           | —                          | 946                       | —                                 | 946             |
| Commercial paper backed by long-term credit agreements           | —            | —                  | —                           | —                          | —                         | —                                 | —               |
| Total                                                            | 1,292        | 346                | —                           | —                          | 1,638                     | —                                 | 1,638           |
| Long-term debt of other affiliated companies                     | —            | —                  | —                           | —                          | —                         | 55                                | 55              |
| Total long-term debt of Financial Services Businesses            | 3,369        | 1,887              | 670                         | —                          | 5,926                     | 55                                | 5,981           |
| Ratio of long-term and short-term capital debt to capitalization | 15.9%        |                    |                             |                            |                           |                                   |                 |
| <b>Closed Block Business:</b>                                    |              |                    |                             |                            |                           |                                   |                 |
| Limited recourse notes of Prudential Holdings, LLC               | —            | —                  | —                           | —                          | —                         | 1,750                             | 1,750           |
| As of December 31, 2004                                          |              |                    |                             |                            |                           |                                   |                 |
|                                                                  | Capital Debt | Investment Related | Securities Business Related | Specified Other Businesses | Total General Obligations | Limited Recourse and non-Recourse | Total Borrowing |
| <b>Financial Services Businesses:</b>                            |              |                    |                             |                            |                           |                                   |                 |
| Prudential Financial, Inc.:                                      |              |                    |                             |                            |                           |                                   |                 |
| Long-term fixed and floating rate notes                          | 2,086        | 1,366              | 676                         | —                          | 4,128                     | —                                 | 4,128           |
| Hybrid notes                                                     | —            | —                  | —                           | —                          | —                         | —                                 | —               |
| Total                                                            | 2,086        | 1,366              | 676                         | —                          | 4,128                     | —                                 | 4,128           |
| The Prudential Insurance Company of America (1):                 |              |                    |                             |                            |                           |                                   |                 |
| Surplus notes                                                    | 692          | —                  | —                           | —                          | 692                       | —                                 | 692             |
| Long-term fixed and floating rate notes                          | 600          | 400                | —                           | —                          | 1,000                     | —                                 | 1,000           |
| Commercial paper backed by long-term credit agreements           | —            | —                  | —                           | —                          | —                         | —                                 | —               |
| Total                                                            | 1,292        | 400                | —                           | —                          | 1,692                     | —                                 | 1,692           |
| Long-term debt of other affiliated companies                     | —            | —                  | —                           | —                          | —                         | 57                                | 57              |
| Total long-term debt of Financial Services Businesses            | 3,378        | 1,766              | 676                         | —                          | 5,820                     | 57                                | 5,877           |
| Ratio of long-term and short-term capital debt to capitalization | 15.1%        |                    |                             |                            |                           |                                   |                 |
| <b>Closed Block Business:</b>                                    |              |                    |                             |                            |                           |                                   |                 |
| Limited recourse notes of Prudential Holdings, LLC               | —            | —                  | —                           | —                          | —                         | 1,750                             | 1,750           |

(1) Includes Prudential Funding, LLC.

COMBINED STATEMENTS OF OPERATIONS - INSURANCE DIVISION  
(in millions)

| Year-to-date               |       |          |                                                           | 2004  |       |       |       | 2005  |
|----------------------------|-------|----------|-----------------------------------------------------------|-------|-------|-------|-------|-------|
| 2005                       | 2004  | % Change |                                                           | 1Q    | 2Q    | 3Q    | 4Q    | 1Q    |
|                            |       |          |                                                           |       |       |       |       |       |
| Revenues (1):              |       |          |                                                           |       |       |       |       |       |
| 941                        | 850   | 11%      | Premiums                                                  | 850   | 826   | 845   | 842   | 941   |
| 513                        | 490   | 5%       | Policy charges and fee income                             | 490   | 496   | 519   | 541   | 513   |
| 433                        | 369   | 17%      | Net investment income                                     | 369   | 378   | 402   | 422   | 433   |
| 137                        | 150   | -9%      | Commissions, investment management fees, and other income | 150   | 156   | 162   | 152   | 137   |
| 2,024                      | 1,859 | 9%       | Total revenues                                            | 1,859 | 1,856 | 1,928 | 1,957 | 2,024 |
| Benefits and Expenses (1): |       |          |                                                           |       |       |       |       |       |
| 1,068                      | 978   | 9%       | Insurance and annuity benefits                            | 978   | 929   | 966   | 949   | 1,068 |
| 177                        | 175   | 1%       | Interest credited to policyholders' account balances      | 175   | 178   | 179   | 176   | 177   |
| 25                         | 1     | 2400%    | Interest expense                                          | 1     | 2     | 10    | 19    | 25    |
| (165)                      | (182) | 9%       | Deferral of acquisition costs                             | (182) | (180) | (161) | (168) | (165) |
| 127                        | 108   | 18%      | Amortization of acquisition costs                         | 108   | 109   | 120   | 66    | 127   |
| 537                        | 568   | -5%      | General and administrative expenses                       | 568   | 580   | 569   | 618   | 537   |
| 1,769                      | 1,648 | 7%       | Total benefits and expenses                               | 1,648 | 1,618 | 1,683 | 1,660 | 1,769 |
| 255                        | 211   | 21%      | Adjusted operating income before income taxes             | 211   | 238   | 245   | 297   | 255   |

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

COMBINING STATEMENTS OF OPERATIONS - INSURANCE DIVISION  
(in millions)

| Three Months Ended March 31, 2005                         |                                |                                     |                    |                               |                         |
|-----------------------------------------------------------|--------------------------------|-------------------------------------|--------------------|-------------------------------|-------------------------|
|                                                           | Total<br>Insurance<br>Division | Individual<br>Life and<br>Annuities | Group<br>Insurance | Individual Life and Annuities |                         |
|                                                           |                                |                                     |                    | Individual<br>Life            | Individual<br>Annuities |
| <b>Revenues (1):</b>                                      |                                |                                     |                    |                               |                         |
| Premiums                                                  | 941                            | 123                                 | 818                | 98                            | 25                      |
| Policy charges and fee income                             | 513                            | 439                                 | 74                 | 262                           | 177                     |
| Net investment income                                     | 433                            | 282                                 | 151                | 125                           | 157                     |
| Commissions, investment management fees, and other income | 137                            | 128                                 | 9                  | 55                            | 73                      |
| <b>Total revenues</b>                                     | <b>2,024</b>                   | <b>972</b>                          | <b>1,052</b>       | <b>540</b>                    | <b>432</b>              |
| <b>Benefits and Expenses (1):</b>                         |                                |                                     |                    |                               |                         |
| Insurance and annuity benefits                            | 1,068                          | 241                                 | 827                | 171                           | 70                      |
| Interest credited to policyholders' account balances      | 177                            | 126                                 | 51                 | 42                            | 84                      |
| Interest expense                                          | 25                             | 20                                  | 5                  | 15                            | 5                       |
| Deferral of acquisition costs                             | (165)                          | (157)                               | (8)                | (74)                          | (83)                    |
| Amortization of acquisition costs                         | 127                            | 126                                 | 1                  | 72                            | 54                      |
| General and administrative expenses (2)                   | 537                            | 399                                 | 138                | 197                           | 202                     |
| <b>Total benefits and expenses</b>                        | <b>1,769</b>                   | <b>755</b>                          | <b>1,014</b>       | <b>423</b>                    | <b>332</b>              |
| <b>Adjusted operating income before income taxes</b>      | <b>255</b>                     | <b>217</b>                          | <b>38</b>          | <b>117</b>                    | <b>100</b>              |
| Three Months Ended March 31, 2004                         |                                |                                     |                    |                               |                         |
|                                                           | Total<br>Insurance<br>Division | Individual<br>Life and<br>Annuities | Group<br>Insurance | Individual Life and Annuities |                         |
|                                                           |                                |                                     |                    | Individual<br>Life            | Individual<br>Annuities |
| <b>Revenues (1):</b>                                      |                                |                                     |                    |                               |                         |
| Premiums                                                  | 850                            | 101                                 | 749                | 87                            | 14                      |
| Policy charges and fee income                             | 490                            | 419                                 | 71                 | 256                           | 163                     |
| Net investment income                                     | 369                            | 234                                 | 135                | 97                            | 137                     |
| Commissions, investment management fees, and other income | 150                            | 139                                 | 11                 | 67                            | 72                      |
| <b>Total revenues</b>                                     | <b>1,859</b>                   | <b>893</b>                          | <b>966</b>         | <b>507</b>                    | <b>386</b>              |
| <b>Benefits and Expenses (1):</b>                         |                                |                                     |                    |                               |                         |
| Insurance and annuity benefits                            | 978                            | 217                                 | 761                | 166                           | 51                      |
| Interest credited to policyholders' account balances      | 175                            | 128                                 | 47                 | 39                            | 89                      |
| Interest expense                                          | 1                              | 1                                   | —                  | —                             | 1                       |
| Deferral of acquisition costs                             | (182)                          | (175)                               | (7)                | (77)                          | (98)                    |
| Amortization of acquisition costs                         | 108                            | 107                                 | 1                  | 70                            | 37                      |
| General and administrative expenses (2)                   | 568                            | 430                                 | 138                | 222                           | 208                     |
| <b>Total benefits and expenses</b>                        | <b>1,648</b>                   | <b>708</b>                          | <b>940</b>         | <b>420</b>                    | <b>288</b>              |
| <b>Adjusted operating income before income taxes</b>      | <b>211</b>                     | <b>185</b>                          | <b>26</b>          | <b>87</b>                     | <b>98</b>               |

- (1) Revenues exclude realized investment gains, net of losses and related charges and adjustments. Benefits and expenses exclude charges related to realized investment gains, net of losses.
- (2) General and administrative expenses for Individual Annuities include \$8 million for the three months ended March 31, 2005 and \$8 million for the three months ended March 31, 2004 for the amortization, net of interest, of value of business acquired (VOBA) associated with the May 1, 2003 acquisition of American Skandia.

INSURANCE DIVISION - INDIVIDUAL LIFE AND ANNUITIES SALES RESULTS AND ACCOUNT VALUES  
(in millions)

| Year-to-date                              |         |                                                      | 2004    |         |         |         | 2005    |
|-------------------------------------------|---------|------------------------------------------------------|---------|---------|---------|---------|---------|
| 2005                                      | 2004    |                                                      | 1Q      | 2Q      | 3Q      | 4Q      | 1Q      |
| INDIVIDUAL LIFE INSURANCE SALES:          |         |                                                      |         |         |         |         |         |
| Excluding corporate-owned life insurance: |         |                                                      |         |         |         |         |         |
| 19                                        | 26      | Variable life                                        | 26      | 27      | 25      | 19      | 19      |
| 51                                        | 32      | Universal life                                       | 32      | 39      | 48      | 59      | 51      |
| 29                                        | 32      | Term life                                            | 32      | 28      | 28      | 28      | 29      |
| 99                                        | 90      | Total excluding corporate-owned life insurance       | 90      | 94      | 101     | 106     | 99      |
| 1                                         | 6       | Corporate-owned life insurance                       | 6       | 1       | 4       | 3       | 1       |
| 100                                       | 96      | Total                                                | 96      | 95      | 105     | 109     | 100     |
| ANNUITY SALES AND ACCOUNT VALUES          |         |                                                      |         |         |         |         |         |
| Variable Annuities:                       |         |                                                      |         |         |         |         |         |
| 47,418                                    | 43,949  | Beginning total account value                        | 43,949  | 44,858  | 44,927  | 44,474  | 47,418  |
| 1,433                                     | 1,723   | Sales                                                | 1,723   | 1,536   | 1,259   | 1,288   | 1,433   |
| (1,251)                                   | (1,352) | Surrenders and withdrawals                           | (1,352) | (1,263) | (1,266) | (1,343) | (1,251) |
| 182                                       | 371     | Net sales (redemptions)                              | 371     | 273     | (7)     | (55)    | 182     |
| (145)                                     | (161)   | Benefit payments                                     | (161)   | (143)   | (154)   | (155)   | (145)   |
| 37                                        | 210     | Net flows                                            | 210     | 130     | (161)   | (210)   | 37      |
| (911)                                     | 843     | Change in market value, interest credited, and other | 843     | 84      | (146)   | 3,310   | (911)   |
| (158)                                     | (144)   | Policy charges                                       | (144)   | (145)   | (146)   | (156)   | (158)   |
| 46,386                                    | 44,858  | Ending total account value                           | 44,858  | 44,927  | 44,474  | 47,418  | 46,386  |
| Fixed Annuities:                          |         |                                                      |         |         |         |         |         |
| 3,879                                     | 3,514   | Beginning total account value                        | 3,514   | 3,574   | 3,722   | 3,860   | 3,879   |
| 52                                        | 92      | Sales                                                | 92      | 196     | 175     | 69      | 52      |
| (51)                                      | (51)    | Surrenders and withdrawals                           | (51)    | (51)    | (44)    | (45)    | (51)    |
| 1                                         | 41      | Net sales                                            | 41      | 145     | 131     | 24      | 1       |
| (41)                                      | (45)    | Benefit payments                                     | (45)    | (38)    | (41)    | (39)    | (41)    |
| (40)                                      | (4)     | Net flows                                            | (4)     | 107     | 90      | (15)    | (40)    |
| 41                                        | 65      | Interest credited and other                          | 65      | 42      | 49      | 35      | 41      |
| (1)                                       | (1)     | Policy charges                                       | (1)     | (1)     | (1)     | (1)     | (1)     |
| 3,879                                     | 3,574   | Ending total account value                           | 3,574   | 3,722   | 3,860   | 3,879   | 3,879   |
| SALES BY DISTRIBUTION CHANNEL             |         |                                                      |         |         |         |         |         |
| Life Insurance:                           |         |                                                      |         |         |         |         |         |
| Excluding corporate-owned life insurance: |         |                                                      |         |         |         |         |         |
| 60                                        | 62      | Prudential Agents                                    | 62      | 60      | 56      | 58      | 60      |
| 39                                        | 28      | Third party distribution                             | 28      | 34      | 45      | 48      | 39      |
| 1                                         | 6       | Corporate-owned life insurance                       | 6       | 1       | 4       | 3       | 1       |
| 100                                       | 96      | Total                                                | 96      | 95      | 105     | 109     | 100     |
| Variable and Fixed Annuities (1):         |         |                                                      |         |         |         |         |         |
| 348                                       | 405     | Prudential Agents                                    | 405     | 400     | 356     | 343     | 348     |
| 122                                       | 108     | Wirehouses                                           | 108     | 96      | 87      | 121     | 122     |
| 1,015                                     | 1,302   | Independent Financial Planners (2)                   | 1,302   | 1,236   | 991     | 893     | 1,015   |
| 1,485                                     | 1,815   | Total                                                | 1,815   | 1,732   | 1,434   | 1,357   | 1,485   |

(1) Amounts represent gross sales.

(2) Including bank distribution.

INSURANCE DIVISION - INDIVIDUAL LIFE ACCOUNT VALUE ACTIVITY  
(in millions)

| Year-to-date                                |        | 2004   |        |        |        | 2005   |
|---------------------------------------------|--------|--------|--------|--------|--------|--------|
| 2005                                        | 2004   | 1Q     | 2Q     | 3Q     | 4Q     | 1Q     |
| <b>INDIVIDUAL LIFE INSURANCE:</b>           |        |        |        |        |        |        |
| <i>Policyholders' Account Balances (1):</i> |        |        |        |        |        |        |
| 4,998                                       | 4,520  |        |        |        |        |        |
|                                             |        | 4,520  | 4,567  | 4,742  | 4,809  | 4,998  |
| 310                                         | 293    | 293    | 295    | 307    | 293    | 310    |
| (165)                                       | (158)  | (158)  | (161)  | (159)  | (157)  | (165)  |
| 145                                         | 135    | 135    | 134    | 148    | 136    | 145    |
| (31)                                        | (25)   | (25)   | (22)   | (25)   | (24)   | (31)   |
| 114                                         | 110    | 110    | 112    | 123    | 112    | 114    |
| 53                                          | (49)   | (49)   | 82     | (31)   | 103    | 53     |
| 16                                          | 18     | 18     | 15     | 10     | 14     | 16     |
| (39)                                        | (32)   | (32)   | (34)   | (36)   | (40)   | (39)   |
| 5,142                                       | 4,567  | 4,567  | 4,742  | 4,809  | 4,998  | 5,142  |
| <i>Separate Account Liabilities:</i>        |        |        |        |        |        |        |
| 15,180                                      | 13,981 | 13,981 | 14,246 | 14,303 | 14,209 | 15,180 |
| 310                                         | 331    | 331    | 355    | 329    | 318    | 310    |
| (141)                                       | (145)  | (145)  | (140)  | (158)  | (144)  | (141)  |
| 169                                         | 186    | 186    | 215    | 171    | 174    | 169    |
| (8)                                         | (8)    | (8)    | (6)    | (7)    | (3)    | (8)    |
| 161                                         | 178    | 178    | 209    | 164    | 171    | 161    |
| (182)                                       | 328    | 328    | 87     | (5)    | 1,037  | (182)  |
| (47)                                        | (39)   | (39)   | (37)   | (50)   | (34)   | (47)   |
| (200)                                       | (202)  | (202)  | (202)  | (203)  | (203)  | (200)  |
| 14,912                                      | 14,246 | 14,246 | 14,303 | 14,209 | 15,180 | 14,912 |

(1) Includes fixed rate funds, alliance deposits, supplementary contracts and deferred revenues on variable products.

INSURANCE DIVISION - ANNUITIES ACCOUNT VALUE ACTIVITY  
(in millions)

| Year-to-date                                  |         |                                                     | 2004    |         |         |         | 2005    |
|-----------------------------------------------|---------|-----------------------------------------------------|---------|---------|---------|---------|---------|
| 2005                                          | 2004    |                                                     | 1Q      | 2Q      | 3Q      | 4Q      | 1Q      |
| <b>INDIVIDUAL ANNUITIES:</b>                  |         |                                                     |         |         |         |         |         |
| <i>Account Values in General Account (1):</i> |         |                                                     |         |         |         |         |         |
| 9,613                                         | 7,660   | Beginning balance                                   | 7,660   | 9,675   | 10,101  | 10,026  | 9,613   |
| 185                                           | 249     | Premiums and deposits                               | 249     | 338     | 273     | 182     | 185     |
| (191)                                         | (251)   | Surrenders and withdrawals                          | (251)   | (209)   | (187)   | (163)   | (191)   |
| (6)                                           | (2)     | Net sales (redemptions)                             | (2)     | 129     | 86      | 19      | (6)     |
| (82)                                          | (82)    | Benefit payments                                    | (82)    | (81)    | (77)    | (78)    | (82)    |
| (88)                                          | (84)    | Net flows                                           | (84)    | 48      | 9       | (59)    | (88)    |
| 90                                            | 22      | Interest credited and other                         | 22      | 118     | 99      | 96      | 90      |
| 49                                            | 2,079   | Net transfers (to) from separate account (2)        | 2,079   | 261     | (182)   | (449)   | 49      |
| (2)                                           | (2)     | Policy charges                                      | (2)     | (1)     | (1)     | (1)     | (2)     |
| 9,662                                         | 9,675   | Ending balance                                      | 9,675   | 10,101  | 10,026  | 9,613   | 9,662   |
| <i>Account Values in Separate Account:</i>    |         |                                                     |         |         |         |         |         |
| 41,684                                        | 39,803  | Beginning balance                                   | 39,803  | 38,757  | 38,548  | 38,308  | 41,684  |
| 1,300                                         | 1,566   | Premiums and deposits                               | 1,566   | 1,394   | 1,161   | 1,175   | 1,300   |
| (1,112)                                       | (1,152) | Surrenders and withdrawals                          | (1,152) | (1,105) | (1,123) | (1,225) | (1,112) |
| 188                                           | 414     | Net sales (redemptions)                             | 414     | 289     | 38      | (50)    | 188     |
| (104)                                         | (124)   | Benefit payments                                    | (124)   | (100)   | (118)   | (116)   | (104)   |
| 84                                            | 290     | Net flows                                           | 290     | 189     | (80)    | (166)   | 84      |
| (960)                                         | 886     | Change in market value, interest credited and other | 886     | 8       | (196)   | 3,249   | (960)   |
| (49)                                          | (2,079) | Net transfers (to) from general account (2)         | (2,079) | (261)   | 182     | 449     | (49)    |
| (157)                                         | (143)   | Policy charges                                      | (143)   | (145)   | (146)   | (156)   | (157)   |
| 40,602                                        | 38,757  | Ending balance                                      | 38,757  | 38,548  | 38,308  | 41,684  | 40,602  |

- (1) Premiums and deposits, and surrenders and withdrawals, are classified within the general account and separate account for purposes of this presentation based on the allocation of customer funds. For example, premiums allocated by customers to separate account investments at the time of sale, while remitted through the company's general account, are shown as separate account premium in this display, rather than as general account premium and transfers to the separate account.
- (2) Includes the transfer in classification, as of January 1, 2004, of \$2,168 million of assets from separate account to general account, reflecting the adoption of Statement of Position 03-1, "Accounting and Reporting by Insurance Enterprises for Certain Non-Traditional Long-Duration Contracts and for Separate Accounts" (SOP 03-1).

INSURANCE DIVISION - DEFERRED POLICY ACQUISITION COSTS  
(in millions)

| Year-to-date                      |       |                                                          | 2004  |       |       |       | 2005  |
|-----------------------------------|-------|----------------------------------------------------------|-------|-------|-------|-------|-------|
| 2005                              | 2004  |                                                          | 1Q    | 2Q    | 3Q    | 4Q    | 1Q    |
| <b>INDIVIDUAL LIFE INSURANCE:</b> |       |                                                          |       |       |       |       |       |
| 3,151                             | 3,194 | Beginning balance                                        | 3,194 | 3,032 | 3,141 | 3,012 | 3,151 |
| 74                                | 77    | Capitalization                                           | 77    | 75    | 72    | 87    | 74    |
| (72)                              | (70)  | Amortization - operating results                         | (70)  | (68)  | (75)  | (61)  | (72)  |
| —                                 | —     | Amortization - realized investment gains and losses      | —     | —     | —     | —     | —     |
| 57                                | (169) | Impact of unrealized (gains) or losses on AFS securities | (169) | 103   | (127) | 113   | 57    |
| 3,210                             | 3,032 | Ending balance                                           | 3,032 | 3,141 | 3,012 | 3,151 | 3,210 |
| <b>INDIVIDUAL ANNUITIES:</b>      |       |                                                          |       |       |       |       |       |
| 907                               | 636   | Beginning balance                                        | 636   | 697   | 851   | 837   | 907   |
| 83                                | 98    | Capitalization                                           | 98    | 97    | 83    | 75    | 83    |
| (54)                              | (37)  | Amortization - operating results                         | (37)  | (40)  | (44)  | (4)   | (54)  |
| (1)                               | 1     | Amortization - realized investment gains and losses      | 1     | (3)   | 2     | (2)   | (1)   |
| 77                                | (5)   | Impact of unrealized (gains) or losses on AFS securities | (5)   | 100   | (55)  | 1     | 77    |
| —                                 | 4     | Other (1)                                                | 4     | —     | —     | —     | —     |
| 1,012                             | 697   | Ending balance                                           | 697   | 851   | 837   | 907   | 1,012 |
| <b>GROUP INSURANCE (2):</b>       |       |                                                          |       |       |       |       |       |
| 111                               | 88    | Beginning balance                                        | 88    | 94    | 101   | 106   | 111   |
| 8                                 | 7     | Capitalization                                           | 7     | 8     | 6     | 6     | 8     |
| (1)                               | (1)   | Amortization - operating results                         | (1)   | (1)   | (1)   | (1)   | (1)   |
| —                                 | —     | Amortization - realized investment gains and losses      | —     | —     | —     | —     | —     |
| —                                 | —     | Impact of unrealized losses on AFS securities            | —     | —     | —     | —     | —     |
| 118                               | 94    | Ending balance                                           | 94    | 101   | 106   | 111   | 118   |
| <b>TOTAL INSURANCE DIVISION:</b>  |       |                                                          |       |       |       |       |       |
| 4,169                             | 3,918 | Beginning balance                                        | 3,918 | 3,823 | 4,093 | 3,955 | 4,169 |
| 165                               | 182   | Capitalization                                           | 182   | 180   | 161   | 168   | 165   |
| (127)                             | (108) | Amortization - operating results                         | (108) | (109) | (120) | (66)  | (127) |
| (1)                               | 1     | Amortization - realized investment gains and losses      | 1     | (3)   | 2     | (2)   | (1)   |
| 134                               | (174) | Impact of unrealized (gains) or losses on AFS securities | (174) | 203   | (182) | 114   | 134   |
| —                                 | 4     | Other (1)                                                | 4     | —     | —     | —     | —     |
| 4,340                             | 3,823 | Ending balance                                           | 3,823 | 4,093 | 3,955 | 4,169 | 4,340 |

(1) Reflects the impact of adoption of SOP 03-1 on January 1, 2004.

(2) Represents long-term care products.

INSURANCE DIVISION - SUPPLEMENTARY INFORMATION FOR INDIVIDUAL LIFE INSURANCE  
(dollar amounts in millions)

| Year-to-date                                |      |                                                                                                                                         | 2004 |      |      |      | 2005 |
|---------------------------------------------|------|-----------------------------------------------------------------------------------------------------------------------------------------|------|------|------|------|------|
| 2005                                        | 2004 |                                                                                                                                         | 1Q   | 2Q   | 3Q   | 4Q   | 1Q   |
| Individual Life Insurance:                  |      |                                                                                                                                         |      |      |      |      |      |
| Policy Surrender Experience:                |      |                                                                                                                                         |      |      |      |      |      |
| 155                                         | 164  | Cash value of surrenders                                                                                                                | 164  | 152  | 167  | 150  | 155  |
| 3.2%                                        | 3.5% | Cash value of surrenders as a percentage of mean future policy benefits, policyholders' account balances, and separate account balances | 3.5% | 3.2% | 3.6% | 3.1% | 3.2% |
| Death benefits per \$1,000 of in force (1): |      |                                                                                                                                         |      |      |      |      |      |
| 3.10                                        | 2.90 | Variable and universal life                                                                                                             | 2.90 | 2.86 | 2.64 | 2.46 | 3.10 |
| 1.37                                        | 1.75 | Term life                                                                                                                               | 1.75 | 0.76 | 1.43 | 1.67 | 1.37 |
| 2.74                                        | 2.75 | Total, Individual Life Insurance                                                                                                        | 2.75 | 2.58 | 2.49 | 2.40 | 2.74 |

(1) Annualized, for interim reporting periods. Amounts are stated net of reinsurance.

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

| Year-to-date                                    |       |                                                   | 2004   |        |        |        | 2005   |
|-------------------------------------------------|-------|---------------------------------------------------|--------|--------|--------|--------|--------|
| 2005                                            | 2004  |                                                   | 1Q     | 2Q     | 3Q     | 4Q     | 1Q     |
| <b>GROUP INSURANCE NEW ANNUALIZED PREMIUMS:</b> |       |                                                   |        |        |        |        |        |
| 274                                             | 127   | Group life                                        | 127    | 34     | 34     | 42     | 274    |
| 76                                              | 90    | Group disability (1)                              | 90     | 15     | 38     | 18     | 76     |
| 350                                             | 217   | Total                                             | 217    | 49     | 72     | 60     | 350    |
| <b>Future Policy Benefits (2):</b>              |       |                                                   |        |        |        |        |        |
|                                                 |       | Group life                                        | 1,780  | 1,760  | 1,734  | 1,881  | 1,891  |
|                                                 |       | Group disability (1)                              | 277    | 279    | 291    | 302    | 362    |
|                                                 |       | Total                                             | 2,057  | 2,039  | 2,025  | 2,183  | 2,253  |
| <b>Policyholders' Account Balances (2):</b>     |       |                                                   |        |        |        |        |        |
|                                                 |       | Group life                                        | 4,353  | 4,420  | 4,412  | 4,566  | 4,516  |
|                                                 |       | Group disability (1)                              | 59     | 61     | 66     | 71     | 74     |
|                                                 |       | Total                                             | 4,412  | 4,481  | 4,478  | 4,637  | 4,590  |
| <b>Separate Account Liabilities (2):</b>        |       |                                                   |        |        |        |        |        |
|                                                 |       | Group life                                        | 10,476 | 10,810 | 11,198 | 12,483 | 12,832 |
|                                                 |       | Group disability (1)                              | —      | —      | —      | —      | —      |
|                                                 |       | Total                                             | 10,476 | 10,810 | 11,198 | 12,483 | 12,832 |
| <b>Group Life Insurance:</b>                    |       |                                                   |        |        |        |        |        |
| 694                                             | 674   | Gross premiums, policy charges and fee income (3) | 674    | 613    | 637    | 762    | 694    |
| 714                                             | 647   | Earned premiums, policy charges and fee income    | 647    | 634    | 652    | 644    | 714    |
| 90.1%                                           | 92.1% | Benefits ratio                                    | 92.1%  | 88.2%  | 88.7%  | 84.5%  | 90.1%  |
| 8.9%                                            | 9.5%  | Administrative operating expense ratio            | 9.5%   | 11.1%  | 10.8%  | 12.1%  | 8.9%   |
|                                                 |       | Persistency ratio                                 | 95.7%  | 94.7%  | 94.3%  | 93.9%  | 96.8%  |
| <b>Group Disability Insurance (1):</b>          |       |                                                   |        |        |        |        |        |
| 188                                             | 176   | Gross premiums, policy charges and fee income (3) | 176    | 174    | 182    | 179    | 188    |
| 178                                             | 173   | Earned premiums, policy charges and fee income    | 173    | 165    | 176    | 176    | 178    |
| 102.8%                                          | 95.4% | Benefits ratio                                    | 95.4%  | 95.2%  | 95.5%  | 92.6%  | 102.8% |
| 22.3%                                           | 21.0% | Administrative operating expense ratio            | 21.0%  | 21.8%  | 22.0%  | 23.5%  | 22.3%  |
|                                                 |       | Persistency ratio                                 | 90.8%  | 89.3%  | 87.4%  | 85.8%  | 91.6%  |

(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.

COMBINED STATEMENTS OF OPERATIONS - INVESTMENT DIVISION  
(in millions)

| Year-to-date               |       |          |                                                           | 2004  |       |       |       | 2005  |
|----------------------------|-------|----------|-----------------------------------------------------------|-------|-------|-------|-------|-------|
| 2005                       | 2004  | % Change |                                                           | 1Q    | 2Q    | 3Q    | 4Q    | 1Q    |
| Revenues (1):              |       |          |                                                           |       |       |       |       |       |
| 41                         | 12    | 242%     | Premiums                                                  | 12    | 27    | 43    | 11    | 41    |
| 46                         | 18    | 156%     | Policy charges and fee income                             | 18    | 47    | 43    | 47    | 46    |
| 637                        | 523   | 22%      | Net investment income                                     | 523   | 584   | 619   | 617   | 637   |
| 749                        | 477   | 57%      | Commissions, investment management fees, and other income | 477   | 633   | 572   | 734   | 749   |
| 1,473                      | 1,030 | 43%      | Total revenues                                            | 1,030 | 1,291 | 1,277 | 1,409 | 1,473 |
| Benefits and Expenses (1): |       |          |                                                           |       |       |       |       |       |
| 215                        | 208   | 3%       | Insurance and annuity benefits                            | 208   | 208   | 237   | 209   | 215   |
| 384                        | 226   | 70%      | Interest credited to policyholders' account balances      | 226   | 376   | 372   | 388   | 384   |
| 22                         | 9     | 144%     | Interest expense                                          | 9     | 1     | 17    | 21    | 22    |
| (17)                       | (8)   | -113%    | Deferral of acquisition costs                             | (8)   | (14)  | (10)  | (19)  | (17)  |
| 14                         | 15    | -7%      | Amortization of acquisition costs                         | 15    | 14    | 15    | 9     | 14    |
| 551                        | 484   | 14%      | General and administrative expenses                       | 484   | 634   | 570   | 690   | 551   |
| 1,169                      | 934   | 25%      | Total benefits and expenses                               | 934   | 1,219 | 1,201 | 1,298 | 1,169 |
| 304                        | 96    | 217%     | Adjusted operating income before income taxes             | 96    | 72    | 76    | 111   | 304   |

- (1) Revenues exclude realized investment gains, net of losses and related adjustments and investment gains, net of losses, on trading account assets supporting insurance liabilities. Benefits and expenses exclude charges related to realized investment gains, net of losses and change in experience-rated contractholder liabilities due to asset value changes.

COMBINING STATEMENTS OF OPERATIONS - INVESTMENT DIVISION  
(in millions)

| Three Months Ended March 31, 2005                         |                                 |                     |                       |            |
|-----------------------------------------------------------|---------------------------------|---------------------|-----------------------|------------|
|                                                           | Total<br>Investment<br>Division | Asset<br>Management | Financial<br>Advisory | Retirement |
| <b>Revenues (1):</b>                                      |                                 |                     |                       |            |
| Premiums                                                  | 41                              | —                   | —                     | 41         |
| Policy charges and fee income                             | 46                              | —                   | —                     | 46         |
| Net investment income                                     | 637                             | 18                  | 1                     | 618        |
| Commissions, investment management fees, and other income | 749                             | 400                 | 111                   | 238        |
| <b>Total revenues</b>                                     | <b>1,473</b>                    | <b>418</b>          | <b>112</b>            | <b>943</b> |
| <b>Benefits and Expenses (1):</b>                         |                                 |                     |                       |            |
| Insurance and annuity benefits                            | 215                             | —                   | —                     | 215        |
| Interest credited to policyholders' account balances      | 384                             | —                   | —                     | 384        |
| Interest expense                                          | 22                              | 3                   | —                     | 19         |
| Deferral of acquisition costs                             | (17)                            | (4)                 | —                     | (13)       |
| Amortization of acquisition costs                         | 14                              | 9                   | —                     | 5          |
| General and administrative expenses                       | 551                             | 276                 | 97                    | 178        |
| <b>Total benefits and expenses</b>                        | <b>1,169</b>                    | <b>284</b>          | <b>97</b>             | <b>788</b> |
| <b>Adjusted operating income before income taxes</b>      | <b>304</b>                      | <b>134</b>          | <b>15</b>             | <b>155</b> |

| Three Months Ended March 31, 2004                         |                                 |                     |                       |            |
|-----------------------------------------------------------|---------------------------------|---------------------|-----------------------|------------|
|                                                           | Total<br>Investment<br>Division | Asset<br>Management | Financial<br>Advisory | Retirement |
| <b>Revenues (1):</b>                                      |                                 |                     |                       |            |
| Premiums                                                  | 12                              | —                   | —                     | 12         |
| Policy charges and fee income                             | 18                              | —                   | —                     | 18         |
| Net investment income                                     | 523                             | 16                  | 1                     | 506        |
| Commissions, investment management fees, and other income | 477                             | 331                 | 105                   | 41         |
| <b>Total revenues</b>                                     | <b>1,030</b>                    | <b>347</b>          | <b>106</b>            | <b>577</b> |
| <b>Benefits and Expenses (1):</b>                         |                                 |                     |                       |            |
| Insurance and annuity benefits                            | 208                             | —                   | —                     | 208        |
| Interest credited to policyholders' account balances      | 226                             | —                   | —                     | 226        |
| Interest expense                                          | 9                               | 3                   | 4                     | 2          |
| Deferral of acquisition costs                             | (8)                             | (6)                 | —                     | (2)        |
| Amortization of acquisition costs                         | 15                              | 12                  | —                     | 3          |
| General and administrative expenses                       | 484                             | 280                 | 116                   | 88         |
| <b>Total benefits and expenses</b>                        | <b>934</b>                      | <b>289</b>          | <b>120</b>            | <b>525</b> |
| <b>Adjusted operating income before income taxes</b>      | <b>96</b>                       | <b>58</b>           | <b>(14)</b>           | <b>52</b>  |

- (1) Revenues exclude realized investment gains, net of losses and related adjustments and investment gains, net of losses, on trading account assets supporting insurance liabilities. Benefits and expenses exclude charges related to realized investment gains, net of losses and change in experience-rated contractholder liabilities due to asset value changes.

INVESTMENT DIVISION - SUPPLEMENTARY REVENUE INFORMATION FOR ASSET MANAGEMENT SEGMENT  
(in millions)

| Year-to-date                                                                    |      |          |                                                     | 2004 |     |     |     | 2005 |
|---------------------------------------------------------------------------------|------|----------|-----------------------------------------------------|------|-----|-----|-----|------|
| 2005                                                                            | 2004 | % Change |                                                     | 1Q   | 2Q  | 3Q  | 4Q  | 1Q   |
| Asset Management Segment:                                                       |      |          |                                                     |      |     |     |     |      |
| Analysis of revenues by source:                                                 |      |          |                                                     |      |     |     |     |      |
| Investment Management and Advisory Services:                                    |      |          |                                                     |      |     |     |     |      |
| 58                                                                              | 54   | 7%       | Retail customers                                    | 54   | 54  | 53  | 58  | 58   |
| 134                                                                             | 95   | 41%      | Institutional customers                             | 95   | 117 | 106 | 124 | 134  |
| 65                                                                              | 53   | 23%      | General account                                     | 53   | 59  | 58  | 64  | 65   |
| 257                                                                             | 202  | 27%      | Subtotal                                            | 202  | 230 | 217 | 246 | 257  |
| 161                                                                             | 145  | 11%      | Mutual Fund, managed account and other revenues (1) | 145  | 136 | 116 | 172 | 161  |
| 418                                                                             | 347  | 20%      | Total Asset Management segment revenues             | 347  | 366 | 333 | 418 | 418  |
| Analysis of commissions, investment management fees and other revenues by type: |      |          |                                                     |      |     |     |     |      |
| Investment Management and Advisory Services:                                    |      |          |                                                     |      |     |     |     |      |
| 226                                                                             | 186  | 22%      | Asset-based fees                                    | 186  | 209 | 202 | 215 | 226  |
| 21                                                                              | 9    | 133%     | Transaction-based and other revenues                | 9    | 12  | 8   | 23  | 21   |
| 247                                                                             | 195  | 27%      | Subtotal                                            | 195  | 221 | 210 | 238 | 247  |
| 153                                                                             | 136  | 13%      | Mutual Fund, managed account and other revenues (1) | 136  | 126 | 107 | 162 | 153  |
| 400                                                                             | 331  | 21%      | Total                                               | 331  | 347 | 317 | 400 | 400  |

(1) Represents mutual fund, managed account and other revenues other than asset management fees, which are included in appropriate categories above.

INVESTMENT DIVISION - SUPPLEMENTARY INFORMATION FOR FINANCIAL ADVISORY SEGMENT  
(dollar amounts in millions unless otherwise noted)

| Year-to-date                                                                                                                                                                                                               |       | 2004  |       |       |       | 2005  |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------|-------|-------|-------|-------|-------|
| 2005                                                                                                                                                                                                                       | 2004  | 1Q    | 2Q    | 3Q    | 4Q    | 1Q    |
| <b>Information pertaining to Wachovia Securities Financial Holdings, LLC:</b>                                                                                                                                              |       |       |       |       |       |       |
| Revenues:                                                                                                                                                                                                                  |       |       |       |       |       |       |
| 56                                                                                                                                                                                                                         | 56    | 56    | 55    | 55    | 59    | 56    |
| 482                                                                                                                                                                                                                        | 665   | 665   | 551   | 454   | 526   | 482   |
| 444                                                                                                                                                                                                                        | 393   | 393   | 402   | 413   | 429   | 444   |
| 29                                                                                                                                                                                                                         | 36    | 36    | 19    | 31    | 21    | 29    |
| 1,010                                                                                                                                                                                                                      | 1,150 | 1,150 | 1,027 | 953   | 1,035 | 1,010 |
| Expenses:                                                                                                                                                                                                                  |       |       |       |       |       |       |
| 870                                                                                                                                                                                                                        | 1,001 | 1,001 | 929   | 875   | 902   | 870   |
| 29                                                                                                                                                                                                                         | 57    | 57    | 66    | 99    | 78    | 29    |
| 899                                                                                                                                                                                                                        | 1,058 | 1,058 | 995   | 974   | 980   | 899   |
| 111                                                                                                                                                                                                                        | 92    | 92    | 32    | (21)  | 55    | 111   |
| 42                                                                                                                                                                                                                         | 35    | 35    | 12    | (8)   | 21    | 42    |
| (3)                                                                                                                                                                                                                        | (3)   | (3)   | (1)   | (1)   | 3     | (3)   |
| 39                                                                                                                                                                                                                         | 32    | 32    | 11    | (9)   | 24    | 39    |
| Recurring revenue as a percentage of total non-interest revenue (1)                                                                                                                                                        |       | 39.1% | 41.3% | 47.9% | 43.9% | 47.1% |
| Total client assets (\$ in billions) (2)                                                                                                                                                                                   |       | 614.9 | 618.9 | 615.9 | 652.6 | 644.7 |
| Distribution representatives (2):                                                                                                                                                                                          |       |       |       |       |       |       |
| Series 7 Financial Advisors                                                                                                                                                                                                |       | 8,133 | 8,009 | 7,964 | 8,017 | 7,883 |
| Series 6 Financial Representatives                                                                                                                                                                                         |       | 3,081 | 2,871 | 2,594 | 2,502 | 2,451 |
| Customer debit balances (\$ in billions) (2)                                                                                                                                                                               |       | 6.1   | 6.3   | 6.0   | 6.1   | 5.8   |
| <b>Prudential Financial, Inc. income (loss) from investment in Wachovia Securities Financial Holdings, LLC, including 38% interest in results, costs incurred at Prudential level, and purchase accounting adjustments</b> |       |       |       |       |       |       |
| 12                                                                                                                                                                                                                         | (17)  | (17)  | (79)  | (70)  | (83)  | 12    |

(1) Calculated on a YTD annualized basis.

(2) As of end of period.

**March 31, 2005**

**March 31, 2004**

2004

Assets gathered by Investment Management & Advisory Services sales force:

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INVESTMENT DIVISION - MUTUAL FUNDS AND WRAP-FEE PRODUCTS  
(in millions)

| Year-to-date                                                                  |         |                                                          | 2004    |         |         |         | 2005    |
|-------------------------------------------------------------------------------|---------|----------------------------------------------------------|---------|---------|---------|---------|---------|
| 2005                                                                          | 2004    |                                                          | 1Q      | 2Q      | 3Q      | 4Q      | 1Q      |
| <b>Mutual Funds Assets Under Management:</b>                                  |         |                                                          |         |         |         |         |         |
| 30,686                                                                        | 46,784  | Beginning total mutual funds assets                      | 46,784  | 44,027  | 39,774  | 29,674  | 30,686  |
| 874                                                                           | 873     | Sales (other than money market)                          | 873     | 672     | 631     | 827     | 874     |
| (1,592)                                                                       | (1,296) | Redemptions (other than money market)                    | (1,296) | (1,557) | (1,217) | (1,692) | (1,592) |
| (500)                                                                         | 566     | Reinvestment of distributions and change in market value | 566     | 319     | (307)   | 2,507   | (500)   |
| 426                                                                           | (2,900) | Net money market sales                                   | (2,900) | (3,687) | (9,207) | (630)   | 426     |
| 29,894                                                                        | 44,027  | Ending total mutual funds assets                         | 44,027  | 39,774  | 29,674  | 30,686  | 29,894  |
| (718)                                                                         | (423)   | Net mutual funds redemptions other than money market     | (423)   | (885)   | (586)   | (865)   | (718)   |
| <b>Wrap-fee Products Assets Under Administration:</b>                         |         |                                                          |         |         |         |         |         |
| 41,254                                                                        | 19,833  | Beginning total wrap-fee product assets                  | 19,833  | 21,084  | 27,728  | 36,408  | 41,254  |
| 5,672                                                                         | 2,154   | Sales                                                    | 2,154   | 2,022   | 3,588   | 4,345   | 5,672   |
| (2,837)                                                                       | (1,423) | Redemptions                                              | (1,423) | (1,578) | (1,885) | (2,766) | (2,837) |
| (1,035)                                                                       | 520     | Reinvestment of distributions and change in market value | 520     | 186     | (893)   | 3,267   | (1,035) |
| —                                                                             | —       | Other (1)                                                | —       | 6,014   | 7,870   | —       | —       |
| 43,054                                                                        | 21,084  | Ending total wrap-fee product assets                     | 21,084  | 27,728  | 36,408  | 41,254  | 43,054  |
| 2,835                                                                         | 731     | Net wrap-fee product sales                               | 731     | 444     | 1,703   | 1,579   | 2,835   |
| <b>MUTUAL FUNDS AND WRAP-FEE PRODUCTS GROSS SALES BY DISTRIBUTION CHANNEL</b> |         |                                                          |         |         |         |         |         |
| Mutual funds, excluding wrap-fee products (2):                                |         |                                                          |         |         |         |         |         |
| 104                                                                           | 121     | Prudential Agents                                        | 121     | 107     | 72      | 76      | 104     |
| 764                                                                           | 727     | Third party distributors                                 | 727     | 538     | 534     | 727     | 764     |
| 6                                                                             | 25      | Other                                                    | 25      | 27      | 25      | 24      | 6       |
| 874                                                                           | 873     | Total                                                    | 873     | 672     | 631     | 827     | 874     |
| Wrap-fee products:                                                            |         |                                                          |         |         |         |         |         |
| 175                                                                           | 139     | Prudential Agents                                        | 139     | 174     | 120     | 136     | 175     |
| 5,497                                                                         | 2,015   | Third party distributors                                 | 2,015   | 1,848   | 3,468   | 4,209   | 5,497   |
| 5,672                                                                         | 2,154   | Total                                                    | 2,154   | 2,022   | 3,588   | 4,345   | 5,672   |

(1) As a result of agreements in connection with the formation of the retail securities brokerage joint venture with Wachovia, the Asset Management segment assumed administrative responsibilities for Wachovia Securities customer assets under wrap-fee and managed account programs.

(2) Other than money market.

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

| Year-to-date                                           |         |                                              | 2004    |         |         |         | 2005    |
|--------------------------------------------------------|---------|----------------------------------------------|---------|---------|---------|---------|---------|
| 2005                                                   | 2004    |                                              | 1Q      | 2Q      | 3Q      | 4Q      | 1Q      |
| <b>RETIREMENT SALES AND ACCOUNT VALUES</b>             |         |                                              |         |         |         |         |         |
| <b>Defined Contribution:</b>                           |         |                                              |         |         |         |         |         |
| 66,660                                                 | 28,658  | Beginning total account value                | 28,658  | 28,844  | 63,841  | 63,481  | 66,660  |
| 3,196                                                  | 1,124   | Sales                                        | 1,124   | 2,239   | 2,791   | 2,736   | 3,196   |
| (2,729)                                                | (1,535) | Withdrawals                                  | (1,535) | (2,520) | (3,041) | (3,325) | (2,729) |
| (388)                                                  | 597     | Change in market value and interest credited | 597     | 621     | (110)   | 3,768   | (388)   |
| —                                                      | —       | Acquisition                                  | —       | 34,657  | —       | —       | —       |
| 66,739                                                 | 28,844  | Ending total account value                   | 28,844  | 63,841  | 63,481  | 66,660  | 66,739  |
| 467                                                    | (411)   | Net sales (withdrawals)                      | (411)   | (281)   | (250)   | (589)   | 467     |
| Asset management of ending total account value:        |         |                                              |         |         |         |         |         |
|                                                        |         | Proprietary                                  | 17,797  | 43,166  | 42,604  | 44,069  | 43,853  |
|                                                        |         | Non-proprietary                              | 11,047  | 20,675  | 20,877  | 22,591  | 22,886  |
|                                                        |         | Total                                        | 28,844  | 63,841  | 63,481  | 66,660  | 66,739  |
| <b>Guaranteed Products:</b>                            |         |                                              |         |         |         |         |         |
| 63,146                                                 | 41,955  | Beginning total account value                | 41,955  | 42,260  | 60,365  | 60,844  | 63,146  |
| 1,933                                                  | 501     | Sales                                        | 501     | 1,704   | 1,676   | 2,233   | 1,933   |
| (1,903)                                                | (842)   | Withdrawals and benefits                     | (842)   | (2,321) | (2,113) | (1,945) | (1,903) |
| 333                                                    | 1,033   | Change in market value and interest income   | 1,033   | (133)   | 945     | 1,849   | 333     |
| (363)                                                  | (387)   | Other (1)                                    | (387)   | (288)   | (29)    | 165     | (363)   |
| —                                                      | —       | Acquisition                                  | —       | 19,143  | —       | —       | —       |
| 63,146                                                 | 42,260  | Ending total account value                   | 42,260  | 60,365  | 60,844  | 63,146  | 63,146  |
| 30                                                     | (341)   | Net sales (withdrawals)                      | (341)   | (617)   | (437)   | 288     | 30      |
| Product composition of ending total account value (2): |         |                                              |         |         |         |         |         |
|                                                        |         | Spread-based products                        | 20,256  | 23,407  | 23,396  | 24,244  | 24,878  |
|                                                        |         | Fee-based products                           | 22,004  | 36,958  | 37,448  | 38,902  | 38,268  |
|                                                        |         | Total                                        | 42,260  | 60,365  | 60,844  | 63,146  | 63,146  |

- (1) Represents changes in asset balances for externally managed accounts. Includes a \$152 million reduction in account value as of January 1, 2004 reflecting the adoption of SOP 03-1.
- (2) Fee and spread based product account values reflect the reclassification of \$471 million of account values from fee based to spread based as of January 1, 2004, upon the adoption of SOP 03-1.

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

| Year-to-date               |       |          |                                                           | 2004  |       |       |       | 2005  |
|----------------------------|-------|----------|-----------------------------------------------------------|-------|-------|-------|-------|-------|
| 2005                       | 2004  | % Change |                                                           | 1Q    | 2Q    | 3Q    | 4Q    | 1Q    |
| Revenues (1):              |       |          |                                                           |       |       |       |       |       |
| 1,552                      | 1,330 | 17%      | Premiums                                                  | 1,330 | 1,354 | 1,292 | 1,366 | 1,552 |
| 71                         | 63    | 13%      | Policy charges and fee income                             | 63    | 61    | 55    | 61    | 71    |
| 309                        | 229   | 35%      | Net investment income                                     | 229   | 233   | 242   | 234   | 309   |
| 112                        | 61    | 84%      | Commissions, investment management fees, and other income | 61    | 104   | 96    | 101   | 112   |
|                            |       |          |                                                           |       |       |       |       |       |
| 2,044                      | 1,683 | 21%      | Total revenues                                            | 1,683 | 1,752 | 1,685 | 1,762 | 2,044 |
|                            |       |          |                                                           |       |       |       |       |       |
| Benefits and Expenses (1): |       |          |                                                           |       |       |       |       |       |
| 1,258                      | 1,083 | 16%      | Insurance and annuity benefits                            | 1,083 | 1,090 | 1,015 | 1,061 | 1,258 |
| 46                         | 26    | 77%      | Interest credited to policyholders' account balances      | 26    | 29    | 29    | 33    | 46    |
| 6                          | 1     | 500%     | Interest expense                                          | 1     | 2     | 1     | 3     | 6     |
| (251)                      | (214) | -17%     | Deferral of acquisition costs                             | (214) | (194) | (206) | (235) | (251) |
| 101                        | 84    | 20%      | Amortization of acquisition costs                         | 84    | 80    | 92    | 109   | 101   |
| 573                        | 482   | 19%      | General and administrative expenses                       | 482   | 476   | 494   | 538   | 573   |
|                            |       |          |                                                           |       |       |       |       |       |
| 1,733                      | 1,462 | 19%      | Total benefits and expenses                               | 1,462 | 1,483 | 1,425 | 1,509 | 1,733 |
|                            |       |          |                                                           |       |       |       |       |       |
| 311                        | 221   | 41%      | Adjusted operating income before income taxes             | 221   | 269   | 260   | 253   | 311   |

- (1) Revenues exclude realized investment gains, net of losses and related adjustments and investment gains, net of losses, on trading account assets supporting insurance liabilities. Benefits and expenses exclude charges related to realized investment gains, net of losses and change in experience-rated contractholder liabilities due to asset value changes.

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

| Three Months Ended March 31, 2005                         |                                                                  |                                                       |                                                |                              |
|-----------------------------------------------------------|------------------------------------------------------------------|-------------------------------------------------------|------------------------------------------------|------------------------------|
|                                                           | Total<br>International<br>Insurance &<br>Investments<br>Division | International<br>Insurance<br>excl. Gibraltar<br>Life | International<br>Insurance -<br>Gibraltar Life | International<br>Investments |
| <b>Revenues (1):</b>                                      |                                                                  |                                                       |                                                |                              |
| Premiums                                                  | 1,552                                                            | 980                                                   | 572                                            | —                            |
| Policy charges and fee income                             | 71                                                               | 53                                                    | 18                                             | —                            |
| Net investment income                                     | 309                                                              | 142                                                   | 156                                            | 11                           |
| Commissions, investment management fees, and other income | 112                                                              | (2)                                                   | (1)                                            | 115                          |
| <b>Total revenues</b>                                     | <b>2,044</b>                                                     | <b>1,173</b>                                          | <b>745</b>                                     | <b>126</b>                   |
| <b>Benefits and Expenses (1):</b>                         |                                                                  |                                                       |                                                |                              |
| Insurance and annuity benefits                            | 1,258                                                            | 787                                                   | 471                                            | —                            |
| Interest credited to policyholders' account balances      | 46                                                               | 23                                                    | 23                                             | —                            |
| Interest expense                                          | 6                                                                | 6                                                     | (1)                                            | 1                            |
| Deferral of acquisition costs                             | (251)                                                            | (189)                                                 | (62)                                           | —                            |
| Amortization of acquisition costs                         | 101                                                              | 70                                                    | 31                                             | —                            |
| General and administrative expenses                       | 573                                                              | 297                                                   | 177                                            | 99                           |
| <b>Total benefits and expenses</b>                        | <b>1,733</b>                                                     | <b>994</b>                                            | <b>639</b>                                     | <b>100</b>                   |
| <b>Adjusted operating income before income taxes</b>      | <b>311</b>                                                       | <b>179</b>                                            | <b>106</b>                                     | <b>26</b>                    |

| Three Months Ended March 31, 2004                         |                                                                  |                                                       |                                                |                              |
|-----------------------------------------------------------|------------------------------------------------------------------|-------------------------------------------------------|------------------------------------------------|------------------------------|
|                                                           | Total<br>International<br>Insurance &<br>Investments<br>Division | International<br>Insurance<br>excl. Gibraltar<br>Life | International<br>Insurance -<br>Gibraltar Life | International<br>Investments |
| <b>Revenues (1):</b>                                      |                                                                  |                                                       |                                                |                              |
| Premiums                                                  | 1,330                                                            | 752                                                   | 578                                            | —                            |
| Policy charges and fee income                             | 63                                                               | 44                                                    | 19                                             | —                            |
| Net investment income                                     | 229                                                              | 72                                                    | 150                                            | 7                            |
| Commissions, investment management fees, and other income | 61                                                               | (10)                                                  | (9)                                            | 80                           |
| <b>Total revenues</b>                                     | <b>1,683</b>                                                     | <b>858</b>                                            | <b>738</b>                                     | <b>87</b>                    |
| <b>Benefits and Expenses (1):</b>                         |                                                                  |                                                       |                                                |                              |
| Insurance and annuity benefits                            | 1,083                                                            | 592                                                   | 491                                            | —                            |
| Interest credited to policyholders' account balances      | 26                                                               | 4                                                     | 22                                             | —                            |
| Interest expense                                          | 1                                                                | 3                                                     | (3)                                            | 1                            |
| Deferral of acquisition costs                             | (214)                                                            | (159)                                                 | (55)                                           | —                            |
| Amortization of acquisition costs                         | 84                                                               | 69                                                    | 15                                             | —                            |
| General and administrative expenses                       | 482                                                              | 228                                                   | 174                                            | 80                           |
| <b>Total benefits and expenses</b>                        | <b>1,462</b>                                                     | <b>737</b>                                            | <b>644</b>                                     | <b>81</b>                    |
| <b>Adjusted operating income before income taxes</b>      | <b>221</b>                                                       | <b>121</b>                                            | <b>94</b>                                      | <b>6</b>                     |

- (1) Revenues exclude realized investment gains, net of losses and related adjustments and investment gains, net of losses, on trading account assets supporting insurance liabilities. Benefits and expenses exclude charges related to realized investment gains, net of losses and change in experience-rated contractholder liabilities due to asset value changes.

INTERNATIONAL INSURANCE SEGMENT - SUPPLEMENTARY INCOME STATEMENT INFORMATION  
(Yen and Dollars in millions)

| Year-to-date                                                                        |          | 2004     |          |          |          | 2005     |
|-------------------------------------------------------------------------------------|----------|----------|----------|----------|----------|----------|
| 2005                                                                                | 2004     | 1Q       | 2Q       | 3Q       | 4Q       | 1Q       |
| <b>Japanese Yen Basis Results:</b>                                                  |          |          |          |          |          |          |
| Revenues (1):                                                                       |          |          |          |          |          |          |
| ¥ 91,001                                                                            | ¥ 67,241 | ¥ 67,241 | ¥ 61,706 | ¥ 65,655 | ¥ 66,171 | ¥ 91,001 |
| 78,294                                                                              | 79,817   | 79,817   | 90,954   | 78,986   | 78,006   | 78,294   |
| 169,295                                                                             | 147,058  | 147,058  | 152,660  | 144,641  | 144,177  | 169,295  |
| Total revenues, Japan, yen basis                                                    |          |          |          |          |          |          |
| Benefits and Expenses (1):                                                          |          |          |          |          |          |          |
| 74,269                                                                              | 55,265   | 55,265   | 50,044   | 52,373   | 53,252   | 74,269   |
| 66,826                                                                              | 68,819   | 68,819   | 77,443   | 67,358   | 67,174   | 66,826   |
| 141,095                                                                             | 124,084  | 124,084  | 127,487  | 119,731  | 120,426  | 141,095  |
| Total benefits and expenses, Japan, yen basis                                       |          |          |          |          |          |          |
| Adjusted operating income (2):                                                      |          |          |          |          |          |          |
| 16,732                                                                              | 11,976   | 11,976   | 11,662   | 13,282   | 12,919   | 16,732   |
| 11,468                                                                              | 10,998   | 10,998   | 13,511   | 11,628   | 10,832   | 11,468   |
| ¥ 28,200                                                                            | ¥ 22,974 | ¥ 22,974 | ¥ 25,173 | ¥ 24,910 | ¥ 23,751 | ¥ 28,200 |
| Total adjusted operating income, Japan, yen basis                                   |          |          |          |          |          |          |
| <b>U.S. Dollar adjusted operating income (3):</b>                                   |          |          |          |          |          |          |
| \$ 154                                                                              | \$ 103   | \$ 103   | \$ 99    | \$ 113   | \$ 111   | \$ 154   |
| 106                                                                                 | 94       | 94       | 115      | 100      | 93       | 106      |
| 260                                                                                 | 197      | 197      | 214      | 213      | 204      | 260      |
| 25                                                                                  | 18       | 18       | 30       | 26       | 15       | 25       |
| \$ 285                                                                              | \$ 215   | \$ 215   | \$ 244   | \$ 239   | \$ 219   | \$ 285   |
| Total adjusted operating income, International Insurance segment, U.S. dollar basis |          |          |          |          |          |          |

- (1) Revenues exclude realized investment gains, net of losses and related adjustments and investment gains, net of losses, on trading account assets supporting insurance liabilities. Benefits and expenses exclude charges related to realized investment gains, net of losses and change in experience-rated contractholder liabilities due to asset value changes.
- (2) Adjusted operating income on yen basis excludes impact of currency hedging.
- (3) U.S. dollar adjusted operating income includes impact of currency hedging.

INTERNATIONAL INSURANCE AND INVESTMENTS DIVISION - SALES RESULTS AND SUPPLEMENTARY INFORMATION  
(dollar amounts in millions unless otherwise noted)

| Year-to-date                                   |       | 2004  |       |       |       | 2005  |
|------------------------------------------------|-------|-------|-------|-------|-------|-------|
| 2005                                           | 2004  | 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:   |       |       |       |       |       |       |
| 752                                            | 580   | 580   | 506   | 542   | 579   | 752   |
| 590                                            | 597   | 597   | 680   | 567   | 567   | 590   |
| 281                                            | 216   | 216   | 229   | 238   | 281   | 281   |
| 1,623                                          | 1,393 | 1,393 | 1,415 | 1,347 | 1,427 | 1,623 |
| Annualized new business premiums:              |       |       |       |       |       |       |
| 171                                            | 128   | 128   | 93    | 103   | 127   | 171   |
| 71                                             | 62    | 62    | 81    | 68    | 66    | 71    |
| 66                                             | 50    | 50    | 50    | 50    | 67    | 66    |
| 308                                            | 240   | 240   | 224   | 221   | 260   | 308   |
| <b>Constant exchange rate basis (2):</b>       |       |       |       |       |       |       |
| Net premiums, policy charges and fee income:   |       |       |       |       |       |       |
| 730                                            | 575   | 575   | 517   | 553   | 565   | 730   |
| 568                                            | 590   | 590   | 688   | 575   | 565   | 568   |
| 252                                            | 220   | 220   | 233   | 241   | 269   | 252   |
| 1,550                                          | 1,385 | 1,385 | 1,438 | 1,369 | 1,399 | 1,550 |
| Annualized new business premiums:              |       |       |       |       |       |       |
| 168                                            | 127   | 127   | 94    | 104   | 125   | 168   |
| 69                                             | 62    | 62    | 82    | 68    | 66    | 69    |
| 60                                             | 51    | 51    | 51    | 49    | 66    | 60    |
| 297                                            | 240   | 240   | 227   | 221   | 257   | 297   |

(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, 2004.

INTERNATIONAL INSURANCE AND INVESTMENTS DIVISION - SALES RESULTS AND SUPPLEMENTARY INFORMATION

|                                                                                 | 2004  |       |       |       | 2005  |
|---------------------------------------------------------------------------------|-------|-------|-------|-------|-------|
|                                                                                 | 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                                                 | 184   | 188   | 192   | 207   | 211   |
| Gibraltar Life                                                                  | 224   | 219   | 217   | 214   | 212   |
| All other countries                                                             | 71    | 74    | 76    | 79    | 82    |
| Total                                                                           | 479   | 481   | 485   | 500   | 505   |
| Number of individual policies in force at end of period (in thousands):         |       |       |       |       |       |
| Japan, excluding Gibraltar Life                                                 | 1,231 | 1,266 | 1,304 | 1,696 | 1,737 |
| Gibraltar Life                                                                  | 4,226 | 4,149 | 4,109 | 4,070 | 4,025 |
| All other countries                                                             | 863   | 894   | 925   | 965   | 1,001 |
| Total                                                                           | 6,320 | 6,309 | 6,338 | 6,731 | 6,763 |
| International insurance policy persistency (2):                                 |       |       |       |       |       |
| 13 months                                                                       | 92.7% | 92.6% | 92.8% | 93.0% | 92.9% |
| 25 months                                                                       | 86.7% | 86.7% | 86.5% | 86.3% | 86.2% |
| Number of Life Planners at end of period (3):                                   |       |       |       |       |       |
| Japan                                                                           | 2,422 | 2,447 | 2,509 | 2,550 | 2,665 |
| All other countries                                                             | 2,586 | 2,676 | 2,725 | 2,835 | 2,890 |
| Total                                                                           | 5,008 | 5,123 | 5,234 | 5,385 | 5,555 |

(1) Translated based on exchange rates as of December 31, 2004.

(2) Excluding Gibraltar Life.

(3) Excluding Gibraltar Life Advisors.

INVESTMENT PORTFOLIO COMPOSITION  
(in millions)

|                                                                        | March 31, 2005         |                       |                               |            | December 31, 2004      |                       |                               |            |
|------------------------------------------------------------------------|------------------------|-----------------------|-------------------------------|------------|------------------------|-----------------------|-------------------------------|------------|
|                                                                        | Consolidated Portfolio | Closed Block Business | Financial Services Businesses |            | Consolidated Portfolio | Closed Block Business | Financial Services Businesses |            |
|                                                                        |                        |                       | Amount                        | % of Total |                        |                       | Amount                        | % of Total |
| Fixed maturities:                                                      |                        |                       |                               |            |                        |                       |                               |            |
| Public, available for sale, at fair value (1)                          | 122,491                | 36,420                | 86,071                        | 58.0%      | 118,400                | 34,683                | 83,717                        | 57.1%      |
| Public, held to maturity, at amortized cost                            | 3,252                  | —                     | 3,252                         | 2.2%       | 2,624                  | —                     | 2,624                         | 1.8%       |
| Private, available for sale, at fair value (1)                         | 31,048                 | 13,648                | 17,400                        | 11.7%      | 32,336                 | 14,130                | 18,206                        | 12.4%      |
| Private, held to maturity, at amortized cost                           | 137                    | —                     | 137                           | 0.1%       | 123                    | —                     | 123                           | 0.1%       |
| Trading account assets supporting insurance liabilities, at fair value | 13,239                 | —                     | 13,239                        | 8.9%       | 12,964                 | —                     | 12,964                        | 8.8%       |
| Other trading account assets, at fair value                            | 125                    | —                     | 125                           | 0.1%       | 130                    | —                     | 130                           | 0.1%       |
| Equity securities, available for sale, at fair value                   | 4,442                  | 2,591                 | 1,851                         | 1.2%       | 4,271                  | 2,620                 | 1,651                         | 1.1%       |
| Commercial loans                                                       | 23,814                 | 7,245                 | 16,569                        | 11.2%      | 24,389                 | 7,297                 | 17,092                        | 11.6%      |
| Policy loans                                                           | 8,372                  | 5,429                 | 2,943                         | 2.0%       | 8,373                  | 5,454                 | 2,919                         | 2.0%       |
| Other long-term investments (2)                                        | 4,779                  | 995                   | 3,784                         | 2.6%       | 4,978                  | 1,047                 | 3,931                         | 2.7%       |
| Short-term investments                                                 | 4,852                  | 1,860                 | 2,992                         | 2.0%       | 5,245                  | 1,840                 | 3,405                         | 2.3%       |
| Subtotal (3)                                                           | 216,551                | 68,188                | 148,363                       | 100.0%     | 213,833                | 67,071                | 146,762                       | 100.0%     |
| Invested assets of other entities and operations (4)                   | 2,903                  | —                     | 2,903                         |            | 2,791                  | —                     | 2,791                         |            |
| Total investments                                                      | 219,454                | 68,188                | 151,266                       |            | 216,624                | 67,071                | 149,553                       |            |

Fixed Maturities by Credit Quality (3):

|                                        |                          | March 31, 2005                |                        |                         |               |               | December 31, 2004             |                        |                         |               |               |
|----------------------------------------|--------------------------|-------------------------------|------------------------|-------------------------|---------------|---------------|-------------------------------|------------------------|-------------------------|---------------|---------------|
|                                        |                          | 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    |
| <b>Public Fixed Maturities:</b>        |                          |                               |                        |                         |               |               |                               |                        |                         |               |               |
| NAIC Rating (5)                        | Rating Agency Equivalent |                               |                        |                         |               |               |                               |                        |                         |               |               |
| 1                                      | Aaa, Aa, A               | 66,899                        | 2,302                  | 334                     | 68,867        | 77.1%         | 63,553                        | 2,500                  | 276                     | 65,777        | 76.2%         |
| 2                                      | Baa                      | 16,197                        | 786                    | 182                     | 16,801        | 18.8%         | 16,463                        | 980                    | 123                     | 17,320        | 20.1%         |
| <b>Subtotal Investment Grade</b>       |                          | <b>83,096</b>                 | <b>3,088</b>           | <b>516</b>              | <b>85,668</b> | <b>95.9%</b>  | <b>80,016</b>                 | <b>3,480</b>           | <b>399</b>              | <b>83,097</b> | <b>96.3%</b>  |
| 3                                      | Ba                       | 2,419                         | 135                    | 23                      | 2,531         | 2.8%          | 2,096                         | 176                    | 72                      | 2,200         | 2.5%          |
| 4                                      | B                        | 955                           | 73                     | 12                      | 1,016         | 1.1%          | 839                           | 93                     | 1                       | 931           | 1.1%          |
| 5                                      | C and lower              | 78                            | 9                      | 2                       | 85            | 0.1%          | 85                            | 13                     | 2                       | 96            | 0.1%          |
| 6                                      | In or near default       | 33                            | 13                     | 1                       | 45            | 0.1%          | 25                            | 9                      | —                       | 34            | 0.0%          |
| <b>Subtotal Below Investment Grade</b> |                          | <b>3,485</b>                  | <b>230</b>             | <b>38</b>               | <b>3,677</b>  | <b>4.1%</b>   | <b>3,045</b>                  | <b>291</b>             | <b>75</b>               | <b>3,261</b>  | <b>3.7%</b>   |
| <b>Total</b>                           |                          | <b>86,581</b>                 | <b>3,318</b>           | <b>554</b>              | <b>89,345</b> | <b>100.0%</b> | <b>83,061</b>                 | <b>3,771</b>           | <b>474</b>              | <b>86,358</b> | <b>100.0%</b> |
| <b>Private Fixed Maturities:</b>       |                          |                               |                        |                         |               |               |                               |                        |                         |               |               |
| NAIC Rating (5)                        | Rating Agency Equivalent |                               |                        |                         |               |               |                               |                        |                         |               |               |
| 1                                      | Aaa, Aa, A               | 5,506                         | 276                    | 34                      | 5,748         | 32.8%         | 4,917                         | 321                    | 19                      | 5,219         | 28.5%         |
| 2                                      | Baa                      | 9,064                         | 593                    | 50                      | 9,607         | 54.8%         | 9,831                         | 695                    | 25                      | 10,501        | 57.3%         |
| <b>Subtotal Investment Grade</b>       |                          | <b>14,570</b>                 | <b>869</b>             | <b>84</b>               | <b>15,355</b> | <b>87.6%</b>  | <b>14,748</b>                 | <b>1,016</b>           | <b>44</b>               | <b>15,720</b> | <b>85.8%</b>  |
| 3                                      | Ba                       | 1,309                         | 85                     | 3                       | 1,391         | 7.9%          | 1,520                         | 102                    | 1                       | 1,621         | 8.8%          |
| 4                                      | B                        | 378                           | 35                     | 4                       | 409           | 2.3%          | 399                           | 42                     | 3                       | 438           | 2.4%          |
| 5                                      | C and lower              | 278                           | 31                     | 1                       | 308           | 1.8%          | 293                           | 32                     | 1                       | 324           | 1.8%          |
| 6                                      | In or near default       | 73                            | 5                      | 3                       | 75            | 0.4%          | 224                           | 9                      | 6                       | 227           | 1.2%          |
| <b>Subtotal Below Investment Grade</b> |                          | <b>2,038</b>                  | <b>156</b>             | <b>11</b>               | <b>2,183</b>  | <b>12.4%</b>  | <b>2,436</b>                  | <b>185</b>             | <b>11</b>               | <b>2,610</b>  | <b>14.2%</b>  |
| <b>Total</b>                           |                          | <b>16,608</b>                 | <b>1,025</b>           | <b>95</b>               | <b>17,538</b> | <b>100.0%</b> | <b>17,184</b>                 | <b>1,201</b>           | <b>55</b>               | <b>18,330</b> | <b>100.0%</b> |

(1) Classification for the earlier period presented has been conformed to the current presentation.

- (2) Other long-term investments consist of real estate and non-real estate related investments in joint ventures (other than our equity investment in Wachovia Securities Financial Holdings, LLC) and partnerships, investment real estate held through direct ownership, our interest in separate account investments and other miscellaneous investments.
- (3) Excludes (i) assets of our securities brokerage, securities trading, and banking operations, (ii) assets of our asset management operations, including assets managed for third parties, and (iii) those assets classified as “separate account assets” on our balance sheet.
- (4) Includes assets of our securities brokerage, securities trading, banking and asset management operations. Excludes assets of our asset management operations managed for third parties and those assets classified as “separate account assets” on our balance sheet. Our investment in Wachovia Securities Financial Holdings, LLC is included in “Other assets”.
- (5) Reflects equivalent ratings for investments of international insurance operations that are not rated by United States insurance regulatory authorities. Includes, as of March 31, 2005 and December 31, 2004, respectively, 199 securities with amortized cost of \$2,738 million (fair value \$2,792 million) and 206 securities with amortized cost of \$2,910 million (fair value, \$2,972 million) that have been categorized based on expected NAIC designations pending receipt of SVO ratings.

FINANCIAL SERVICES BUSINESSES INVESTMENT PORTFOLIO COMPOSITION  
(in millions)

|                                                                        | March 31, 2005 |               | December 31, 2004 |               |
|------------------------------------------------------------------------|----------------|---------------|-------------------|---------------|
|                                                                        | Amount         | % of Total    | Amount            | % of Total    |
| <b>Japanese Insurance Operations:</b>                                  |                |               |                   |               |
| Fixed maturities:                                                      |                |               |                   |               |
| Public, available for sale, at fair value (1)                          | 33,072         | 70.9%         | 33,090            | 69.8%         |
| Public, held to maturity, at amortized cost                            | 3,252          | 7.0%          | 2,624             | 5.5%          |
| Private, available for sale, at fair value (1)                         | 2,308          | 5.0%          | 2,309             | 4.9%          |
| Private, held to maturity, at amortized cost                           | 137            | 0.3%          | 123               | 0.3%          |
| Trading account assets supporting insurance liabilities, at fair value | 891            | 1.9%          | 885               | 1.9%          |
| Other trading account assets, at fair value                            | 29             | 0.0%          | 71                | 0.1%          |
| Equity securities, available for sale, at fair value                   | 1,658          | 3.6%          | 1,470             | 3.1%          |
| Commercial loans                                                       | 3,002          | 6.4%          | 3,371             | 7.1%          |
| Policy loans                                                           | 1,026          | 2.2%          | 1,037             | 2.2%          |
| Other long-term investments (2)                                        | 1,210          | 2.6%          | 1,375             | 2.9%          |
| Short-term investments                                                 | 37             | 0.1%          | 1,031             | 2.2%          |
| <b>Total</b>                                                           | <b>46,622</b>  | <b>100.0%</b> | <b>47,386</b>     | <b>100.0%</b> |

|                                                                                   | March 31, 2005 |               | December 31, 2004 |               |
|-----------------------------------------------------------------------------------|----------------|---------------|-------------------|---------------|
|                                                                                   | Amount         | % of Total    | Amount            | % of Total    |
| <b>Financial Services Businesses excluding Japanese Insurance Operations (3):</b> |                |               |                   |               |
| Fixed maturities:                                                                 |                |               |                   |               |
| Public, available for sale, at fair value (1)                                     | 52,999         | 52.1%         | 50,627            | 51.0%         |
| Public, held to maturity, at amortized cost                                       | —              | 0.0%          | —                 | 0.0%          |
| Private, available for sale, at fair value (1)                                    | 15,092         | 14.8%         | 15,897            | 16.0%         |
| Private, held to maturity, at amortized cost                                      | —              | 0.0%          | —                 | 0.0%          |
| Trading account assets supporting insurance liabilities, at fair value            | 12,348         | 12.1%         | 12,079            | 12.2%         |
| Other trading account assets, at fair value                                       | 96             | 0.1%          | 59                | 0.0%          |
| Equity securities, available for sale, at fair value                              | 193            | 0.2%          | 181               | 0.2%          |
| Commercial loans                                                                  | 13,567         | 13.3%         | 13,721            | 13.8%         |
| Policy loans                                                                      | 1,917          | 1.9%          | 1,882             | 1.9%          |
| Other long-term investments (2)                                                   | 2,574          | 2.6%          | 2,556             | 2.5%          |
| Short-term investments                                                            | 2,955          | 2.9%          | 2,374             | 2.4%          |
| <b>Total</b>                                                                      | <b>101,741</b> | <b>100.0%</b> | <b>99,376</b>     | <b>100.0%</b> |

- (1) Classification for the earlier period presented has been conformed to the current presentation.
- (2) Other long-term investments consist of real estate and non-real estate related investments in joint ventures (other than our equity investment in Wachovia Securities Financial Holdings, LLC) and partnerships, investment real estate held through direct ownership, our interest in separate account investments and other miscellaneous investments. Our investment in Wachovia Securities Financial Holdings, LLC is included in "Other assets".
- (3) Excludes (i) assets of our securities brokerage, securities trading, and banking operations, (ii) assets of our asset management operations, including assets managed for third parties, and (iii) those assets classified as "separate account assets" on our balance sheet.

FINANCIAL SERVICES BUSINESSES INVESTMENT RESULTS  
(in millions)

|                                                         | Three Months Ended March 31 |        |                                 |                   |        |                                 |
|---------------------------------------------------------|-----------------------------|--------|---------------------------------|-------------------|--------|---------------------------------|
|                                                         | 2005                        |        |                                 | 2004              |        |                                 |
|                                                         | Investment Income           |        | Realized<br>Gains /<br>(Losses) | Investment Income |        | Realized<br>Gains /<br>(Losses) |
|                                                         | Yield (3)                   | Amount |                                 | Yield (3)(4)      | Amount |                                 |
| Financial Services Businesses (1):                      |                             |        |                                 |                   |        |                                 |
| Fixed maturities                                        | 4.55%                       | 1,150  | 39                              | 4.61%             | 954    | 31                              |
| Equity securities                                       | 3.33%                       | 13     | 2                               | 2.09%             | 5      | 25                              |
| Commercial loans                                        | 6.57%                       | 198    | (3)                             | 6.74%             | 194    | 16                              |
| Policy loans                                            | 4.65%                       | 34     | —                               | 4.62%             | 30     | —                               |
| Short-term investments and cash equivalents             | 2.19%                       | 40     | 5                               | 1.43%             | 23     | —                               |
| Other investments                                       | 6.39%                       | 77     | 185                             | 6.88%             | 73     | (23)                            |
| Gross investment income before investment expenses      | 4.71%                       | 1,512  | 228                             | 4.77%             | 1,279  | 49                              |
| Investment expenses                                     | -0.17%                      | (86)   | —                               | -0.19%            | (64)   | —                               |
| Subtotal                                                | 4.54%                       | 1,426  | 228                             | 4.58%             | 1,215  | 49                              |
| Investment results of other entities and operations (2) |                             | 80     | (1)                             |                   | 30     | (57)                            |
| Less, investment income relating to divested businesses |                             | (7)    |                                 |                   | (1)    |                                 |
| Total                                                   |                             | 1,499  | 227                             |                   | 1,244  | (8)                             |

- (1) Excludes assets of our securities brokerage operations, securities trading operations, banking operations, commercial loans and trading account assets supporting insurance liabilities where the investment results generally inure to contractholders, assets of our asset management operations, including assets managed for third parties, and those assets classified as "separate account assets" on our balance sheet.
- (2) Investment income of securities brokerage, securities trading, banking operations, and commercial loans supporting insurance liabilities where the investment results generally inure to contractholders.
- (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 exclude investment income and assets related to commercial loans and trading account assets supporting insurance liabilities where the investment results generally inure to contractholders and investment income on assets other than those included in invested assets of the Financial Services Businesses.
- (4) Classification for the earlier period presented has been conformed to the current presentation.

FINANCIAL SERVICES BUSINESSES INVESTMENT RESULTS - JAPANESE INSURANCE OPERATIONS  
(in millions)

|                                                    | Three Months Ended March 31 |        |                                 |                   |        |                                 |
|----------------------------------------------------|-----------------------------|--------|---------------------------------|-------------------|--------|---------------------------------|
|                                                    | 2005                        |        |                                 | 2004              |        |                                 |
|                                                    | Investment Income           |        | Realized<br>Gains /<br>(Losses) | Investment Income |        | Realized<br>Gains /<br>(Losses) |
|                                                    | Yield (1)                   | Amount |                                 | Yield (1)(2)      | Amount |                                 |
| Japanese Insurance Operations:                     |                             |        |                                 |                   |        |                                 |
| Fixed maturities                                   | 2.14%                       | 203    | (40)                            | 1.89%             | 150    | 10                              |
| Equity securities                                  | 2.23%                       | 8      | 2                               | 1.24%             | 3      | 23                              |
| Commercial loans                                   | 4.12%                       | 33     | (2)                             | 4.27%             | 31     | 3                               |
| Policy loans                                       | 3.30%                       | 8      | —                               | 3.22%             | 7      | —                               |
| Short-term investments and cash equivalents        | 0.32%                       | 1      | 5                               | 8.51%             | —      | —                               |
| Other investments                                  | 8.01%                       | 29     | 77                              | 7.70%             | 25     | —                               |
|                                                    |                             |        |                                 |                   |        |                                 |
| Gross investment income before investment expenses | 2.45%                       | 282    | 42                              | 2.29%             | 216    | 36                              |
| Investment expenses                                | -0.19%                      | (22)   | —                               | -0.22%            | (20)   | —                               |
|                                                    |                             |        |                                 |                   |        |                                 |
| Total                                              | 2.26%                       | 260    | 42                              | 2.07%             | 196    | 36                              |

- (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 exclude investment income and assets related to trading account assets supporting insurance liabilities where the investment results generally inure to contractholders and investment income on assets other than those included in invested assets of the Financial Services Businesses.
- (2) Classification for the earlier period presented has been conformed to the current presentation.

FINANCIAL SERVICES BUSINESSES INVESTMENT RESULTS - EXCLUDING JAPANESE INSURANCE OPERATIONS  
(in millions)

|                                                                            | Three Months Ended March 31 |        |                                 |                   |        |                                 |
|----------------------------------------------------------------------------|-----------------------------|--------|---------------------------------|-------------------|--------|---------------------------------|
|                                                                            | 2005                        |        |                                 | 2004              |        |                                 |
|                                                                            | Investment Income           |        | Realized<br>Gains /<br>(Losses) | Investment Income |        | Realized<br>Gains /<br>(Losses) |
|                                                                            | Yield (2)                   | Amount |                                 | Yield (2)(3)      | Amount |                                 |
| Financial Services Businesses excluding Japanese Insurance Operations (1): |                             |        |                                 |                   |        |                                 |
| Fixed maturities                                                           | 6.08%                       | 947    | 79                              | 6.32%             | 804    | 21                              |
| Equity securities                                                          | 14.20%                      | 5      | —                               | 8.12%             | 2      | 2                               |
| Commercial loans                                                           | 7.44%                       | 165    | (1)                             | 7.56%             | 163    | 13                              |
| Policy loans                                                               | 5.38%                       | 26     | —                               | 5.32%             | 23     | —                               |
| Short-term investments and cash equivalents                                | 2.61%                       | 39     | —                               | 1.39%             | 23     | —                               |
| Other investments                                                          | 5.71%                       | 48     | 108                             | 6.50%             | 48     | (23)                            |
|                                                                            |                             |        |                                 |                   |        |                                 |
| Gross investment income before investment expenses                         | 6.04%                       | 1,230  | 186                             | 6.13%             | 1,063  | 13                              |
| Investment expenses                                                        | -0.15%                      | (64)   | —                               | -0.17%            | (44)   | —                               |
|                                                                            |                             |        |                                 |                   |        |                                 |
| Total                                                                      | 5.89%                       | 1,166  | 186                             | 5.96%             | 1,019  | 13                              |

- (1) Excludes assets of our securities brokerage operations, securities trading operations, banking operations, commercial loans and trading account assets supporting insurance liabilities where the investment results generally inure to contractholders, assets of our asset management operations, including assets managed for third parties, and those assets classified as “separate account assets” on our balance sheet.
- (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 exclude investment income and assets related to commercial loans and trading account assets supporting insurance liabilities where the investment results generally inure to contractholders and investment income on assets other than those included in invested assets of the Financial Services Businesses.
- (3) Classification for the earlier period presented has been conformed to the current presentation.

RECLASSIFIED COMBINED STATEMENTS OF OPERATIONS - FINANCIAL SERVICES BUSINESSES  
(in millions)

|                                                           | 2003         |              |              |              | 2004         |              |              |              |
|-----------------------------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
|                                                           | 1Q           | 2Q           | 3Q           | 4Q           | 1Q           | 2Q           | 3Q           | 4Q           |
| <b>Revenues (1):</b>                                      |              |              |              |              |              |              |              |              |
| Premiums                                                  | 1,973        | 1,953        | 1,950        | 2,042        | 2,191        | 2,210        | 2,176        | 2,218        |
| Policy charges and fee income                             | 458          | 486          | 518          | 562          | 567          | 600          | 615          | 644          |
| Net investment income                                     | 1,250        | 1,249        | 1,213        | 1,223        | 1,244        | 1,330        | 1,397        | 1,413        |
| Commissions, investment management fees, and other income | 872          | 1,031        | 665          | 686          | 676          | 917          | 841          | 976          |
| <b>Total revenues</b>                                     | <b>4,553</b> | <b>4,719</b> | <b>4,346</b> | <b>4,513</b> | <b>4,678</b> | <b>5,057</b> | <b>5,029</b> | <b>5,251</b> |
| <b>Benefits and Expenses (1):</b>                         |              |              |              |              |              |              |              |              |
| Insurance and annuity benefits                            | 2,107        | 1,988        | 2,032        | 2,180        | 2,289        | 2,243        | 2,246        | 2,254        |
| Interest credited to policyholders' account balances      | 418          | 421          | 424          | 428          | 427          | 582          | 580          | 594          |
| Interest expense                                          | 42           | 42           | 59           | 57           | 53           | 57           | 83           | 103          |
| Deferral of acquisition costs                             | (285)        | (320)        | (312)        | (353)        | (388)        | (373)        | (360)        | (407)        |
| Amortization of acquisition costs                         | 160          | 142          | 150          | 81           | 192          | 190          | 212          | 172          |
| General and administrative expenses                       | 1,682        | 1,919        | 1,470        | 1,625        | 1,555        | 1,715        | 1,633        | 1,856        |
| <b>Total benefits and expenses</b>                        | <b>4,124</b> | <b>4,192</b> | <b>3,823</b> | <b>4,018</b> | <b>4,128</b> | <b>4,414</b> | <b>4,394</b> | <b>4,572</b> |
| <b>Adjusted operating income before income taxes</b>      | <b>429</b>   | <b>527</b>   | <b>523</b>   | <b>495</b>   | <b>550</b>   | <b>643</b>   | <b>635</b>   | <b>679</b>   |

- (1) Revenues exclude realized investment gains, net of losses and related adjustments and investment gains, net of losses, on trading account assets supporting insurance liabilities. Benefits and expenses exclude charges related to realized investment gains, net of losses and change in experience-rated contractholder liabilities due to asset value changes.

RECLASSIFIED COMBINED STATEMENTS OF OPERATIONS - INSURANCE DIVISION  
(in millions)

|                                                           | 2003         |              |              |              | 2004         |              |              |              |
|-----------------------------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
|                                                           | 1Q           | 2Q           | 3Q           | 4Q           | 1Q           | 2Q           | 3Q           | 4Q           |
| <b>Revenues (1):</b>                                      |              |              |              |              |              |              |              |              |
| Premiums                                                  | 824          | 822          | 779          | 797          | 850          | 826          | 845          | 842          |
| Policy charges and fee income                             | 389          | 413          | 450          | 488          | 490          | 496          | 519          | 541          |
| Net investment income                                     | 360          | 366          | 349          | 371          | 369          | 378          | 402          | 422          |
| Commissions, investment management fees, and other income | 53           | 81           | 108          | 145          | 150          | 156          | 162          | 152          |
| <b>Total revenues</b>                                     | <b>1,626</b> | <b>1,682</b> | <b>1,686</b> | <b>1,801</b> | <b>1,859</b> | <b>1,856</b> | <b>1,928</b> | <b>1,957</b> |
| <b>Benefits and Expenses (1):</b>                         |              |              |              |              |              |              |              |              |
| Insurance and annuity benefits                            | 956          | 896          | 927          | 1,042        | 978          | 929          | 966          | 949          |
| Interest credited to policyholders' account balances      | 157          | 161          | 158          | 160          | 175          | 178          | 179          | 176          |
| Interest expense                                          | —            | —            | 1            | (1)          | 1            | 2            | 10           | 19           |
| Deferral of acquisition costs                             | (112)        | (149)        | (161)        | (173)        | (182)        | (180)        | (161)        | (168)        |
| Amortization of acquisition costs                         | 85           | 69           | 80           | 11           | 108          | 109          | 120          | 66           |
| General and administrative expenses                       | 377          | 469          | 498          | 556          | 568          | 580          | 569          | 618          |
| <b>Total benefits and expenses</b>                        | <b>1,463</b> | <b>1,446</b> | <b>1,503</b> | <b>1,595</b> | <b>1,648</b> | <b>1,618</b> | <b>1,683</b> | <b>1,660</b> |
| <b>Adjusted operating income before income taxes</b>      | <b>163</b>   | <b>236</b>   | <b>183</b>   | <b>206</b>   | <b>211</b>   | <b>238</b>   | <b>245</b>   | <b>297</b>   |

- (1) Revenues exclude realized investment gains, net of losses and related adjustments and investment gains, net of losses, on trading account assets supporting insurance liabilities. Benefits and expenses exclude charges related to realized investment gains, net of losses and change in experience-rated contractholder liabilities due to asset value changes.

RECLASSIFIED COMBINED STATEMENTS OF OPERATIONS - INDIVIDUAL LIFE AND ANNUITIES SEGMENT  
(in millions)

|                                                           | 2003       |            |            |            | 2004       |            |            |            |
|-----------------------------------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|
|                                                           | 1Q         | 2Q         | 3Q         | 4Q         | 1Q         | 2Q         | 3Q         | 4Q         |
| <b>Revenues (1):</b>                                      |            |            |            |            |            |            |            |            |
| Premiums                                                  | 113        | 111        | 94         | 98         | 101        | 103        | 111        | 123        |
| Policy charges and fee income                             | 298        | 371        | 399        | 410        | 419        | 420        | 425        | 440        |
| Net investment income                                     | 208        | 216        | 210        | 227        | 234        | 240        | 259        | 277        |
| Commissions, investment management fees, and other income | 45         | 74         | 100        | 131        | 139        | 147        | 153        | 142        |
| <b>Total revenues</b>                                     | <b>664</b> | <b>772</b> | <b>803</b> | <b>866</b> | <b>893</b> | <b>910</b> | <b>948</b> | <b>982</b> |
| <b>Benefits and Expenses (1):</b>                         |            |            |            |            |            |            |            |            |
| Insurance and annuity benefits                            | 216        | 224        | 252        | 332        | 217        | 213        | 221        | 241        |
| Interest credited to policyholders' account balances      | 97         | 104        | 108        | 111        | 128        | 131        | 133        | 131        |
| Interest expense                                          | (1)        | —          | —          | (1)        | 1          | 1          | 7          | 15         |
| Deferral of acquisition costs                             | (104)      | (139)      | (153)      | (165)      | (175)      | (172)      | (155)      | (162)      |
| Amortization of acquisition costs                         | 84         | 69         | 79         | 10         | 107        | 108        | 119        | 65         |
| General and administrative expenses                       | 243        | 336        | 364        | 420        | 430        | 437        | 426        | 449        |
| <b>Total benefits and expenses</b>                        | <b>535</b> | <b>594</b> | <b>650</b> | <b>707</b> | <b>708</b> | <b>718</b> | <b>751</b> | <b>739</b> |
| <b>Adjusted operating income before income taxes</b>      | <b>129</b> | <b>178</b> | <b>153</b> | <b>159</b> | <b>185</b> | <b>192</b> | <b>197</b> | <b>243</b> |

- (1) Revenues exclude realized investment gains, net of losses and related adjustments and investment gains, net of losses, on trading account assets supporting insurance liabilities. Benefits and expenses exclude charges related to realized investment gains, net of losses and change in experience-rated contractholder liabilities due to asset value changes.

RECLASSIFIED COMBINED STATEMENTS OF OPERATIONS - INDIVIDUAL ANNUITIES  
(in millions)

|                                                           | 2003          |               |               |               | 2004          |               |               |               |
|-----------------------------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|                                                           | 1Q            | 2Q            | 3Q            | 4Q            | 1Q            | 2Q            | 3Q            | 4Q            |
| <b>Revenues (1):</b>                                      |               |               |               |               |               |               |               |               |
| Premiums                                                  | 19            | 15            | 17            | 13            | 14            | 17            | 16            | 16            |
| Policy charges and fee income                             | 44            | 113           | 144           | 152           | 163           | 164           | 165           | 175           |
| Net investment income                                     | 107           | 115           | 110           | 121           | 137           | 143           | 154           | 154           |
| Commissions, investment management fees, and other income | 13            | 46            | 68            | 72            | 72            | 71            | 70            | 77            |
|                                                           | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> |
| Total revenues                                            | 183           | 289           | 339           | 358           | 386           | 395           | 405           | 422           |
|                                                           | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> |
| <b>Benefits and Expenses (1):</b>                         |               |               |               |               |               |               |               |               |
| Insurance and annuity benefits                            | 43            | 46            | 59            | 86            | 51            | 58            | 62            | 60            |
| Interest credited to policyholders' account balances      | 61            | 66            | 69            | 72            | 89            | 90            | 91            | 88            |
| Interest expense                                          | —             | 1             | —             | —             | 1             | 1             | 4             | 3             |
| Deferral of acquisition costs                             | (27)          | (65)          | (85)          | (90)          | (98)          | (97)          | (83)          | (75)          |
| Amortization of acquisition costs                         | 17            | 20            | 23            | (13)          | 37            | 40            | 44            | 4             |
| General and administrative expenses                       | 66            | 156           | 195           | 207           | 208           | 209           | 191           | 203           |
|                                                           | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> |
| Total benefits and expenses                               | 160           | 224           | 261           | 262           | 288           | 301           | 309           | 283           |
|                                                           | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> |
| Adjusted operating income before income taxes             | 23            | 65            | 78            | 96            | 98            | 94            | 96            | 139           |
|                                                           | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> |

- (1) Revenues exclude realized investment gains, net of losses and related adjustments and investment gains, net of losses, on trading account assets supporting insurance liabilities. Benefits and expenses exclude charges related to realized investment gains, net of losses and change in experience-rated contractholder liabilities due to asset value changes.

RECLASSIFIED COMBINED STATEMENTS OF OPERATIONS - INVESTMENT DIVISION  
(in millions)

|                                                           | 2003         |              |              |              | 2004         |              |              |              |
|-----------------------------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
|                                                           | 1Q           | 2Q           | 3Q           | 4Q           | 1Q           | 2Q           | 3Q           | 4Q           |
| <b>Revenues (1):</b>                                      |              |              |              |              |              |              |              |              |
| Premiums                                                  | 14           | 8            | 1            | 6            | 12           | 27           | 43           | 11           |
| Policy charges and fee income                             | 18           | 19           | 17           | 18           | 18           | 47           | 43           | 47           |
| Net investment income                                     | 556          | 553          | 516          | 526          | 523          | 584          | 619          | 617          |
| Commissions, investment management fees, and other income | 814          | 906          | 481          | 494          | 477          | 633          | 572          | 734          |
| <b>Total revenues</b>                                     | <b>1,402</b> | <b>1,486</b> | <b>1,015</b> | <b>1,044</b> | <b>1,030</b> | <b>1,291</b> | <b>1,277</b> | <b>1,409</b> |
| <b>Benefits and Expenses (1):</b>                         |              |              |              |              |              |              |              |              |
| Insurance and annuity benefits                            | 210          | 204          | 187          | 190          | 208          | 208          | 237          | 209          |
| Interest credited to policyholders' account balances      | 236          | 233          | 239          | 238          | 226          | 376          | 372          | 388          |
| Interest expense                                          | 8            | 8            | 9            | 8            | 9            | 1            | 17           | 21           |
| Deferral of acquisition costs                             | (7)          | (8)          | (6)          | (8)          | (8)          | (14)         | (10)         | (19)         |
| Amortization of acquisition costs                         | 19           | 17           | 15           | 15           | 15           | 14           | 15           | 9            |
| General and administrative expenses                       | 863          | 955          | 488          | 545          | 484          | 634          | 570          | 690          |
| <b>Total benefits and expenses</b>                        | <b>1,329</b> | <b>1,409</b> | <b>932</b>   | <b>988</b>   | <b>934</b>   | <b>1,219</b> | <b>1,201</b> | <b>1,298</b> |
| <b>Adjusted operating income before income taxes</b>      | <b>73</b>    | <b>77</b>    | <b>83</b>    | <b>56</b>    | <b>96</b>    | <b>72</b>    | <b>76</b>    | <b>111</b>   |

- (1) Revenues exclude realized investment gains, net of losses and related adjustments and investment gains, net of losses, on trading account assets supporting insurance liabilities. Benefits and expenses exclude charges related to realized investment gains, net of losses and change in experience-rated contractholder liabilities due to asset value changes.

RECLASSIFIED COMBINED STATEMENTS OF OPERATIONS - RETIREMENT SEGMENT  
(in millions)

|                                                           | 2003          |               |               |               | 2004          |               |               |               |
|-----------------------------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|                                                           | 1Q            | 2Q            | 3Q            | 4Q            | 1Q            | 2Q            | 3Q            | 4Q            |
| <b>Revenues (1):</b>                                      |               |               |               |               |               |               |               |               |
| Premiums                                                  | 14            | 8             | 1             | 6             | 12            | 27            | 43            | 11            |
| Policy charges and fee income                             | 18            | 19            | 17            | 18            | 18            | 47            | 43            | 47            |
| Net investment income                                     | 517           | 515           | 498           | 513           | 506           | 565           | 603           | 598           |
| Commissions, investment management fees, and other income | 32            | 31            | 35            | 39            | 41            | 214           | 211           | 239           |
|                                                           | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> |
| Total revenues                                            | 581           | 573           | 551           | 576           | 577           | 853           | 900           | 895           |
|                                                           | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> |
| <b>Benefits and Expenses (1):</b>                         |               |               |               |               |               |               |               |               |
| Insurance and annuity benefits                            | 210           | 204           | 187           | 190           | 208           | 208           | 237           | 209           |
| Interest credited to policyholders' account balances      | 236           | 233           | 239           | 238           | 226           | 376           | 372           | 388           |
| Interest expense                                          | 5             | 4             | 3             | 5             | 2             | 3             | 14            | 18            |
| Deferral of acquisition costs                             | (2)           | (3)           | (2)           | (4)           | (2)           | (9)           | (6)           | (15)          |
| Amortization of acquisition costs                         | 3             | 3             | 3             | 3             | 3             | 3             | 4             | —             |
| General and administrative expenses                       | 76            | 87            | 82            | 89            | 88            | 180           | 185           | 199           |
|                                                           | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> |
| Total benefits and expenses                               | 528           | 528           | 512           | 521           | 525           | 761           | 806           | 799           |
|                                                           | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> |
| Adjusted operating income before income taxes             | 53            | 45            | 39            | 55            | 52            | 92            | 94            | 96            |
|                                                           | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> | <u>      </u> |

- (1) Revenues exclude realized investment gains, net of losses and related adjustments and investment gains, net of losses, on trading account assets supporting insurance liabilities. Benefits and expenses exclude charges related to realized investment gains, net of losses and change in experience-rated contractholder liabilities due to asset value changes.

RECLASSIFIED COMBINED STATEMENTS OF OPERATIONS - INTERNATIONAL INSURANCE AND INVESTMENTS DIVISION  
(in millions)

|                                                           | 2003         |              |              |              | 2004         |              |              |              |
|-----------------------------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
|                                                           | 1Q           | 2Q           | 3Q           | 4Q           | 1Q           | 2Q           | 3Q           | 4Q           |
| <b>Revenues (1):</b>                                      |              |              |              |              |              |              |              |              |
| Premiums                                                  | 1,141        | 1,129        | 1,170        | 1,236        | 1,330        | 1,354        | 1,292        | 1,366        |
| Policy charges and fee income                             | 54           | 58           | 54           | 60           | 63           | 61           | 55           | 61           |
| Net investment income                                     | 191          | 204          | 210          | 186          | 229          | 233          | 242          | 234          |
| Commissions, investment management fees, and other income | 52           | 59           | 55           | 36           | 61           | 104          | 96           | 101          |
| <b>Total revenues</b>                                     | <b>1,438</b> | <b>1,450</b> | <b>1,489</b> | <b>1,518</b> | <b>1,683</b> | <b>1,752</b> | <b>1,685</b> | <b>1,762</b> |
| <b>Benefits and Expenses (1):</b>                         |              |              |              |              |              |              |              |              |
| Insurance and annuity benefits                            | 906          | 865          | 894          | 949          | 1,083        | 1,090        | 1,015        | 1,061        |
| Interest credited to policyholders' account balances      | 25           | 27           | 27           | 30           | 26           | 29           | 29           | 33           |
| Interest expense                                          | —            | 1            | 1            | 1            | 1            | 2            | 1            | 3            |
| Deferral of acquisition costs                             | (177)        | (175)        | (157)        | (186)        | (214)        | (194)        | (206)        | (235)        |
| Amortization of acquisition costs                         | 74           | 71           | 69           | 70           | 84           | 80           | 92           | 109          |
| General and administrative expenses                       | 433          | 445          | 430          | 463          | 482          | 476          | 494          | 538          |
| <b>Total benefits and expenses</b>                        | <b>1,261</b> | <b>1,234</b> | <b>1,264</b> | <b>1,327</b> | <b>1,462</b> | <b>1,483</b> | <b>1,425</b> | <b>1,509</b> |
| <b>Adjusted operating income before income taxes</b>      | <b>177</b>   | <b>216</b>   | <b>225</b>   | <b>191</b>   | <b>221</b>   | <b>269</b>   | <b>260</b>   | <b>253</b>   |

- (1) Revenues exclude realized investment gains, net of losses and related adjustments and investment gains, net of losses, on trading account assets supporting insurance liabilities. Benefits and expenses exclude charges related to realized investment gains, net of losses and change in experience-rated contractholder liabilities due to asset value changes.

RECLASSIFIED COMBINED STATEMENTS OF OPERATIONS - INTERNATIONAL INSURANCE excl. Gibraltar Life  
(in millions)

|                                                           | 2003       |            |            |            | 2004       |            |            |            |
|-----------------------------------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|
|                                                           | 1Q         | 2Q         | 3Q         | 4Q         | 1Q         | 2Q         | 3Q         | 4Q         |
| <b>Revenues (1):</b>                                      |            |            |            |            |            |            |            |            |
| Premiums                                                  | 626        | 603        | 663        | 689        | 752        | 697        | 742        | 816        |
| Policy charges and fee income                             | 33         | 32         | 34         | 41         | 44         | 38         | 38         | 44         |
| Net investment income                                     | 49         | 54         | 60         | 70         | 72         | 78         | 82         | 77         |
| Commissions, investment management fees, and other income | (1)        | —          | (7)        | (11)       | (10)       | —          | (8)        | (9)        |
| <b>Total revenues</b>                                     | <b>707</b> | <b>689</b> | <b>750</b> | <b>789</b> | <b>858</b> | <b>813</b> | <b>854</b> | <b>928</b> |
| <b>Benefits and Expenses (1):</b>                         |            |            |            |            |            |            |            |            |
| Insurance and annuity benefits                            | 474        | 451        | 480        | 514        | 592        | 547        | 558        | 619        |
| Interest credited to policyholders' account balances      | 3          | 3          | 3          | 4          | 4          | 4          | 4          | 6          |
| Interest expense                                          | 3          | 3          | 3          | 3          | 3          | 3          | 2          | 4          |
| Deferral of acquisition costs                             | (130)      | (123)      | (111)      | (134)      | (159)      | (138)      | (150)      | (178)      |
| Amortization of acquisition costs                         | 64         | 62         | 54         | 53         | 69         | 57         | 73         | 87         |
| General and administrative expenses                       | 193        | 184        | 210        | 220        | 228        | 211        | 228        | 264        |
| <b>Total benefits and expenses</b>                        | <b>607</b> | <b>580</b> | <b>639</b> | <b>660</b> | <b>737</b> | <b>684</b> | <b>715</b> | <b>802</b> |
| <b>Adjusted operating income before income taxes</b>      | <b>100</b> | <b>109</b> | <b>111</b> | <b>129</b> | <b>121</b> | <b>129</b> | <b>139</b> | <b>126</b> |

- (1) Revenues exclude realized investment gains, net of losses and related adjustments and investment gains, net of losses, on trading account assets supporting insurance liabilities. Benefits and expenses exclude charges related to realized investment gains, net of losses and change in experience-rated contractholder liabilities due to asset value changes.

## KEY DEFINITIONS AND FORMULAS

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

Adjusted operating income is a non-GAAP measure that excludes Realized investment gains (losses), net (other than those associated with terminating hedges of foreign currency earnings and current period yield adjustments), and related charges and adjustments; net investment gains and losses on trading account assets supporting insurance liabilities; change in experience-rated contractholder liabilities due to asset value changes; results of divested businesses and discontinued operations; cumulative effect of accounting change; extraordinary gain on acquisition; and the related tax effects thereof. Revenues and benefits and expenses shown as components of adjusted operating income, are presented on the same basis as pre-tax adjusted operating income and exclude these items as well. Adjusted operating income does not equate to "Income from continuing operations before income taxes, extraordinary gain on acquisition and cumulative effect of accounting change" as determined in accordance with GAAP but is the measure of profit or loss we use to evaluate segment performance. Adjusted operating income should not be viewed as a substitute for 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. 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 the number of Common shares outstanding at end of period, on a diluted basis.

### 6. Borrowings - Capital Debt:

Borrowings that are or will be used for capital requirements at Prudential Financial, Inc as well as borrowings invested in equity or debt securities of direct or indirect subsidiaries of Prudential Financial, Inc., and subsidiary borrowings, utilized for capital requirements.

### 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, the individual annuity business, real estate franchises, and relocation services.

### 10. Client Assets:

Fair market value of assets in client accounts of International brokerage operations, Prudential Bank and mortgage loan servicing business, 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.

## 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. 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.

### **14. Gibraltar Life Advisors:**

Insurance representatives for Gibraltar Life.

### **15. 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.

### **16. Group Life Insurance and Group Disability Insurance Benefits Ratios:**

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

### **17. Individual Life Insurance Sales:**

Scheduled premiums from new sales on an annualized basis and first year excess premiums and deposits on a cash-received basis.

### **18. Insurance and Annuity Benefits:**

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

### **19. International Life Planners:**

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

### **20. 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 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. Group insurance new annualized premiums include premiums from the takeover of claim liabilities.

### **21. 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.

## KEY DEFINITIONS AND FORMULAS

### **22. Operating return on average equity (based on adjusted operating income):**

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.

An alternative measure to operating return on average equity (based on adjusted operating income) is return on average equity (based on income from continuing operations). Return on average equity (based on income from continuing operations) represents income from continuing operations after-tax as determined in accordance with GAAP (giving effect to the direct equity adjustment for earnings per share calculation), annualized for interim periods, divided by average total attributed equity for the Financial Services Businesses. Return on average equity (based on income from continuing operations) is 14.70% for the three months ended March 31, 2005, 7.65% for the three months ended March 31, 2004, 6.45% for the three months ended December 31, 2004, 11.52% for the three months ended September 30, 2004 and 10.42% for the three months ended June 30, 2004.

### **23. 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).

### **24. 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.

### **25. Prudential Agents:**

Insurance agents in our insurance operations in the United States.

### **26. 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.

### **27. Ratio of capital debt to total capitalization:**

For purposes of this ratio, we measure "debt" as borrowings for capital debt, and we measure "total capitalization" as the sum of equity, excluding unrealized gains and losses on investments, and capital debt.

### **28. 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.

### **29. 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 4, 2005

|                                                               | A.M. Best | Standard & Poor's | Moody's | Fitch Ratings |
|---------------------------------------------------------------|-----------|-------------------|---------|---------------|
| The Prudential Insurance Company of America                   | A+        | AA-               | Aa3     | AA-           |
| PRUCO Life Insurance Company                                  | A+        | AA-               | Aa3     | AA-           |
| PRUCO Life Insurance Company of New Jersey                    | A+        | AA-               | NR*     | NR            |
| American Skandia Life Assurance Corporation                   | A+        | AA-               | NR      | AA-           |
| Prudential Retirement Insurance and Annuity Company           | A+        | AA-               | Aa3     | NR            |
| The Prudential Life Insurance Co., Ltd. (Prudential of Japan) | A+        | AA-               | NR      | NR            |
| Gibraltar Life Insurance Company, Ltd.                        | NR        | AA-               | A1      | NR            |

### CREDIT RATINGS:

as of May 4, 2005

Prudential Financial, Inc.:

|                       |       |     |     |    |
|-----------------------|-------|-----|-----|----|
| Short-Term Borrowings | AMB-1 | A-2 | P-2 | F1 |
| Long-Term Senior Debt | a-    | A-  | A3  | A  |
| Retail Notes          | a-    | A-  | A3  | NR |

The Prudential Insurance Company of America :

|                           |   |   |    |   |
|---------------------------|---|---|----|---|
| Capital and surplus notes | a | A | A2 | A |
|---------------------------|---|---|----|---|

Prudential Funding, LLC:

|                       |       |      |     |    |
|-----------------------|-------|------|-----|----|
| Short-Term Debt       | AMB-1 | A-1+ | P-1 | F1 |
| Long-Term Senior Debt | a+    | AA-  | A1  | A+ |

PRICOA Global Funding I

|                       |     |     |     |     |
|-----------------------|-----|-----|-----|-----|
| Long-Term Senior Debt | aa- | AA- | Aa3 | AA- |
|-----------------------|-----|-----|-----|-----|

\* NR indicates not rated.

### 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.