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

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**FORM 8-K**

**CURRENT REPORT**

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

Date of Report (Date of earliest event reported): December 4, 2007

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**PRUDENTIAL FINANCIAL, INC.**

(Exact name of registrant as specified in its charter)

**New Jersey**  
(State or other jurisdiction  
of incorporation)

**001-16707**  
(Commission File  
Number)

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

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

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

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, is furnishing a copy of slides presented at its Investor Day conference held on December 4, 2007, as Exhibit 99.1 hereto.

**Item 7.01 Regulation FD Disclosure.**

The response to Item 2.02 is hereby incorporated into this Item 7.01.

**Item 9.01 Financial Statements and Exhibits.**

**(d) Exhibits.**

99.1 Slide presentation of Prudential Financial, Inc. at its Investor Day conference on December 4, 2007 (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: December 4, 2007

PRUDENTIAL FINANCIAL, INC.

By: /s/ Brian J. Morris

Name: Brian J. Morris

Title: Assistant Secretary

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**Exhibit Index**

| <b>Exhibit<br/>No.</b> | <b>Description</b>                                                                                                             |
|------------------------|--------------------------------------------------------------------------------------------------------------------------------|
| 99.1                   | Slide presentation of Prudential Financial, Inc. at its Investor Day conference on December 4, 2007 (furnished and not filed). |

# **Prudential Financial, Inc. Investor Day**

**December 4, 2007**



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# **Investor Day**

## **December 4, 2007**

**Eric Durant**  
**Senior Vice President**  
**Investor Relations**



# Forward-Looking Statements

Certain of the statements included in this presentation constitute forward-looking statements within the meaning of the U.S. Private Securities Litigation Reform Act of 1995. It is possible that actual results may differ materially from any expectations or predictions expressed in this presentation. 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 and fluctuations of stock, real estate, and other financial markets; (2) interest rate fluctuations; (3) reestimates of our reserves for future policy benefits and claims; (4) differences 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; (5) changes in our assumptions related to deferred policy acquisition costs, valuation of business acquired or goodwill; (6) changes in our claims-paying or credit ratings; (7) investment losses and defaults; (8) competition in our product lines and for personnel; (9) changes in tax law; (10) economic, political, currency and other risks relating to our international operations; (11) fluctuations in foreign currency exchange rates and foreign securities markets; (12) regulatory or legislative changes; (13) adverse determinations in litigation or regulatory matters and our exposure to contingent liabilities, including in connection with our divestiture or winding down of businesses; (14) domestic or international military actions, natural or man-made disasters including terrorist activities or pandemic disease, or other events resulting in catastrophic loss of life; (15) ineffectiveness of risk management policies and procedures in identifying, monitoring and managing risks; (16) effects of acquisitions, divestitures and restructurings, including possible difficulties in integrating and realizing the projected results of acquisitions; (17) changes in statutory or U.S. GAAP accounting principles, practices or policies; (18) changes in assumptions for retirement expense; (19) Prudential Financial, Inc.'s primary reliance, as a holding company, on dividends or distributions from its subsidiaries to meet debt payment obligations and continue share repurchases, and the applicable regulatory restrictions on the ability of the subsidiaries to pay such dividends or distributions; and (20) risks due to the lack of legal separation between our Financial Services Businesses and our Closed Block Business.

Prudential Financial, Inc. does not intend, and is under no obligation, to update any particular forward-looking statement included in this presentation.

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



# Non-GAAP Measure

Adjusted operating income is a non-GAAP measure of performance of our Financial Services Businesses. Adjusted operating income excludes "Realized investment gains (losses), net," as adjusted, and related charges and adjustments. A significant element of realized investment gains and losses are impairments and credit-related and interest rate-related gains and losses. Impairments and losses from sales of credit-impaired securities, the timing of which depends largely on market credit cycles, can vary considerably across periods. The timing of other sales that would result in gains or losses, such as interest rate-related gains or losses, is largely subject to our discretion and influenced by market opportunities as well as our tax profile. Realized investment gains (losses) representing profit or loss of certain of our businesses which primarily originate investments for sale or syndication to unrelated investors, and those associated with terminating hedges of foreign currency earnings and current period yield adjustments are included in adjusted operating income. Realized investment gains and losses from products that are free standing derivatives or contain embedded derivatives, and from associated derivative portfolios that are part of an economic hedging program related to the risk of those products, are included in adjusted operating income. Adjusted operating income also 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 accrue to contractholders. Trends in the underlying profitability of our businesses can be more clearly identified without the fluctuating effects of these transactions. In addition, adjusted operating income excludes the results of divested businesses, which are not relevant to our ongoing operations. Discontinued operations, which is presented as a separate component of net income under GAAP, is also excluded from 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. However, adjusted operating income is not a substitute for income determined in accordance with GAAP, and the excluded items are important to an understanding of our overall results of operations. The schedules on the following three pages provide a reconciliation of adjusted operating income for the Financial Services Businesses to income from continuing operations in accordance with GAAP.

Return on equity ("ROE") based on adjusted operating income is determined by dividing adjusted operating income after-tax (giving effect to the direct equity adjustment for earnings per share calculation), annualized for interim periods, by average attributed equity for the Financial Services Businesses excluding accumulated other comprehensive income related to unrealized gains and losses on investments for all periods and accumulated other comprehensive income related to pension and postretirement benefits for periods including and after 2004. An alternative measure to ROE 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 16.82% and 14.04% for the nine months ended September 30, 2007 and 2006, respectively, and 14.67%, 15.48%, 9.23%, 5.38% and 3.79% for the years ended December 31, 2006, 2005, 2004, 2003 and 2002, respectively.

Our expectations of Common Stock earnings per share and return on equity are based on after-tax adjusted operating income. Because we do not predict future realized investment gains / losses or recorded changes in asset and liability values that will ultimately accrue to contractholders, we cannot provide a measure of our Common Stock earnings per share or return on equity expectations based on income from continuing operations of the Financial Services Businesses, which is the GAAP measure most comparable to adjusted operating income.

For additional information about adjusted operating income and the comparable GAAP measure please refer to our Annual Report on Form 10-K for the year ended December 31, 2006, our Quarterly Report on Form 10-Q for the quarter ended September 30, 2007 and our Current Report on Form 8-K dated October 4, 2007 on the Investor Relations Web site at [www.investor.prudential.com](http://www.investor.prudential.com). Additional historical information relating to the Company's financial performance, including its third quarter 2007 Quarterly Financial Supplement, is also located on the Investor Relations website.

The information referred to above and on the prior page, as well as the risks of our businesses described in our Annual Report on Form 10-K for the year ended December 31, 2006, and our Quarterly Report on Form 10-Q for the quarter ended September 30, 2007, should be considered by readers when reviewing forward-looking statements contained in this presentation.





# Reconciliation between adjusted operating income and the comparable GAAP measure

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

## Financial Services Businesses:

Pre-tax adjusted operating income by division:

Insurance Division  
Investment Division  
International Insurance and Investments Division  
Corporate and other operations

Total pre-tax adjusted operating income

Income taxes, applicable to adjusted operating income

**Financial Services Businesses after-tax adjusted operating income**

Reconciling items:

Realized investment gains (losses), net, and related charges and adjustments  
Investment gains (losses) on trading account assets supporting insurance liabilities, net  
Change in experience-rated contractholder liabilities due to asset value changes  
Sales practices remedies and costs  
Divested businesses

Equity in earnings of operating joint ventures

Total reconciling items, before income taxes

Income taxes, not applicable to adjusted operating income

Total reconciling items, after income taxes

**Income from continuing operations (after-tax) of Financial Services Businesses**

**before equity in earnings of operating joint ventures, extraordinary gain on acquisition**

**and cumulative effect of accounting change**

Equity in earnings of operating joint ventures, net of taxes

**Income from continuing operations (after-tax) of Financial Services Businesses**

**before extraordinary gain on acquisition and cumulative effect of accounting change**

Income (loss) from discontinued operations, net of taxes

Extraordinary gain on acquisition, net of taxes

Cumulative effect of accounting change, net of taxes

**Net income of Financial Services Businesses**

**Earnings per share of Common Stock (diluted):**

Financial Services Businesses after-tax adjusted operating income

Reconciling items:

Realized investment gains (losses), net, and related charges and adjustments  
Investment gains (losses) on trading account assets supporting insurance liabilities, net  
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**before extraordinary gain on acquisition and cumulative effect of accounting change**

Income (loss) from discontinued operations, net of taxes

Extraordinary gain on acquisition, net of taxes

Cumulative effect of accounting change, net of taxes

**Net income of Financial Services Businesses**

Weighted average number of outstanding Common shares (diluted basis)

**Reconciliation to Consolidated Net Income of Prudential Financial, Inc.:**

Net income of Financial Services Businesses (above)

Net income (loss) of Closed Block Business

Consolidated net income

Direct equity adjustments for earnings per share calculations

| Year ended December 31, |          |          |          |          |  |
|-------------------------|----------|----------|----------|----------|--|
| 2002                    | 2003     | 2004     | 2005     | 2006     |  |
| \$ 545                  | \$ 788   | \$ 991   | \$ 1,227 | \$ 1,359 |  |
| 238                     | 287      | 351      | 707      | 1,129    |  |
| 757                     | 803      | 994      | 1,416    | 1,566    |  |
| 133                     | 75       | 161      | 188      | 47       |  |
| 1,673                   | 1,953    | 2,497    | 3,538    | 4,101    |  |
| 559                     | 638      | 673      | 1,115    | 1,174    |  |
| 1,114                   | 1,315    | 1,824    | 2,423    | 2,927    |  |
| (856)                   | (204)    | 4        | 561      | 90       |  |
| -                       | -        | (55)     | (33)     | 35       |  |
| -                       | -        | 1        | (44)     | 11       |  |
| (20)                    | (171)    | (24)     | (16)     | 76       |  |
| (10)                    | (71)     | (72)     | (214)    | (322)    |  |
| (893)                   | (446)    | (146)    | 254      | (110)    |  |
| (497)                   | (148)    | (75)     | (473)    | (48)     |  |
| (396)                   | (298)    | (71)     | 727      | (62)     |  |
| 718                     | 1,017    | 1,753    | 3,150    | 2,865    |  |
| 5                       | 45       | 55       | 142      | 208      |  |
| 723                     | 1,062    | 1,808    | 3,292    | 3,073    |  |
| (44)                    | (37)     | (76)     | (73)     | 71       |  |
| -                       | -        | 21       | -        | -        |  |
| -                       | -        | (79)     | -        | -        |  |
| \$ 679                  | \$ 1,025 | \$ 1,674 | \$ 3,219 | \$ 3,144 |  |
| \$ 2.00                 | \$ 2.51  | \$ 3.59  | \$ 4.81  | \$ 6.06  |  |
| (1.48)                  | (0.37)   | 0.01     | 1.08     | 0.18     |  |
| -                       | -        | (0.10)   | (0.06)   | 0.07     |  |
| -                       | -        | -        | (0.06)   | 0.02     |  |
| (0.03)                  | -        | -        | -        | -        |  |
| (0.02)                  | (0.31)   | (0.05)   | (0.03)   | 0.15     |  |
| (0.01)                  | (0.13)   | (0.13)   | (0.42)   | (0.64)   |  |
| (1.54)                  | (0.81)   | (0.27)   | 1.45     | (0.22)   |  |
| (0.86)                  | (0.26)   | (0.14)   | (0.91)   | (0.10)   |  |
| (0.68)                  | (0.55)   | (0.13)   | 1.40     | (0.12)   |  |
| 1.32                    | 1.96     | 3.46     | 6.21     | 5.94     |  |
| 0.01                    | 0.09     | 0.10     | 0.27     | 0.42     |  |
| 1.33                    | 2.05     | 3.56     | 6.48     | 6.36     |  |
| (0.08)                  | (0.07)   | (0.14)   | (0.14)   | 0.14     |  |
| -                       | -        | 0.04     | -        | -        |  |
| -                       | -        | (0.15)   | -        | -        |  |
| \$ 1.25                 | \$ 1.98  | \$ 3.31  | \$ 6.34  | \$ 6.50  |  |
| 578.0                   | 548.4    | 531.2    | 520.9    | 494.0    |  |
| \$ 679                  | \$ 1,025 | \$ 1,674 | \$ 3,219 | \$ 3,144 |  |
| (485)                   | 239      | 582      | 321      | 284      |  |
| \$ 194                  | \$ 1,264 | \$ 2,256 | \$ 3,540 | \$ 3,428 |  |
| \$ 43                   | \$ 60    | \$ 84    | \$ 82    | \$ 68    |  |



# Reconciliation between adjusted operating income and the comparable GAAP measure (continued)

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

## Financial Services Businesses:

Pre-tax adjusted operating income by division:

Insurance Division  
Investment Division  
International Insurance and Investments Division  
Corporate and other operations

Total pre-tax adjusted operating income

Income taxes, applicable to adjusted operating income

**Financial Services Businesses after-tax adjusted operating income**

Reconciling items:

Realized investment gains (losses), net, and related charges and adjustments  
Investment gains (losses) on trading account assets supporting insurance liabilities, net  
Change in experience-rated contractholder liabilities due to asset value changes  
Sales practices remedies and costs

Divested businesses

Equity in earnings of operating joint ventures

Total reconciling items, before income taxes

Income taxes, not applicable to adjusted operating income

Total reconciling items, after income taxes

**Income from continuing operations (after-tax) of Financial Services Businesses**

**before equity in earnings of operating joint ventures, extraordinary gain on acquisition**

**and cumulative effect of accounting change**

Equity in earnings of operating joint ventures, net of taxes

**Income from continuing operations (after-tax) of Financial Services Businesses**

**before extraordinary gain on acquisition and cumulative effect of accounting change**

Income (loss) from discontinued operations, net of taxes

Extraordinary gain on acquisition, net of taxes

Cumulative effect of accounting change, net of taxes

**Net income of Financial Services Businesses**

**Earnings per share of Common Stock (diluted):**

Financial Services Businesses after-tax adjusted operating income

Reconciling items:

Realized investment gains (losses), net, and related charges and adjustments  
Investment gains (losses) on trading account assets supporting insurance liabilities, net  
Change in experience-rated contractholder liabilities due to asset value changes  
Sales practices remedies and costs

Divested businesses

Equity in earnings of operating joint ventures

Total reconciling items, before income taxes

Income taxes, not applicable to adjusted operating income

Total reconciling items, after income taxes

**Income from continuing operations (after-tax) of Financial Services Businesses**

**before equity in earnings of operating joint ventures, extraordinary gain on acquisition**

**and cumulative effect of accounting change**

Equity in earnings of operating joint ventures, net of taxes

**Income from continuing operations (after-tax) of Financial Services Businesses**

**before extraordinary gain on acquisition and cumulative effect of accounting change**

Income (loss) from discontinued operations, net of taxes

Extraordinary gain on acquisition, net of taxes

Cumulative effect of accounting change, net of taxes

**Net income of Financial Services Businesses**

Weighted average number of outstanding Common shares (diluted basis)

**Reconciliation to Consolidated Net Income of Prudential Financial, Inc.:**

Net income of Financial Services Businesses (above)

Net income (loss) of Closed Block Business

Consolidated net income

Direct equity adjustments for earnings per share calculations

| Nine months ended |        |               |        |
|-------------------|--------|---------------|--------|
| Sept 30, 2006     |        | Sept 30, 2007 |        |
| \$                | 1,010  | \$            | 1,255  |
|                   | 768    |               | 1,086  |
|                   | 1,168  |               | 1,410  |
|                   | 60     |               | (4)    |
|                   | 3,006  |               | 3,747  |
|                   | 861    |               | 1,104  |
|                   | 2,145  |               | 2,643  |
|                   | (40)   |               | 63     |
|                   | (8)    |               | 10     |
|                   | 28     |               | 4      |
|                   | -      |               | -      |
|                   | 58     |               | 29     |
|                   | (223)  |               | (323)  |
|                   | (185)  |               | (217)  |
|                   | (91)   |               | (90)   |
|                   | (94)   |               | (127)  |
|                   | 2,051  |               | 2,516  |
|                   | 146    |               | 200    |
|                   | 2,197  |               | 2,716  |
|                   | 54     |               | 4      |
|                   | -      |               | -      |
|                   | -      |               | -      |
|                   | 2,251  |               | 2,720  |
| \$                | 4.41   | \$            | 5.69   |
|                   | (0.08) |               | 0.13   |
|                   | (0.02) |               | 0.02   |
|                   | 0.06   |               | 0.01   |
|                   | -      |               | -      |
|                   | 0.12   |               | 0.06   |
|                   | (0.45) |               | (0.68) |
|                   | (0.37) |               | (0.46) |
|                   | (0.18) |               | (0.19) |
|                   | (0.19) |               | (0.27) |
|                   | 4.22   |               | 5.42   |
|                   | 0.25   |               | 0.43   |
|                   | 4.51   |               | 5.85   |
|                   | 0.11   |               | 0.01   |
|                   | -      |               | -      |
|                   | -      |               | -      |
|                   | 4.62   |               | 5.86   |
|                   | 497.8  |               | 471.6  |
| \$                | 2,251  | \$            | 2,720  |
|                   | 140    |               | 113    |
|                   | 2,391  |               | 2,833  |
| \$                | 51     | \$            | 42     |

# Reconciliation between adjusted operating income and the comparable GAAP measure (continued)

Prudential Financial, Inc.

## COMBINED STATEMENTS OF OPERATIONS FINANCIAL SERVICES BUSINESSES

(in millions)

### Revenues (1):

Premiums  
Policy charges and fee income  
Net investment income  
Asset management fees, commissions and other income  
Total revenues

### Benefits and Expenses (1):

Insurance and annuity benefits  
Interest credited to policyholders' account balances  
Interest expense  
Deferral of acquisition costs  
Amortization of acquisition costs  
General and administrative expenses  
Total benefits and expenses

Adjusted operating income before income taxes

### Reconciling items:

Realized investment gains (losses), net, and related adjustments  
Related charges  
Total realized investment gains (losses), net, and related charges and adjustments  
Investment gains (losses) on trading account assets supporting insurance liabilities, net  
Change in experience-rated contractholder liabilities due to asset value changes  
Sales practices remedies and costs  
Divested businesses  
Equity in earnings of operating joint ventures  
Total reconciling items, before income taxes

Income from continuing operations before income taxes, equity in earnings of operating joint ventures, extraordinary gain on acquisition and cumulative effect of accounting change

Income tax expense

Income from continuing operations before equity in earnings of operating joint ventures, extraordinary gain on acquisition and cumulative effect of accounting change

|                                                                                                                                                                                     | Year ended December 31, |          |          |           |           | Nine months ended |               |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------|----------|----------|-----------|-----------|-------------------|---------------|
|                                                                                                                                                                                     | 2002                    | 2003     | 2004     | 2005      | 2006      | Sept 30, 2006     | Sept 30, 2007 |
| Revenues (1):                                                                                                                                                                       |                         |          |          |           |           |                   |               |
| Premiums                                                                                                                                                                            | \$ 7,195                | \$ 7,848 | \$ 8,736 | \$ 10,128 | \$ 10,287 | \$ 7,694          | \$ 8,077      |
| Policy charges and fee income                                                                                                                                                       | 1,815                   | 1,978    | 2,385    | 2,529     | 2,649     | 1,912             | 2,294         |
| Net investment income                                                                                                                                                               | 5,017                   | 4,913    | 5,771    | 6,861     | 7,657     | 5,647             | 6,240         |
| Asset management fees, commissions and other income                                                                                                                                 | 3,618                   | 2,971    | 2,783    | 3,358     | 3,969     | 2,831             | 3,406         |
| Total revenues                                                                                                                                                                      | 17,645                  | 17,710   | 19,675   | 22,876    | 24,562    | 18,084            | 20,017        |
| Benefits and Expenses (1):                                                                                                                                                          |                         |          |          |           |           |                   |               |
| Insurance and annuity benefits                                                                                                                                                      | 7,662                   | 8,158    | 8,897    | 9,990     | 10,423    | 7,818             | 8,104         |
| Interest credited to policyholders' account balances                                                                                                                                | 1,730                   | 1,718    | 2,220    | 2,516     | 2,790     | 2,045             | 2,286         |
| Interest expense                                                                                                                                                                    | 195                     | 200      | 334      | 615       | 949       | 694               | 831           |
| Deferral of acquisition costs                                                                                                                                                       | (1,064)                 | (1,270)  | (1,528)  | (1,801)   | (2,037)   | (1,492)           | (1,649)       |
| Amortization of acquisition costs                                                                                                                                                   | 739                     | 533      | 766      | 910       | 670       | 431               | 643           |
| General and administrative expenses                                                                                                                                                 | 6,710                   | 6,418    | 6,489    | 7,108     | 7,666     | 5,582             | 6,055         |
| Total benefits and expenses                                                                                                                                                         | 15,972                  | 15,757   | 17,178   | 19,338    | 20,461    | 15,078            | 16,270        |
| Adjusted operating income before income taxes                                                                                                                                       | 1,673                   | 1,953    | 2,497    | 3,538     | 4,101     | 3,006             | 3,747         |
| Reconciling items:                                                                                                                                                                  |                         |          |          |           |           |                   |               |
| Realized investment gains (losses), net, and related adjustments                                                                                                                    | (862)                   | (161)    | 62       | 669       | 73        | (70)              | 80            |
| Related charges                                                                                                                                                                     | 6                       | (43)     | (58)     | (108)     | 17        | 30                | (17)          |
| Total realized investment gains (losses), net, and related charges and adjustments                                                                                                  | (856)                   | (204)    | 4        | 561       | 90        | (40)              | 63            |
| Investment gains (losses) on trading account assets supporting insurance liabilities, net                                                                                           | -                       | -        | (55)     | (33)      | 35        | (8)               | 10            |
| Change in experience-rated contractholder liabilities due to asset value changes                                                                                                    | -                       | -        | 1        | (44)      | 11        | 28                | 4             |
| Sales practices remedies and costs                                                                                                                                                  | (20)                    | -        | -        | -         | -         | -                 | -             |
| Divested businesses                                                                                                                                                                 | (10)                    | (171)    | (24)     | (16)      | 76        | 58                | 29            |
| Equity in earnings of operating joint ventures                                                                                                                                      | (7)                     | (71)     | (72)     | (214)     | (322)     | (223)             | (323)         |
| Total reconciling items, before income taxes                                                                                                                                        | (893)                   | (446)    | (146)    | 254       | (110)     | (185)             | (217)         |
| Income from continuing operations before income taxes, equity in earnings of operating joint ventures, extraordinary gain on acquisition and cumulative effect of accounting change | 780                     | 1,507    | 2,351    | 3,792     | 3,991     | 2,821             | 3,530         |
| Income tax expense                                                                                                                                                                  | 62                      | 490      | 598      | 642       | 1,126     | 770               | 1,014         |
| Income from continuing operations before equity in earnings of operating joint ventures, extraordinary gain on acquisition and cumulative effect of accounting change               | \$ 718                  | \$ 1,017 | \$ 1,753 | \$ 3,150  | \$ 2,865  | \$ 2,051          | \$ 2,516      |

(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, and include revenues representing equity in earnings of operating joint ventures. Benefits and expenses exclude charges related to realized investment gains, net of losses; change in experience-rated contractholder liabilities due to asset value changes, benefits and expenses of divested businesses, and sales practices remedies and costs.



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# Prudential Financial, Inc.

**Art Ryan**  
**CEO and Chairman**

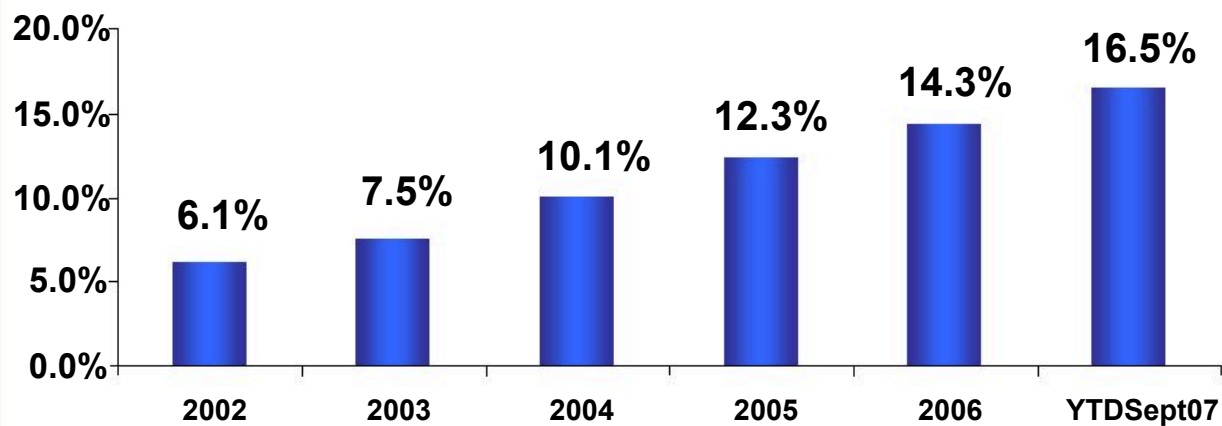


## Where We Are Today

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- **Balanced portfolio of businesses and risks**
- **High ROE combined with strong capital position and cash flow generation**
- **Growth engines in international insurance and domestic retirement and savings**
- **Asset management capabilities complement product manufacturing and generate strong earnings**
- **Diversified distribution channels**
- **Acquisition and integration track record**

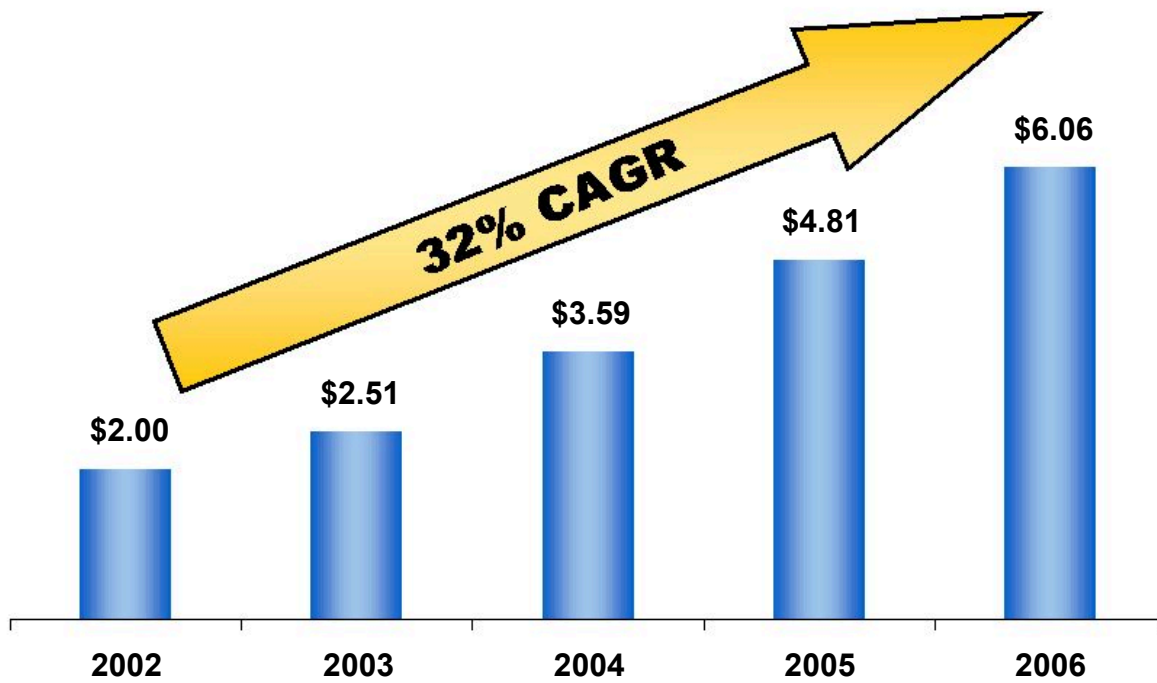
## ROE Progress <sup>(1)</sup>



1) For the Financial Services Businesses (FSB); based on after-tax adjusted operating income and on attributed equity excluding accumulated other comprehensive income related to unrealized gains and losses on investments for all periods and accumulated other comprehensive income related to pension and postretirement benefits for periods including and after 2004; YTD September 2007 on an annualized basis.



## Earnings Per Share Growth <sup>(1)</sup>



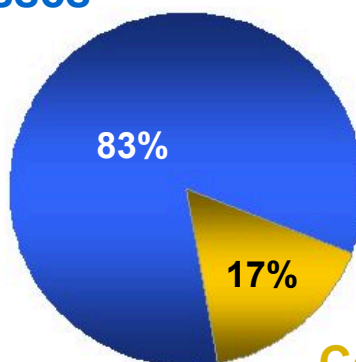
1) Based on after-tax adjusted operating income of the FSB



# 83% of Equity is Attributed to Operating Businesses

**Total attributed equity of \$22.2 billion<sup>(1)</sup>**

## Operating Businesses



**Corporate & Other**

1) As of September 30, 2007 for the FSB; excludes accumulated other comprehensive income related to unrealized gains and losses on investments and pension/postretirement benefits





# Attributed Equity of Operating Businesses

## INTERNATIONAL INSURANCE

- Life Planner model
- Gibraltar Life

## RETIREMENT & SAVINGS

- Retirement
- Individual Annuities

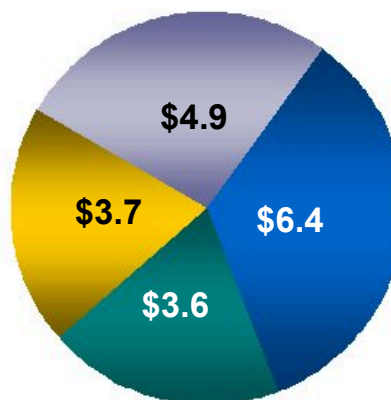
## DOMESTIC INSURANCE

- Individual Life
- Group Insurance

## INVESTMENT BUSINESSES

- Financial Advisory
- Asset Management
- International Investments

**Attributed equity \$18.6 billion<sup>(1)</sup>**

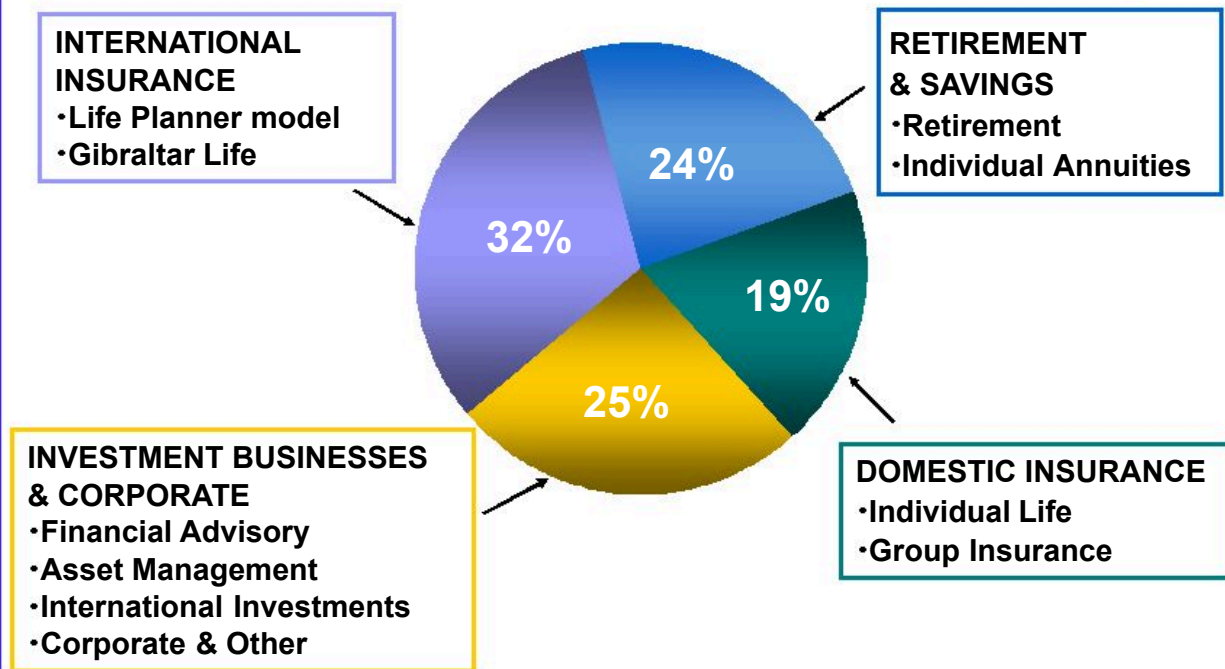


1) As of September 30, 2007 for the FSB; excludes accumulated other comprehensive income related to unrealized gains and losses on investments and pension/postretirement benefits



# Complementary and Diversified Businesses

**Adjusted operating income \$3.747 billion<sup>(1)</sup>**



1) Before-tax; for the FSB; for the nine months ended September 30, 2007



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## International Division

**Mark Grier**  
**Vice Chairman**  
**Prudential Financial, Inc.**

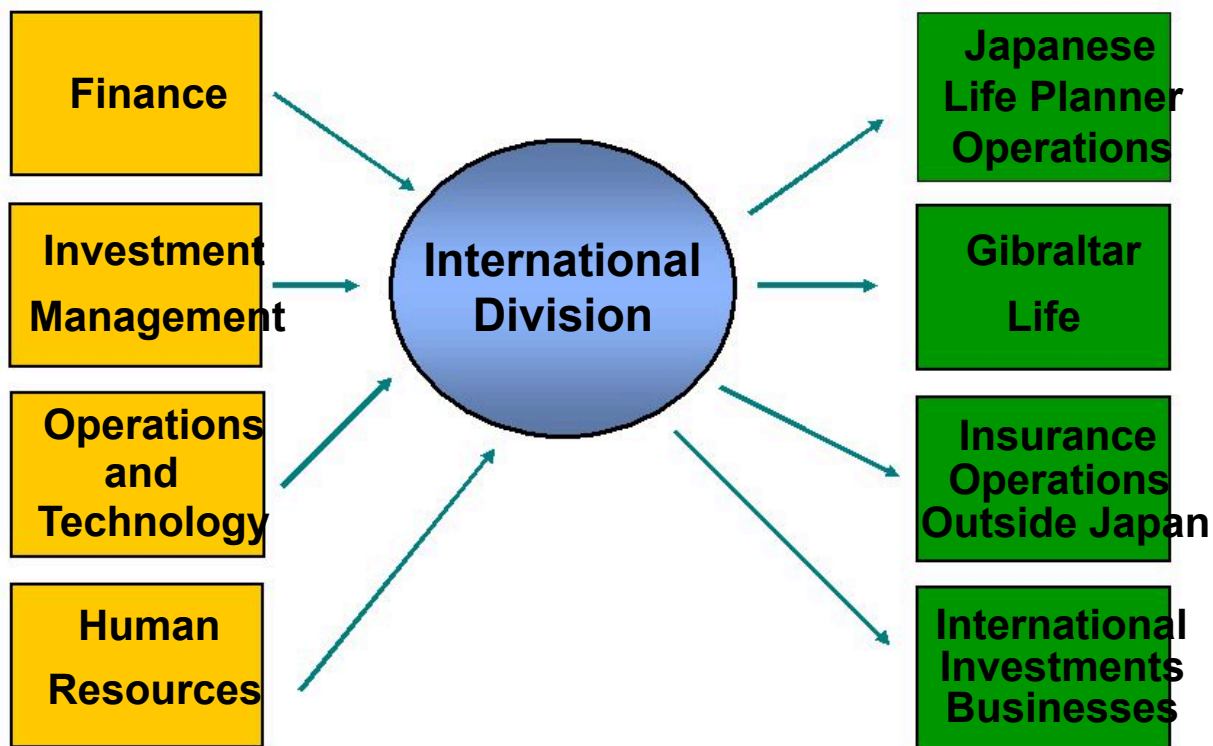


# International Developments

---

- **Market Needs**
- **Distribution**
- **Regulation**

# International Division Organizational Structure



# International Division Today

|                                                    |           | Life Planning Insurance                                                           | Traditional Insurance                                                              | International Investments                                                           |
|----------------------------------------------------|-----------|-----------------------------------------------------------------------------------|------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|
| Mature Prudential Businesses Today                 | Japan     |  |  |  |
|                                                    | Korea     |  |                                                                                    |  |
|                                                    | Taiwan    |  |                                                                                    |  |
| Emerging / Developing Markets for Prudential Today | Mexico    |  |                                                                                    |  |
|                                                    | China     |                                                                                   |  |  |
|                                                    | Argentina |  |                                                                                    |                                                                                     |
|                                                    | Brazil    |  |                                                                                    |                                                                                     |
|                                                    | Germany   |                                                                                   |                                                                                    |  |
|                                                    | Italy     |  |                                                                                    |  |
|                                                    | Poland    |  |                                                                                    |                                                                                     |
|                                                    | India     |                                                                                   |  |                                                                                     |



## Key Elements of Our International Strategy

- **Concentrate on a limited number of attractive countries**
- **Emphasize proprietary distribution: recruiting, selection, needs-based selling**
- **Target the affluent and mass affluent consumer**
- **Focus on both life insurance and asset management**
- **Grow both organically and through opportunistic acquisitions**

## Our Division Goals

---

- **Sustainable low to mid-teen AOI growth**
- **Sustainable 20% ROE's**
- **Strong free cash flow**
- **Complementary group of International businesses with short-term and long-term growth potential**



## Where We Are Today

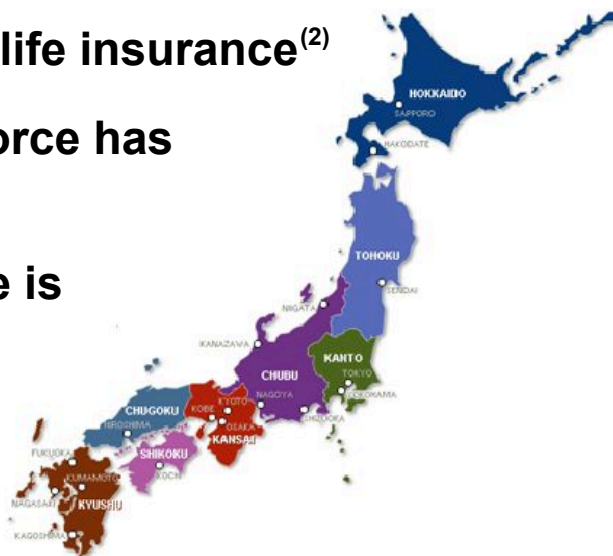
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- **Leadership positions in life planning**
- **Gibraltar generates high ROE's and cash flows**
- **Developing asset management platforms**
- **Profitability dominated by Japan and Korea**
- **Acquisitions potentially additive**
- **Expect to achieve our financial goals**

# Japan

## Room for Growth in a Leading Market

- Japan is world's second largest life insurance market with a 16.4% world share<sup>(1)</sup>
- 88% of households have life insurance<sup>(2)</sup>
- Industry's insurance in-force has been declining
- Prudential's market share is 4.1% and has been increasing<sup>(3)</sup>



1) World Insurance in 2006, SGMA, Swiss RE

2) As of April-June 2006, according to Japanese Institute of Life Insurance

3) Based on face amount in-force as of March 31, 2007, according to Statistics of Life Insurance Business in Japan 2006



# Competitive Advantage

## Life Planning Insurance

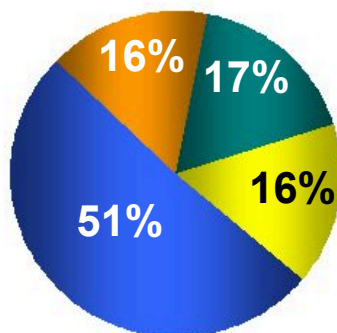
|                                                                                                                                                    |                                                                                                                                                                                       |
|----------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Life Planners</b> <ul style="list-style-type: none"><li>• Very selective recruiting</li><li>• Highly trained career professionals</li></ul>     | <ul style="list-style-type: none"><li>• Life Planner profile similar to customer profile</li><li>• Life Planner maintains contact with client, as trusted professional</li></ul>      |
| <b>Needs-based selling</b> <ul style="list-style-type: none"><li>• Financial planning approach</li><li>• Emphasis on protection products</li></ul> | <ul style="list-style-type: none"><li>• Identify protection needs before discussing products</li><li>• Protection life insurance purchased as a solution to identified need</li></ul> |
| <b>Compensation structure</b> <ul style="list-style-type: none"><li>• Aligns customer/agent/company interest</li></ul>                             | <ul style="list-style-type: none"><li>• Variable compensation structure</li><li>• Rewards productivity and persistency</li></ul>                                                      |



# Life Planner Business

## Emphasis on Protection Products

**Prudential of Japan  
In Force Annualized Premium  
as of September 30, 2007 <sup>(1)</sup>**



 **Yen-based  
protection  
products <sup>(2)</sup>**

 **Yen-based  
savings and retirement  
income products <sup>(3)</sup>**

 **U.S. Dollar-based  
products <sup>(4)</sup>**

 **Third  
Sector <sup>(5)</sup>**

1) Includes single premium business at 10%

2) Primarily whole life and term

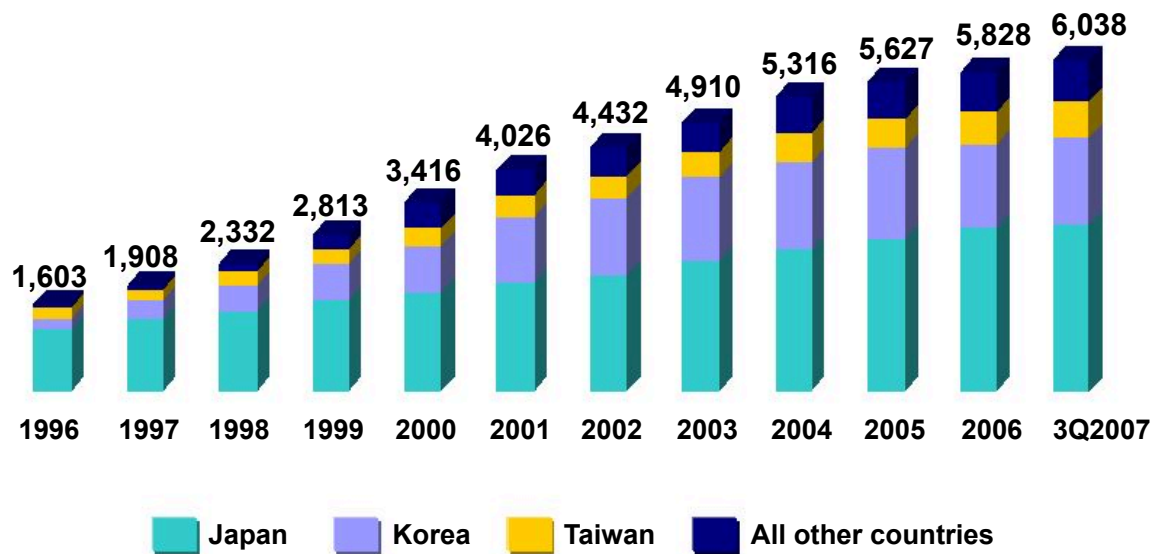
3) Primarily endowment

4) Whole life and retirement income

5) Cancer, medical, accident and sickness; primarily riders



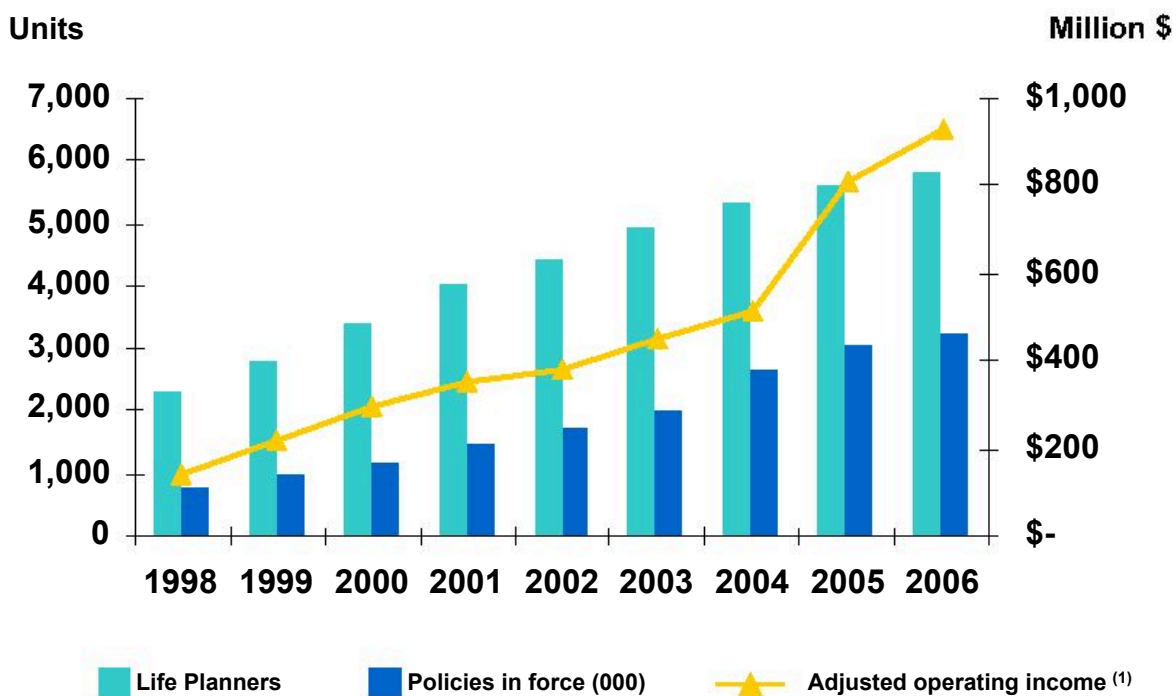
## Life Planners <sup>(1)</sup>



1) At end of period



# Growth in the Life Planner Business



1) Before-tax, GAAP exchange rate basis



## **Gibraltar Life: “Prudentialized” Traditional Model Japanese Life Insurance Company**

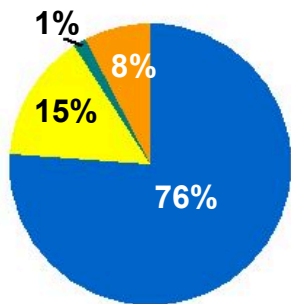
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- **Variable agent compensation**
- **Life Planner training principles adapted to traditional field force**
- **Emphasize protection products**
- **Introduce products targeted to customer base**
- **Maintain and cultivate strong affinity group relationships**
- **Develop third party distribution for selected products**

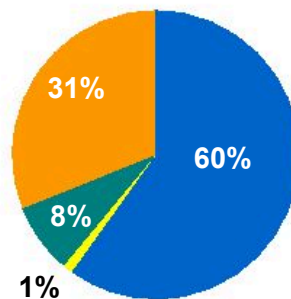
# Gibraltar Life: Retirement Market Products

## Complement Core Protection Portfolio

**In-force Annualized Premium  
as of September 30, 2007 <sup>(1)</sup>**



**New Business Annualized Premium  
nine months ended September 30, 2007 <sup>(1)</sup>**



■ Yen-based protection products <sup>(2)</sup>
■ Yen-based savings and retirement income products <sup>(3)</sup>
■ U.S. dollar-based life insurance
 ■ U.S. dollar fixed annuities

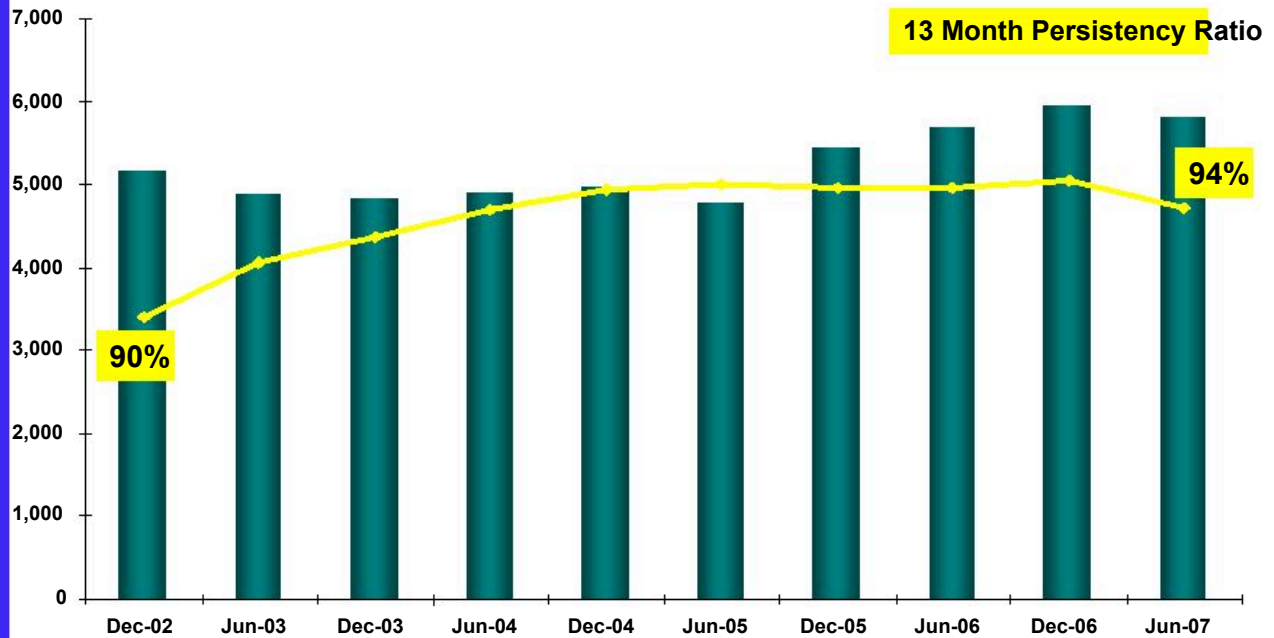
- 1) Includes single premium business at 10%
- 2) Primarily whole life and term
- 3) Primarily endowment





# Gibraltar Life – Growing Distribution, Maintaining High Persistency

Number of Life Advisors



# Market Developments Drive Growth Opportunities

| Development                                                                                                                       | Prudential Positioning                                                                                                                                                                                                                                                                                                             |
|-----------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> <li>Japan regulation changes support bancassurance sales growth; alliances emerging</li> </ul> | <ul style="list-style-type: none"> <li>Formed major bank relationships; commenced bank distribution of selected products</li> <li>Transferred approximately 70 Life Planners to Gibraltar, to contribute to bank channel expansion</li> </ul>                                                                                      |
| <ul style="list-style-type: none"> <li>Privatization of Japanese “Kampo” postal life insurance</li> </ul>                         | <ul style="list-style-type: none"> <li>Selected Gibraltar products adaptable for postal distribution</li> <li>Needs-based selling continues as competitive advantage for protection products</li> </ul>                                                                                                                            |
| <ul style="list-style-type: none"> <li>Japan enjoys longest post-World War II economic recovery (since 2002)</li> </ul>           | <ul style="list-style-type: none"> <li>Emphasis on protection insurance targeted to income replacement: higher income means greater need</li> </ul>                                                                                                                                                                                |
| <ul style="list-style-type: none"> <li>Growing demand for retirement products with aging customer bases</li> </ul>                | <ul style="list-style-type: none"> <li>Lifetime relationships with clients support sales through life cycle</li> <li>Gibraltar’s association relationships: strong market access</li> <li>U.S. dollar retirement income and fixed annuity products offer attractive value proposition, favorable returns for Prudential</li> </ul> |

## Emerging/Developing Markets Complement Long Term Prospects

1) Through September 30, 2007



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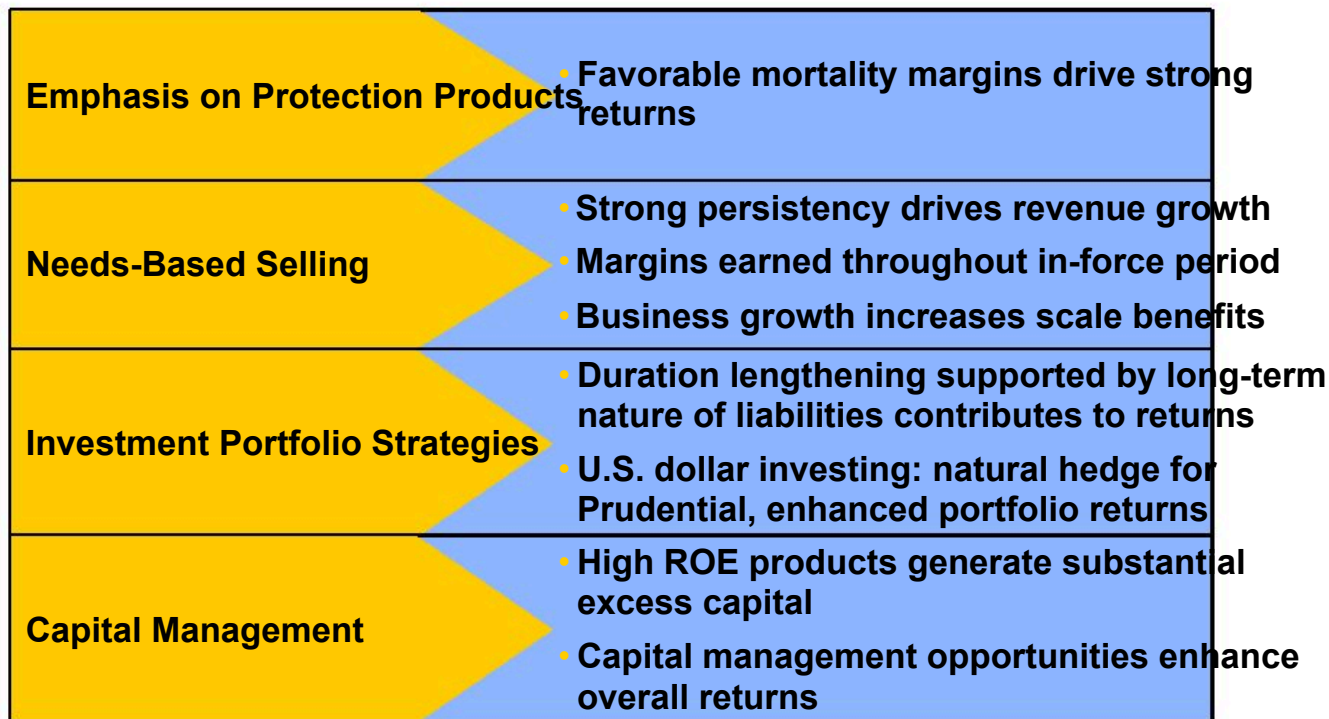
# International Division

**John Hanrahan**  
**Chief Financial Officer**  
**International Insurance and Investments**

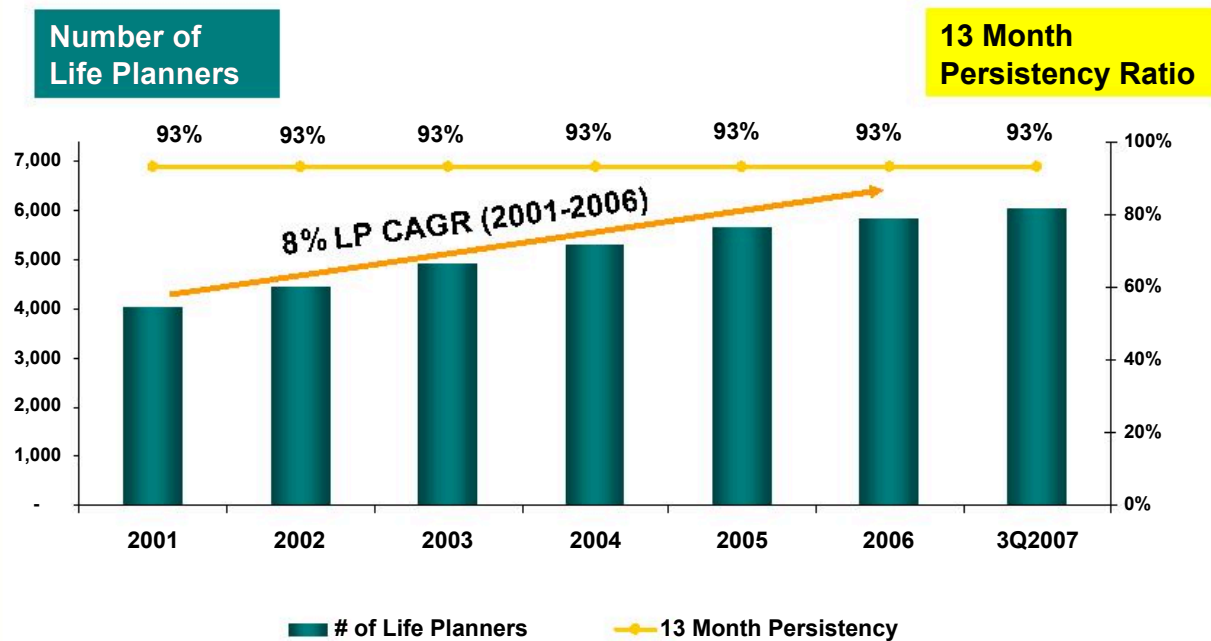


# Prudential International Insurance

## Sustainable Financial Performance



# Disciplined Life Planner Growth Continued Strong Persistency



# Life Planner Business

## Established Sales Force and Excellent Persistency Drive Baseline Growth

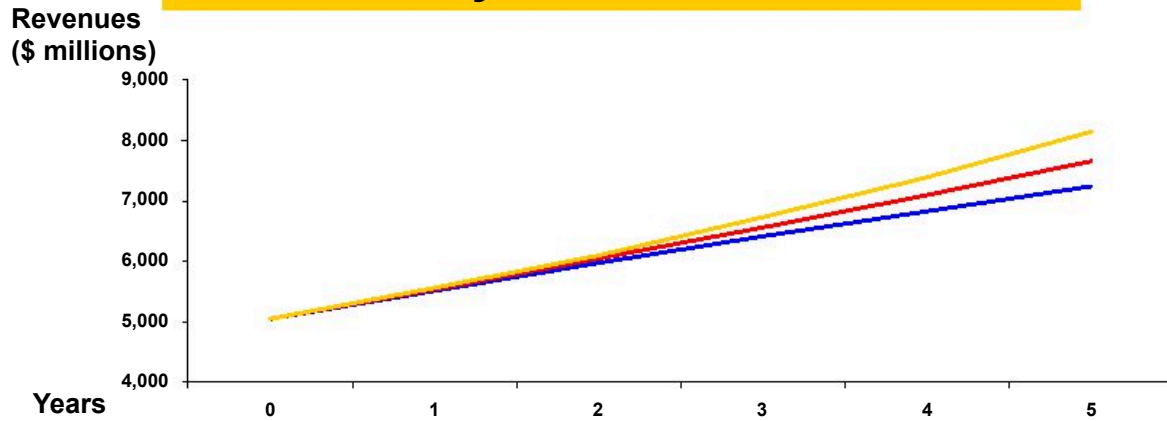


Illustration assuming current policy persistency and Life Planner productivity, and

- No Life Planner count increase
- 5% annual Life Planner count increase
- 10% annual Life Planner count increase

(Not a forecast)

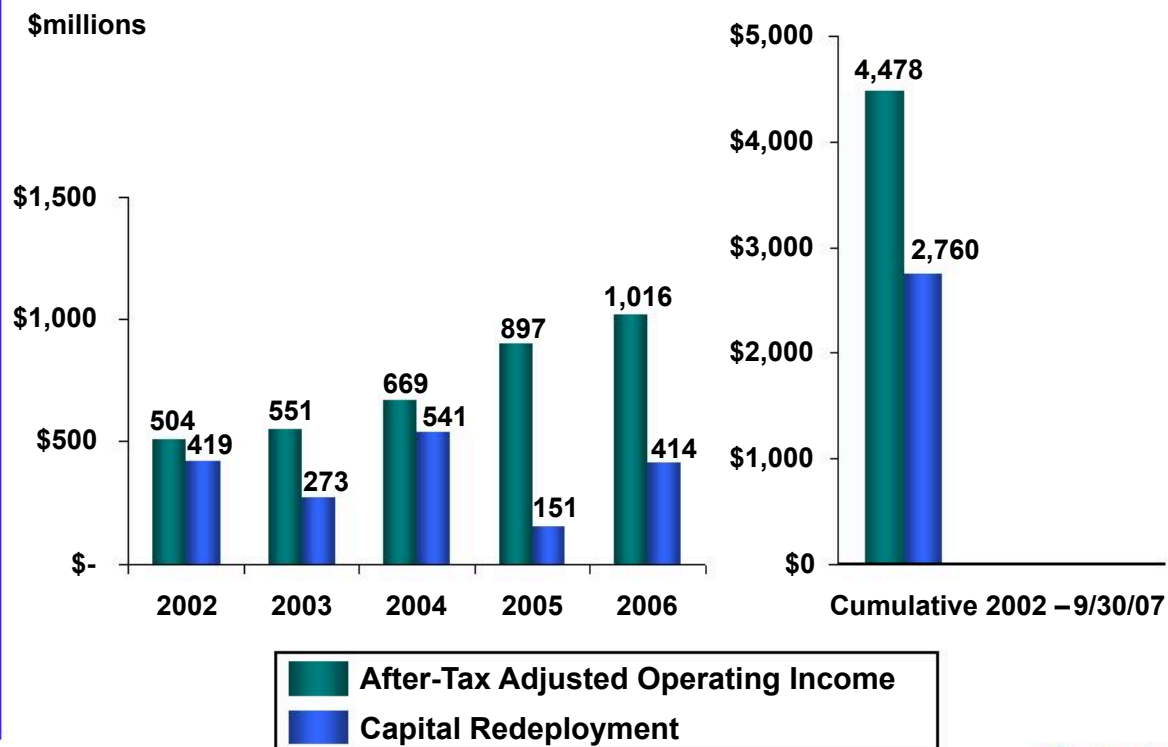


# Prudential International Insurance Capital Management Opportunities

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- **Inter-company reinsurance arrangements**
- **Inter-company loans**
- **Dividends**
- **Gibraltar subordinated debt repayment**
- **Acquisition and expansion funding**
- **Purchase of parent company debt**

# Prudential International Insurance Capital Redeployment





# International Division Financial Performance

| (\$millions)                                     | Year ended<br>December 31, |                   | Nine months<br>ended<br>September<br>30, 2007 |
|--------------------------------------------------|----------------------------|-------------------|-----------------------------------------------|
|                                                  | 2005                       | 2006              |                                               |
| <b>Adjusted operating income<br/>before tax:</b> |                            |                   |                                               |
| <b>Life Planner businesses</b>                   | <b>\$ 808</b>              | <b>\$ 930</b>     | <b>\$ 736</b>                                 |
| <b>Gibraltar Life</b>                            | <b><u>502</u></b>          | <b><u>493</u></b> | <b><u>455</u></b>                             |
| <b>International Insurance</b>                   | <b>\$1,310</b>             | <b>\$1,423</b>    | <b>1,191</b>                                  |
| <b>International Investments</b>                 | <b><u>106</u></b>          | <b><u>143</u></b> | <b><u>219</u></b>                             |
| <b>International Division</b>                    | <b>\$1,416</b>             | <b>\$1,566</b>    | <b>\$ 1,410</b>                               |

23.2% ROE<sup>1)</sup>

1) Based on annualized after-tax adjusted operating income



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# **Prudential's U. S. Businesses**

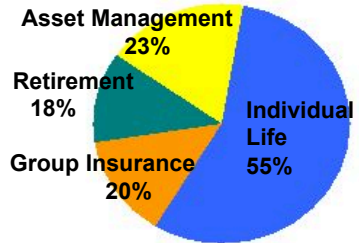
## **Growing and Protecting Wealth in the Domestic Market**

**John Strangfeld**  
**Vice Chairman**  
**Prudential Financial, Inc.**



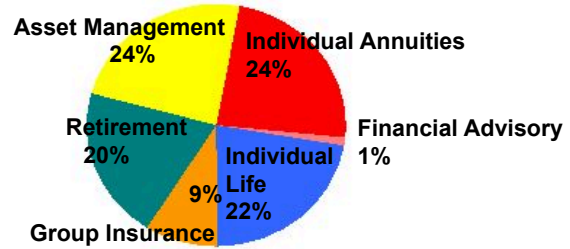
## 2002 – 2006 U.S. Business Mix <sup>(1)</sup>

**2002 AOI**  
**\$783 million<sup>(2)</sup>**



Individual Annuities -5%  
Financial Advisory -11%

**2006 AOI**  
**\$2,488 million<sup>(2)</sup>**

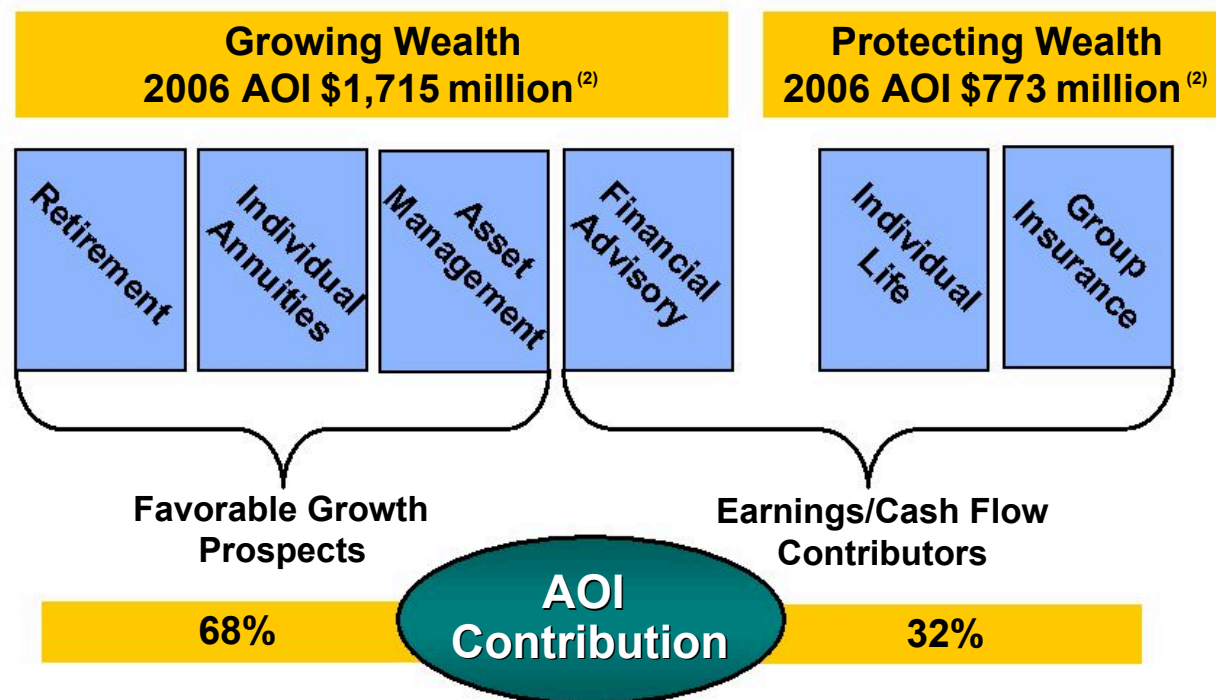


1) Insurance and Investment Divisions of Financial Services Businesses

2) Before income taxes



# Domestic Business Portfolio <sup>(1)</sup>



1) Insurance and Investment Divisions of Financial Services Businesses

2) Before income taxes



## Financial Advisory

- **Combination of Private Client Group with Wachovia July 1, 2003**
- **62% Wachovia, 38% Prudential**
- **Combined business created one of the top 5 brokerage firms in the U.S.<sup>(1)</sup>**
- **Segment operating results represent 19.4% ROE<sup>(2)</sup>**
- **Wachovia acquires A.G. Edwards in 2007; Prudential exercised “look-back” option**

1) Based on client assets of \$532.1 billion as of March 31, 2003

2) Based on annualized after-tax adjusted operating income contribution for the nine months ended September 30, 2007



# Wachovia JV Look-Back Option

## Significant Upside Opportunities, Strong Downside Protection

- Prudential's ownership is diluted during two-year look-back period while business integration proceeds
- After two years, Prudential can:
  - Restore ownership up to 38% level, at today's price; or
  - Retain diluted investment stake going forward ; or
  - Put ownership position to Wachovia at today's price
- Prudential will retain its option to put its investment at fair market value commencing on July 1, 2008



# Domestic Protection Businesses

|                        | Protection Marketplace                                                                                                                | Prudential Strategies                                                                                                                                                                                                                                    |
|------------------------|---------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Individual Life</b> | <ul style="list-style-type: none"> <li>• Mature, low-growth industry</li> <li>• Overcapacity</li> <li>• Commodity products</li> </ul> | <ul style="list-style-type: none"> <li>• Focus on returns through capital management, cost-effective distribution</li> <li>• Expanded third party distribution is growth opportunity</li> <li>• Deliver stable earnings and strong cash flows</li> </ul> |
| <b>Group Insurance</b> | <ul style="list-style-type: none"> <li>• Optional life purchases contribute to growth prospects</li> </ul>                            | <ul style="list-style-type: none"> <li>• Maintain market position: #2 in Group Life<sup>(1)</sup></li> <li>• Focus on returns: case selection; appropriate pricing</li> <li>• Generate strong cash flows</li> </ul>                                      |

1) Based on A.M. Best ranking of statutory premiums for the year ended December 31, 2006



# Individual Life ROE

|                                                  | Nine months<br>ended<br>September 30,<br>2007 |
|--------------------------------------------------|-----------------------------------------------|
| Pre-tax adjusted operating income <sup>(1)</sup> | \$ 489                                        |
| Equity <sup>(2)</sup>                            | \$ 2.3                                        |
| Return on equity <sup>(3)</sup>                  | 22.1 %                                        |

Three-year  
average  
ROE<sup>(4)</sup>  
16.1%

1) In millions

2) Average attributed equity for the period; in billions

3) Based on annualized after-tax adjusted operating income giving effect to the direct equity adjustment

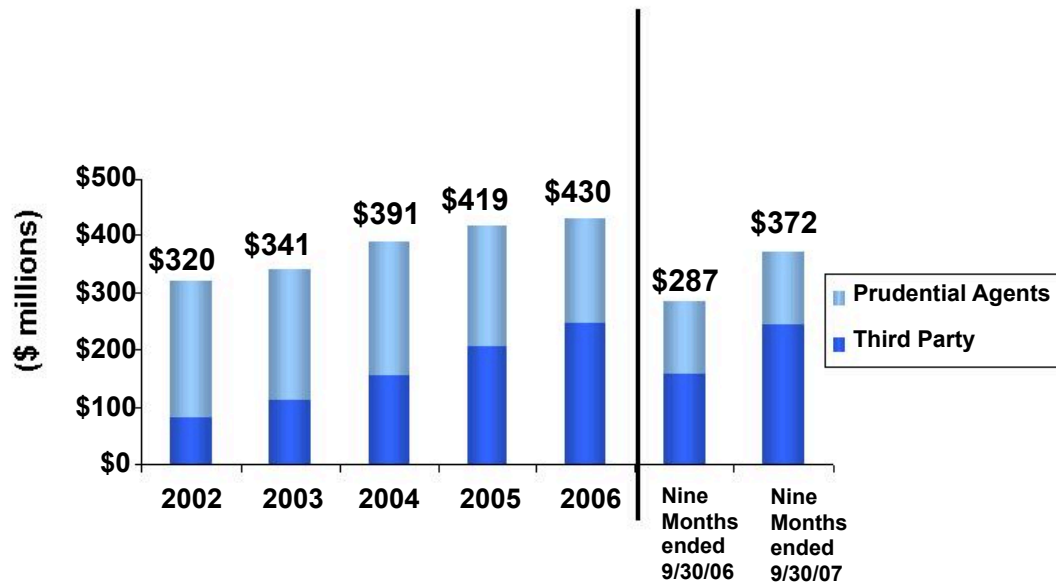
4) For the three years ended December 31, 2006





# Individual Life Sales

## Sales by distribution channel<sup>(1)</sup>



1) Scheduled premiums from new sales on an annualized basis and first year excess premiums and deposits on a cash-received basis, excluding COLI



## Group Insurance

- **Primarily group life business**
- **Controlled growth – focus on margins**
- **High persistency of quality business**
- **Voluntary life opportunity**
- **Return on equity of 16.6%<sup>(1)</sup>**

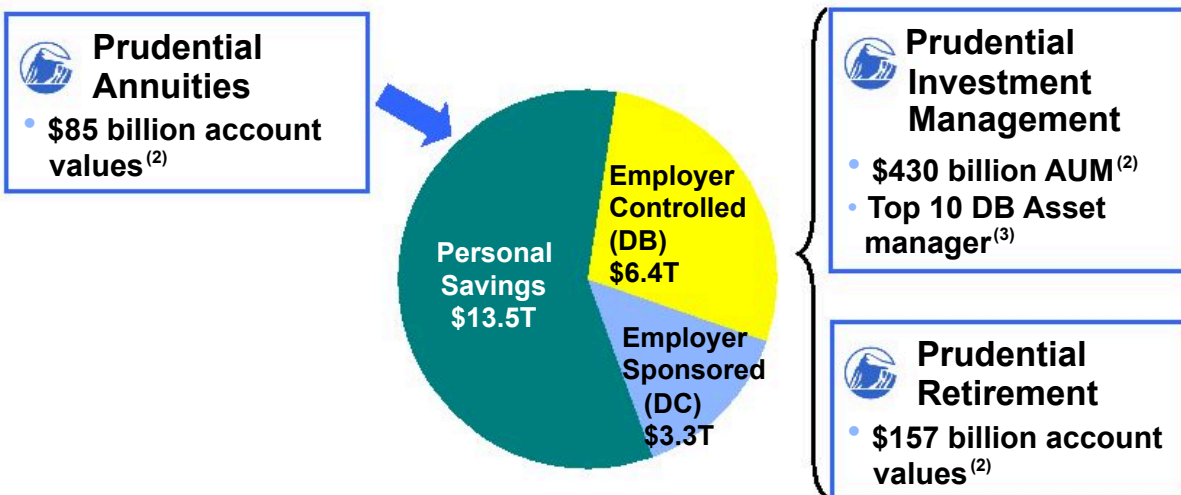
1) Based on annualized after-tax adjusted operating income for the nine months ended September 30, 2007



# U.S. Retirement Market

## Prudential's Key Domestic Growth Opportunity

**\$23 Trillion Market<sup>(1)</sup>**



1) As of December 31, 2006 according to the *Flow of Fund Accounts of the United States* (September 2007), the Investment Company Institute, and internal calculations

2) As of September 30, 2007

3) As of December 31, 2006 according to *Pensions & Investments* (May 2007)



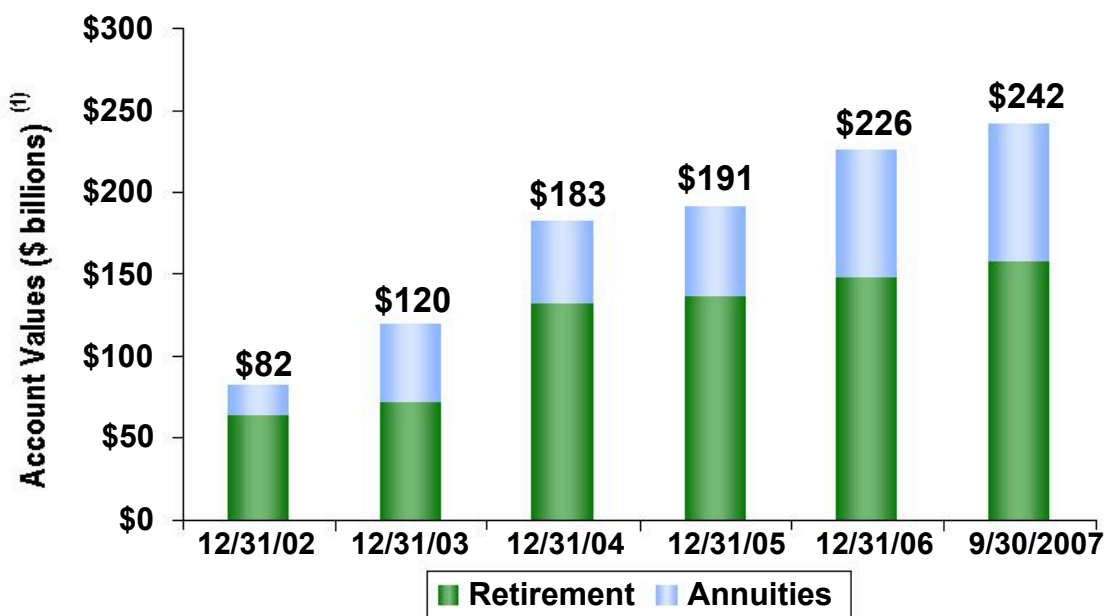
# Retirement Market Trends Drive Prudential's Growth Opportunities

| Market Dynamic                                                                                                                                                                                                                                        | Prudential Positioning                                                                                                                                                                                                                                          |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> <li>• Individuals increasingly responsible for their own retirement security</li> <li>• Aging baby boomers need to convert assets into income but want continued control, flexibility, upside potential</li> </ul> | <ul style="list-style-type: none"> <li>• Unique standing as market-leading annuity and full service retirement provider</li> <li>• Risk management, product design skills and innovation culture support development of income products and features</li> </ul> |
| <ul style="list-style-type: none"> <li>• Efforts to make DC plans more like DB plans</li> </ul>                                                                                                                                                       | <ul style="list-style-type: none"> <li>• Implementing "auto-pilot" features and lifetime income products</li> </ul>                                                                                                                                             |
| <ul style="list-style-type: none"> <li>• Employers seek to outsource retirement benefit programs</li> </ul>                                                                                                                                           | <ul style="list-style-type: none"> <li>• At leader in Total Retirement Services</li> </ul>                                                                                                                                                                      |
| <ul style="list-style-type: none"> <li>• Legislation and accounting changes encourage employers to transfer pension risk</li> </ul>                                                                                                                   | <ul style="list-style-type: none"> <li>• Asset management, risk management, and product skills support development of innovative solutions</li> </ul>                                                                                                           |
| <ul style="list-style-type: none"> <li>• Industry consolidation continues</li> </ul>                                                                                                                                                                  | <ul style="list-style-type: none"> <li>• Platforms, scale, business integration skills support attractive acquisitions</li> </ul>                                                                                                                               |



# Retirement and Annuities

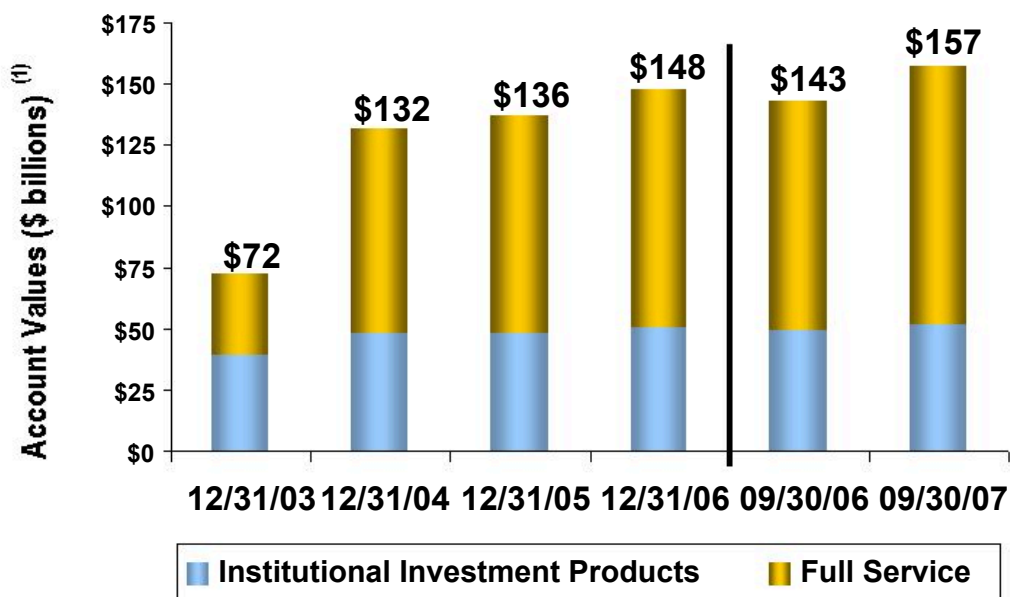
## A Leading Provider in a Growing Market



1) Includes acquired businesses from dates of acquisitions



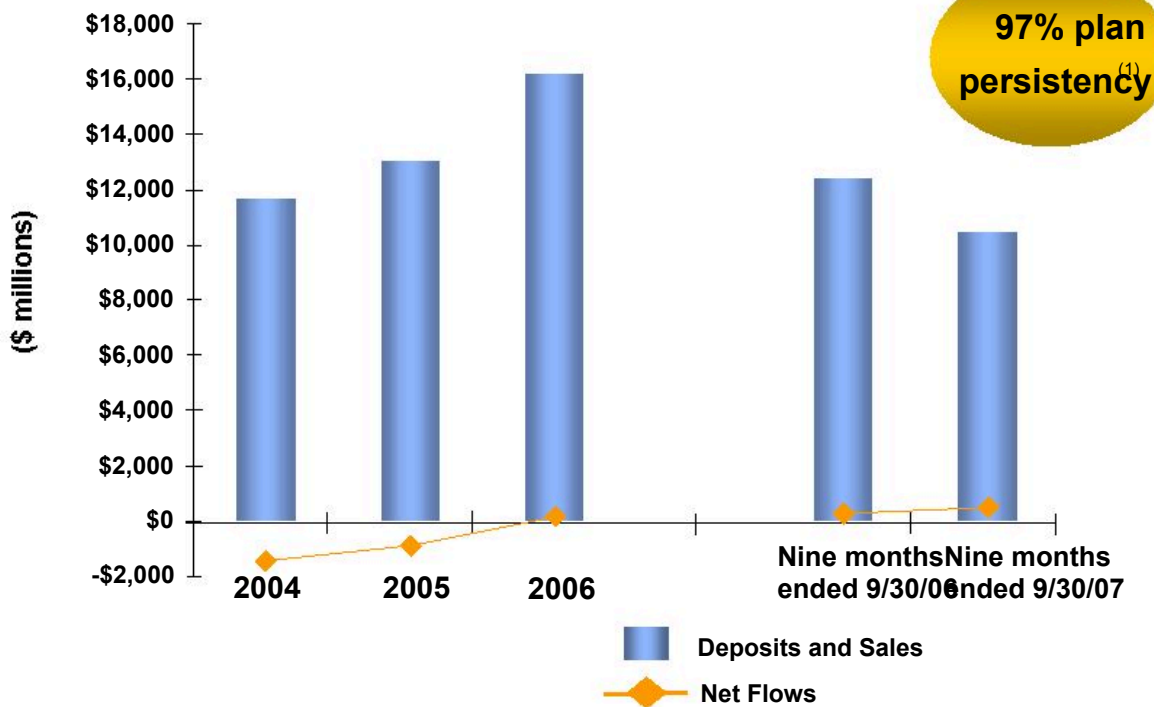
# Prudential Retirement Emphasis on Full Service Retirement



1) Includes business acquired from CIGNA from April 1, 2004 acquisition date



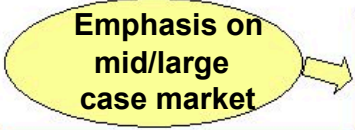
# Full Service Retirement Asset Flows



1) For the nine months ended September 30, 2007



# Emphasis on Mid/Large Case and Tax Exempt Markets

|  | Corporate Markets                                                                                                                                                                        | Tax Exempt Market       |
|-----------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------|
| Primary Products                                                                  | <ul style="list-style-type: none"> <li>- DC plans</li> <li>- DB plans</li> <li>- Total Retirement Services</li> <li>- Non-qualified plans</li> <li>- Investment only products</li> </ul> |                         |
| Distribution Channels                                                             | <ul style="list-style-type: none"> <li>- Fee based consultants</li> <li>- Commission based advisors</li> <li>- Third party administrators</li> <li>- Direct</li> </ul>                   | Specialized consultants |
| Account Values <sup>(1) (2)</sup>                                                 | \$ 67,100                                                                                                                                                                                | \$ 35,300               |
| Participants <sup>(2)</sup>                                                       | 1,589,000                                                                                                                                                                                | 938,000                 |

1) In millions

2) As of September 30, 2007; excludes \$3.2 billion retail account values for approximately 54,400 participants





# A Leader In Total Retirement Services

## Integrated Solution for Plan Sponsors

**DB  
Plan**

**DC  
Plan**

**Non-  
qualified  
Plan**

- Recordkeeping
- Participant communications
- Actuarial services
- Compliance
- Investment products and services

**TRS Account Values: \$39 billion <sup>(1)</sup>**

1) As of September 30, 2007



# Retirement Solutions

## Lifetime Relationship Opportunities

Age 20 yrs      30 yrs      40 yrs      50 yrs      60 yrs



- Variable annuities feature professional asset allocation
- Guaranteed minimum accumulation and death benefits



- DC plan investment options; Lifecycle funds; "Goal Maker" asset allocation
- Stable value products offer principal guarantee

- Lifetime Five
- Spousal Lifetime Five
- HD Lifetime Five
- Income Flex
- Rollover platform

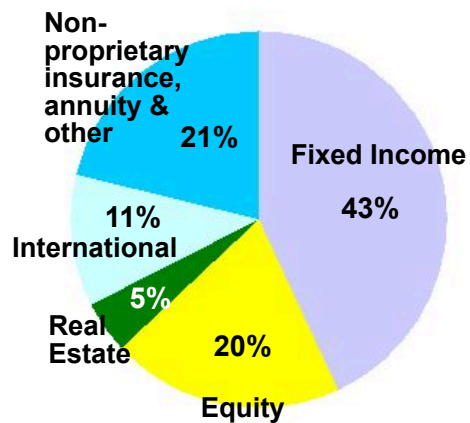


# Assets Under Management

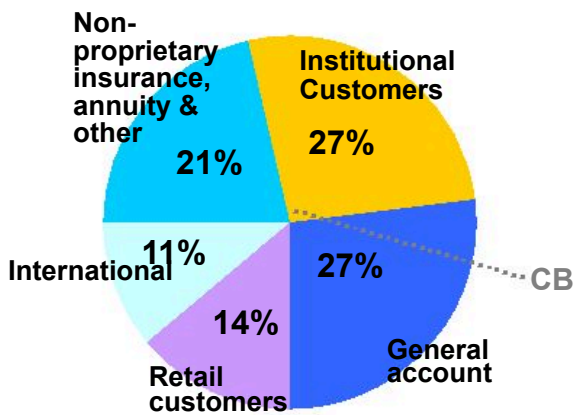
## Significant Scale and Breadth

**Total AUM \$637 billion <sup>(1)</sup>**

### AUM by Asset Type



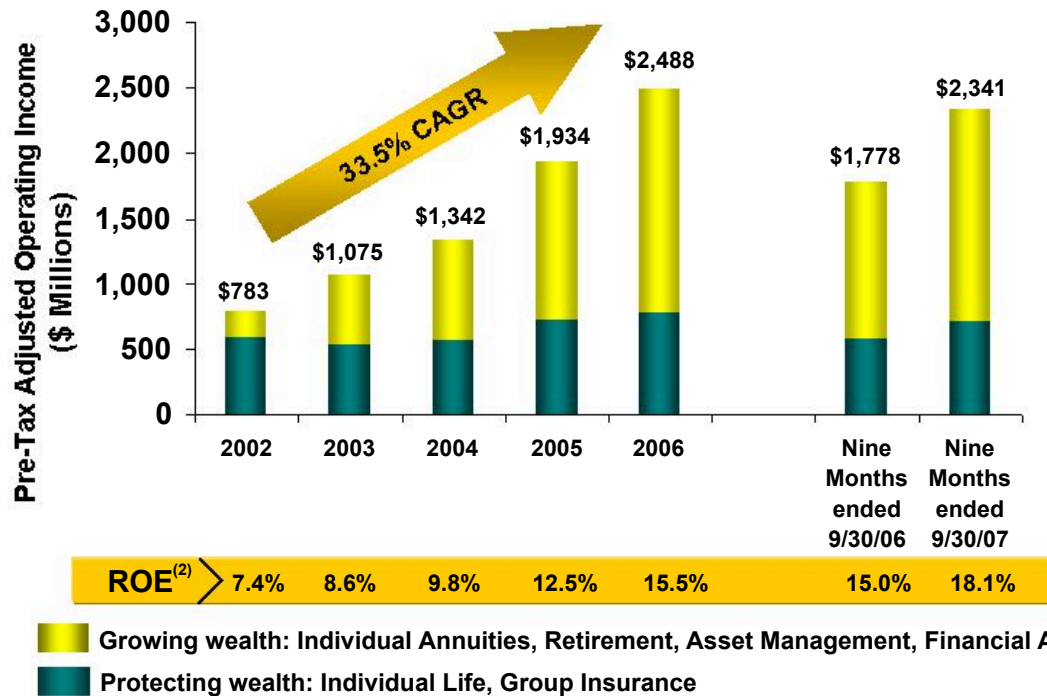
### AUM by Client Type



1) As of September 30, 2007



# Domestic Businesses: Financial Performance<sup>(1)</sup>



1) Insurance and Investment Divisions of Financial Services Businesses

2) Based on after-tax adjusted operating income giving effect to the direct equity adjustment; annualized for interim periods



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# Asset Management

**Bernard Winograd**

**President**

**Prudential Investment Management**



**Prudential  
Financial**

# Asset Management

## Commercial Business and Competitive Advantage

### A Business, Not a “Department”

- Robust institutional business enhances capabilities, attracts talented managers
- Market leading capabilities: private placement fixed income, commercial mortgages and real estate
- Prominent manager in pension market
- Low capital requirements: high ROE opportunity; strong available cash flows

### A Source of Competitive Advantage Throughout The Firm

- Seasoned skills in multiple asset classes: risk diversification, enhanced returns
- Differentiated capabilities drive superior value proposition for stable value retirement products



# Prudential Investment Management Competitive Advantages

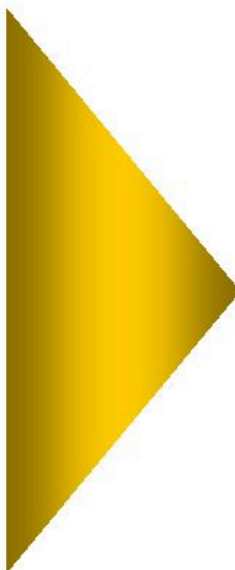
**Experience and  
Track Record**

**Breadth and  
Depth of  
Capabilities**

**Access to Capital  
and Co-investing**

**Brand and  
Reputation**

**Scale**



## **Institutional Clients**

- **\$135 billion third party institutional AUM <sup>(1)</sup>**
- **16% AUM CAGR (2002 – 2006)**

## **Manager Continuity**

- **163 portfolio managers <sup>(1)</sup>**
- **Average tenure 14 years**

1) As of September 30, 2007; AUM excludes affiliated institutional assets under management



# Prudential Investment Management Business Overview

| Investment Manager                  | Investment Discipline | AUM <sup>1)</sup> |
|-------------------------------------|-----------------------|-------------------|
| Prudential Fixed Income             | Public Fixed Income   | \$ 186            |
| Prudential Capital Group            | Private Fixed Income  | \$ 42             |
| Prudential Mortgage Capital Company | Real Estate Debt      | \$ 29             |
| Prudential Real Estate Investors    | Real Estate Equity    | \$ 29             |
| Jennison Associates <sup>2)</sup>   | Fundamental Equity    | \$ 85             |
| Quantitative Management Associates  | Quantitative Equity   | \$ 59             |

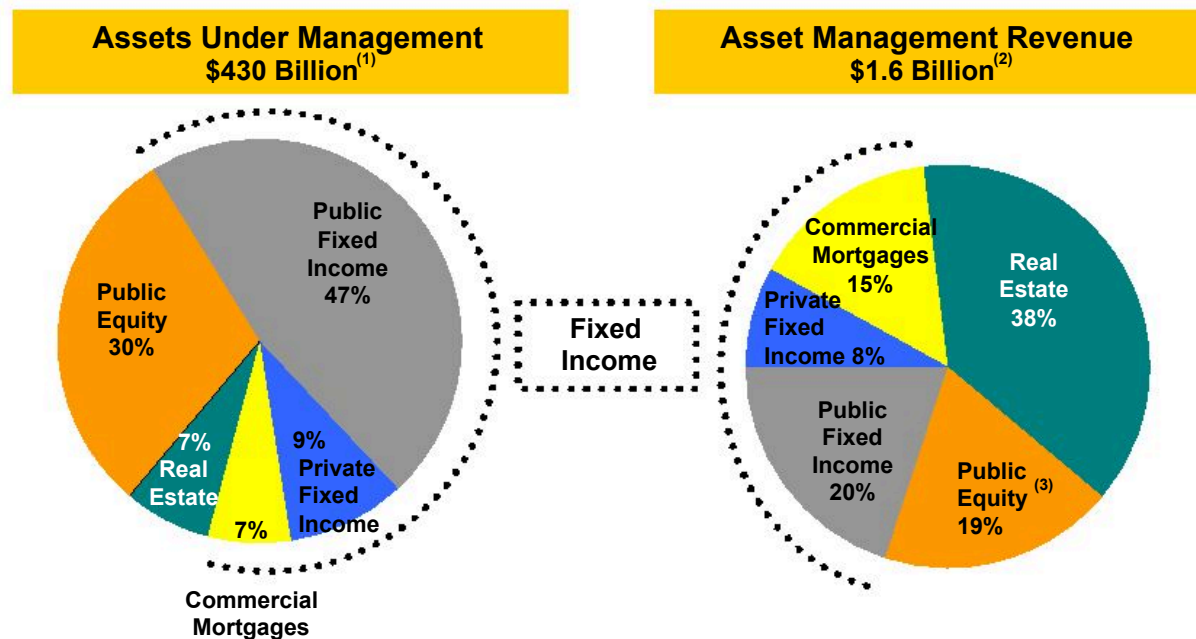
1) As of September 30, 2007; in billions

2) AUM includes \$18.5 billion public fixed income securities managed by Jennison Associates





# Broad Asset Class Capabilities



1) As of September 30, 2007

2) For the year ended December 31, 2006; excludes mutual fund distribution revenues

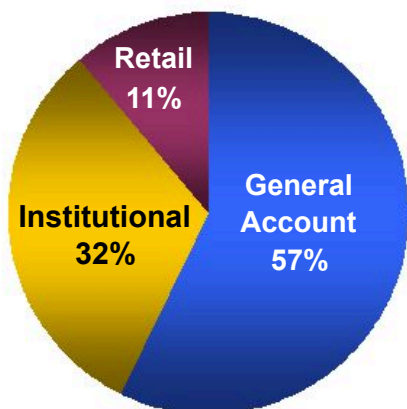
3) Includes revenue from management of public fixed income securities by Jennison Associates



# Public Fixed Income

## \$186 Billion AUM<sup>(1)</sup>

### Breadth of Capabilities Serves General Account and Third Parties



- Comprehensive product line offers traditional and alternative strategies
- Corporates, Governments, Structured Products, Mortgages, Emerging Markets, Money Markets
- Proprietary models for risk analysis and management
- Managing Asset-Backed Securities since 1991
- Internal collateral evaluation and rating assignments

1) As of September 30, 2007; excludes public fixed income securities managed by Jennison Associates



# Private Fixed Income

## \$42 Billion AUM<sup>(1)</sup>

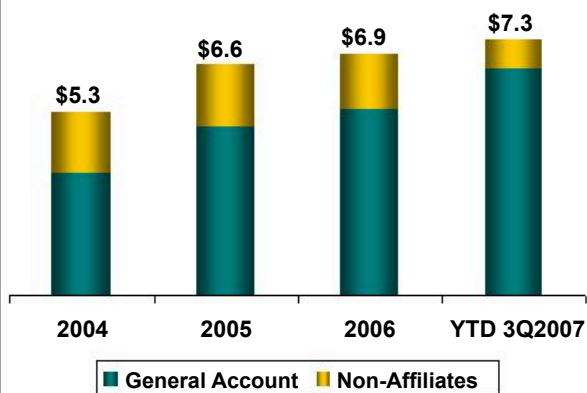
| Private Placement Debt Market                                                                                                                                                                                                                                                                                                                          | Prudential Positioning                                                                                                                                                                                                                                                                                                                                                 |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"><li>• Higher credit spreads or coupons relative to like-quality public securities</li><li>• Attractive long-term capital source for middle market companies</li><li>• Terms and covenants offer investors protection from “event risks”</li><li>• Often well-suited to fund insurance liability cash flows</li></ul> | <ul style="list-style-type: none"><li>• Over 60 years experience; over 1,000 issuers<sup>(1)</sup></li><li>• “Reliable partner”: proprietary direct origination network built on relationships</li><li>• Not a “price taker” – direct access to issuers allows negotiation of terms and covenants</li><li>• Prudential general account is preferred customer</li></ul> |

1) As of September 30, 2007



# Market Leader in Private Placement Debt

## Originations<sup>(1)</sup>



## Portfolio – 12/31/06<sup>(1) (2)</sup>

|    |                  |         |
|----|------------------|---------|
| 1. | Prudential       | \$ 38.9 |
| 2. | MetLife          | 30.8    |
| 3. | NY Life          | 23.1    |
| 4. | Principal Global | 17.6    |
| 5. | Sun Life         | 17.1    |

1) In billions

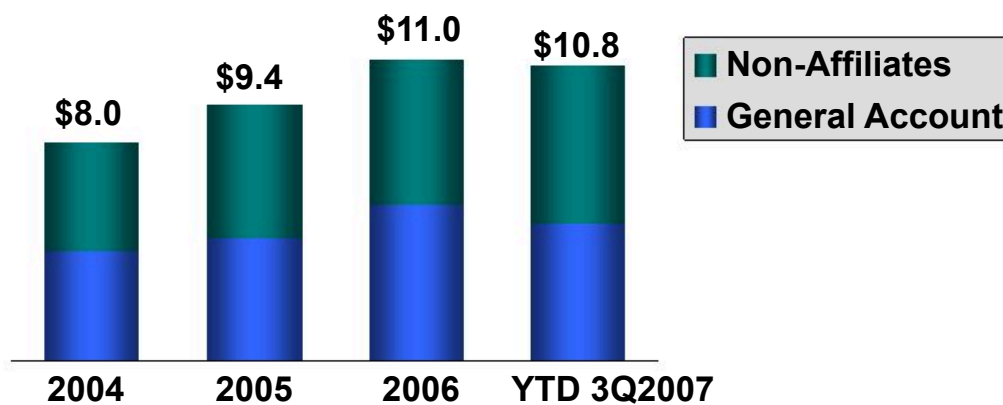
2) Source: SourceMedia – *Private Placement Letter* (September 24, 2007)



# Commercial Mortgages

## \$29 Billion AUM<sup>(1)</sup>

### Originations<sup>(2)</sup>



1) As of September 30, 2007

2) In billions



# Prudential Real Estate Investors

## \$29 Billion AUM<sup>(1)</sup>

Global real estate investment manager, 18 offices worldwide<sup>(1)</sup>;  
serving institutional investors since 1970

Approximately 190 investment professionals and 430 institutional  
clients<sup>(1)</sup>

**Intermediary  
between  
pension funds  
and developers**

**Opportunities  
for upside  
participation**

**Benefits from  
strong recent  
market  
conditions**



1) As of September 30, 2007



# Public Equity

## Two Distinct Approaches

|                                 |                                |
|------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> <li>• <b>\$85 billion AUM</b><sup>(1) (2)</sup></li> </ul>                    | <ul style="list-style-type: none"> <li>• <b>\$59 billion AUM</b><sup>(1)</sup></li> </ul>                        |
| <ul style="list-style-type: none"> <li>• <b>Fundamental equity management</b></li> </ul>                         | <ul style="list-style-type: none"> <li>• <b>Quantitative equity management</b></li> </ul>                        |
| <ul style="list-style-type: none"> <li>• <b>Established 1969; acquired 1984</b></li> </ul>                       | <ul style="list-style-type: none"> <li>• <b>Decades of experience</b></li> </ul>                                 |
| <ul style="list-style-type: none"> <li>• <b>Approximately 150 Institutional clients</b><sup>(1)</sup></li> </ul> | <ul style="list-style-type: none"> <li>• <b>Approximately 150 Institutional clients</b><sup>(1)</sup></li> </ul> |

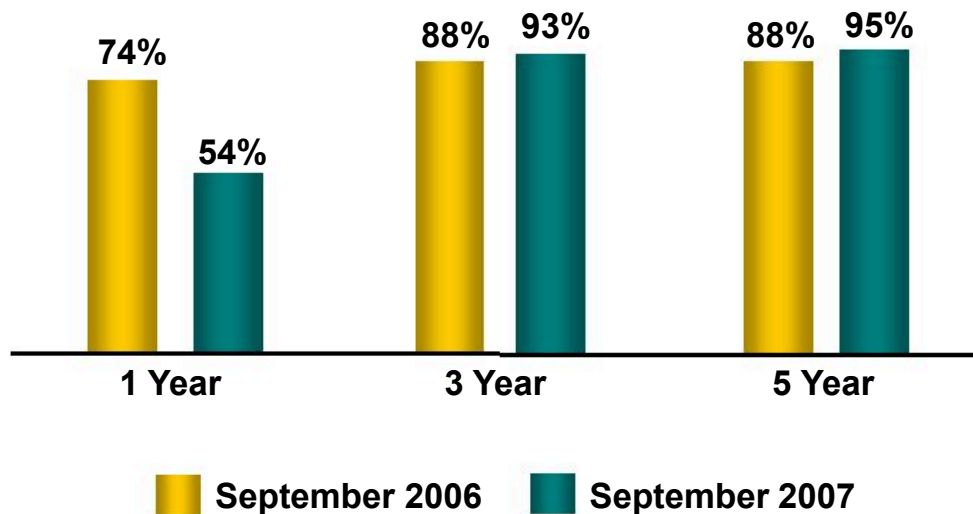
1) As of September 30, 2007

2) Includes \$18.5 billion public fixed income securities



## Percentage of Third Party AUM At or Exceeding Benchmark

AUM = \$170 Billion<sup>(1)</sup>

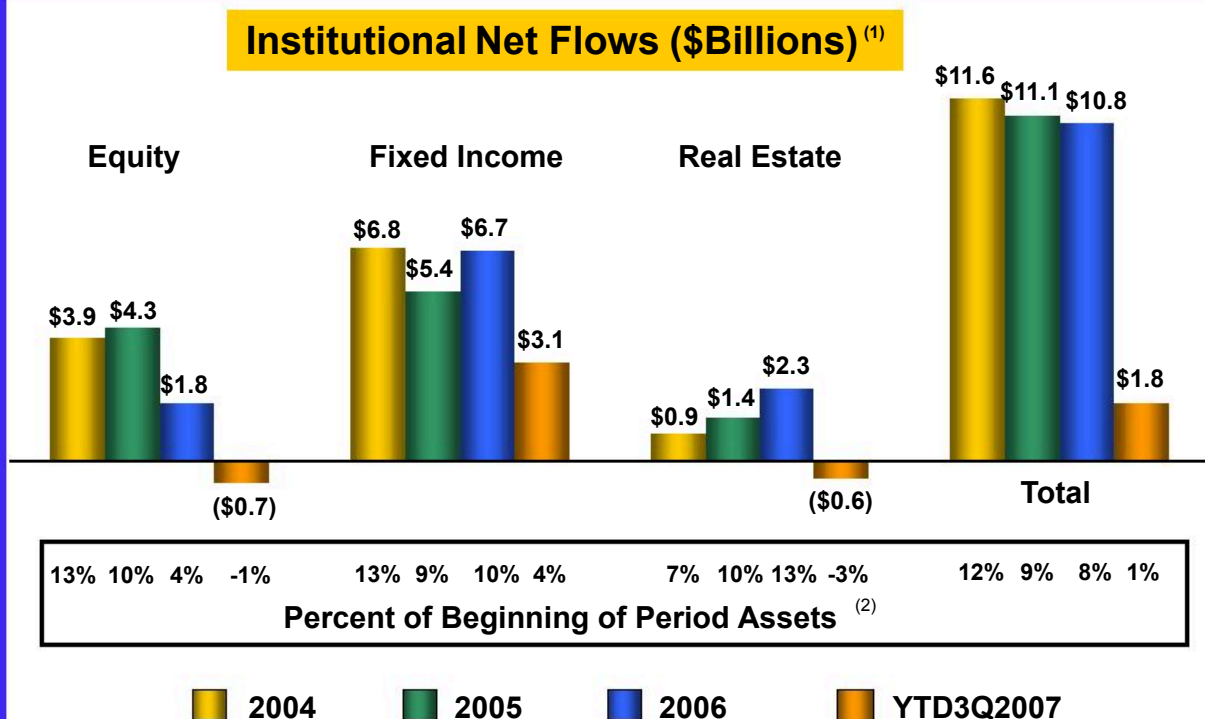


1) As of September 30, 2007





# Third Party Institutional Flows are the Best Indicator of Competitiveness



1) Excludes money market funds and the effects of certain nonrecurring transfer and disposition events. Includes assets transferred from the Retirement segment.

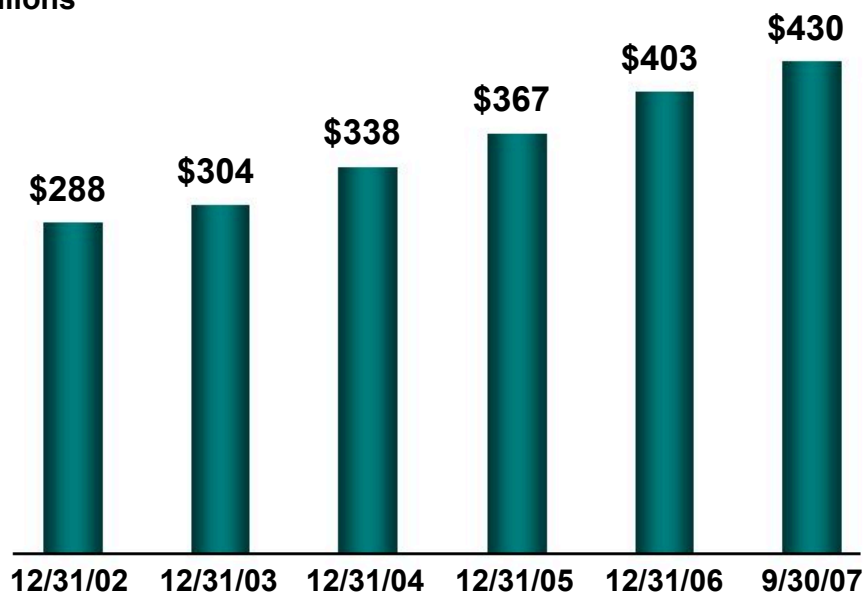
2) Third party institutional net flows as a percentage of total institutional assets under management.



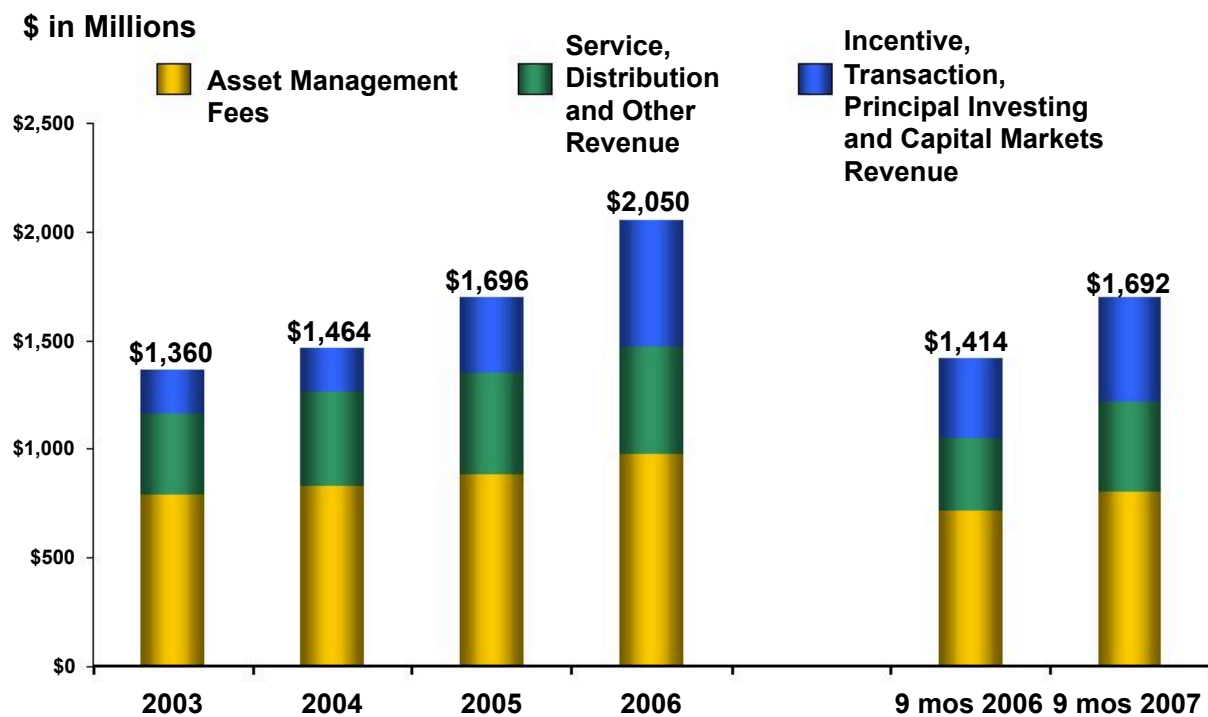
# Prudential Investment Management

## Proprietary Assets Under Management

\$ in Billions



# Asset Management Revenues

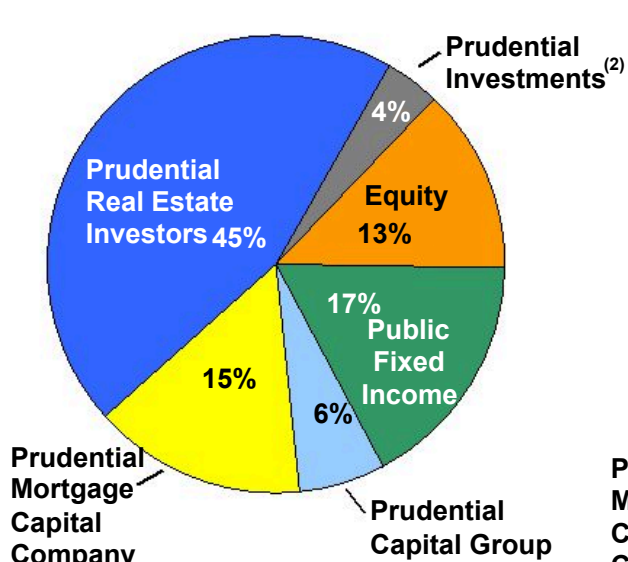


# Asset Management

## Adjusted Operating Income by Business

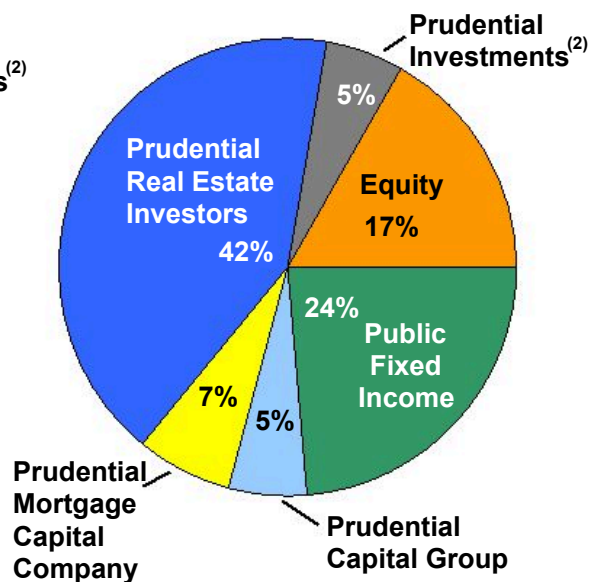
**Year Ended 12/31/06**

**\$593 Million<sup>(1)</sup>**



**Nine Months Ended 9/30/07**

**\$493 Million<sup>(1)</sup>**



1) Before income taxes

2) Mutual fund distribution



# Asset Management Financial Performance

|                                                            | 2005            | 2006            | Nine months<br>ended<br>September<br>30, 2007 |
|------------------------------------------------------------|-----------------|-----------------|-----------------------------------------------|
| <b>Assets under management<sup>(1) (2)</sup></b>           | <b>\$ 367.4</b> | <b>\$ 403.4</b> | <b>\$ 430.2</b>                               |
| <b>Pre-tax adjusted<br/>operating income<sup>(3)</sup></b> | <b>464</b>      | <b>593</b>      | <b>493</b>                                    |
| <b>Attributed equity<sup>(1) (4)</sup></b>                 | <b>1.2</b>      | <b>1.3</b>      | <b>1.3</b>                                    |
| <b>Return on equity<sup>(5)</sup></b>                      | <b>27%</b>      | <b>33%</b>      | <b>36%</b>                                    |

1) In billions

2) At end of period

3) In millions

4) Average attributed equity for period

5) Based on after-tax adjusted operating income; annualized for interim period



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# Individual Annuities

David Odenath  
President  
Prudential Annuities



## Variable Annuity Market Trends

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- **Retirement income solutions drive sales**
- **Continued customer interest in downside protection**
- **Increased customer focus on locking in gains**
- **Industry consolidation likely to increase as manufacturers require greater scale to compete**

# Prudential Annuities: Competitive Advantages in a Retirement-Focused Market

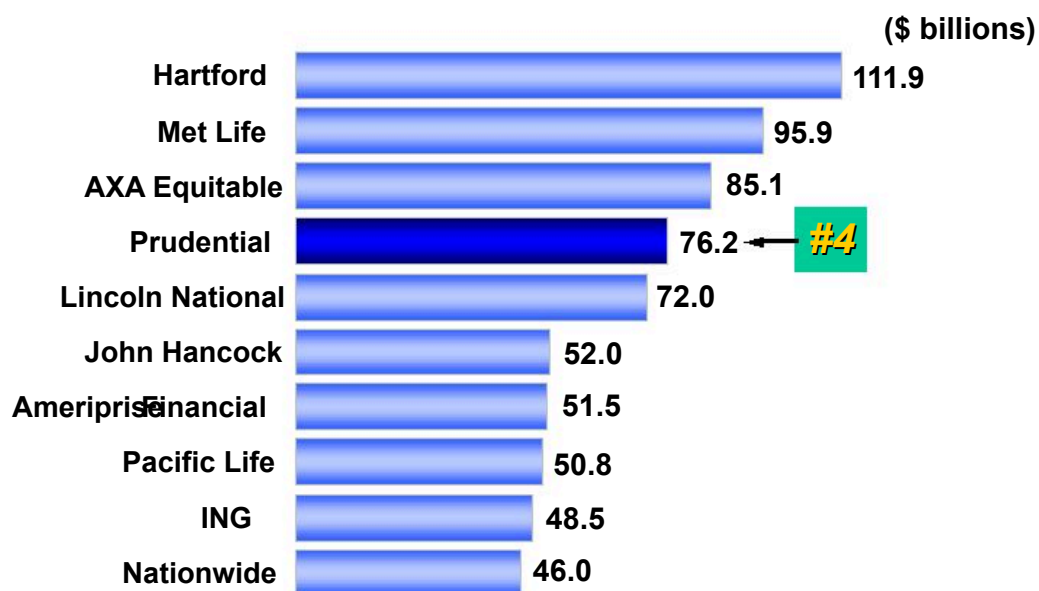
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- **Proven product innovation capabilities**
- **Sophisticated risk management and hedging**
- **Scale**
- **Strong branding**
- **Broad, multi-channel distribution capabilities**
- **Acquisition integration expertise**



# Top 10 Variable Annuity Company Account Values

Prudential Annuities is ranked #4 in advisor-sold VA account values <sup>(1)</sup>



1) Source: VARDS 2Q07; Advisor-sold market excludes group/retirement plan contracts



# Prudential Annuities Innovation Team



## Friday Morning Lights Where Prudential's Biggest Annuity Ideas are Born

- Innovation: a proven strength
- Informal weekly meetings, an 11-year tradition
- Spirited discussion: leave your title at the door; have an open mind; be a subject matter expert
- Listen to the marketplace

Attractive value propositions for retirement-focused customers

- Lifetime Five
- Spousal Lifetime Five
- HD Lifetime Five
- More to come...

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## Market-Leading Retirement Solutions

**Awarded “Best Living Benefits” by Boomer Market Advisor Magazine for Third Consecutive Year**



- “HD Lifetime Five...the living benefit that best addresses the income and longevity issues clients face.”



## Active Management of Product Risks

- **Innovative product design minimizes product/benefit risk while meeting customers' needs**
- **Strategic risk retention**
  - Retain risks we are best suited to carry
  - Actively hedge risks where appropriate
- **Strong governance structure provides constant monitoring and oversight**

## Lower Risk Profile in Newest Benefits

### Living Benefit Product Design

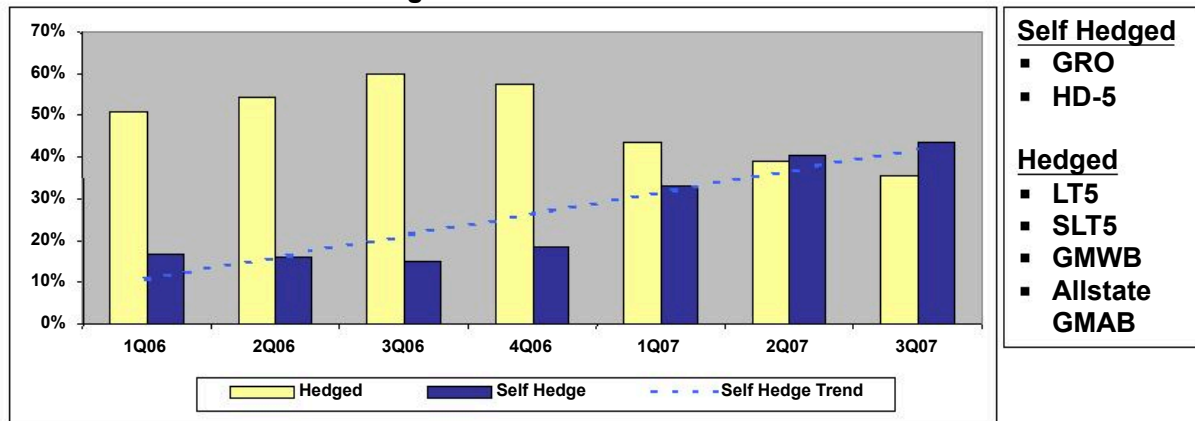
- Attractive Value Proposition
- Minimizes Risk to Prudential

| Feature                                                            | Benefit to Policyholder                                                                   | Benefit to Prudential                                                                                  |
|--------------------------------------------------------------------|-------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------|
| Minimum Age Requirement                                            | ✓ Reduces cost of benefit                                                                 | ✓ Reduces longevity risk                                                                               |
| Required Asset Allocation Portfolios                               | ✓ Access to professionally managed, diversified investment options                        | ✓ Reduces concentration risk                                                                           |
| Daily Rebalancing by Individual Contract ("GRO"; HD-Lifetime Five) | ✓ Systematically takes money "off the table" as market declines, preserving account value | ✓ Reduces equity risk in severe market conditions<br>✓ Effectively self hedges much of the equity risk |



# New Living Benefits Feature Self-Hedging

Living Benefit Election Rates



## Self Hedged

- GRO
- HD-5

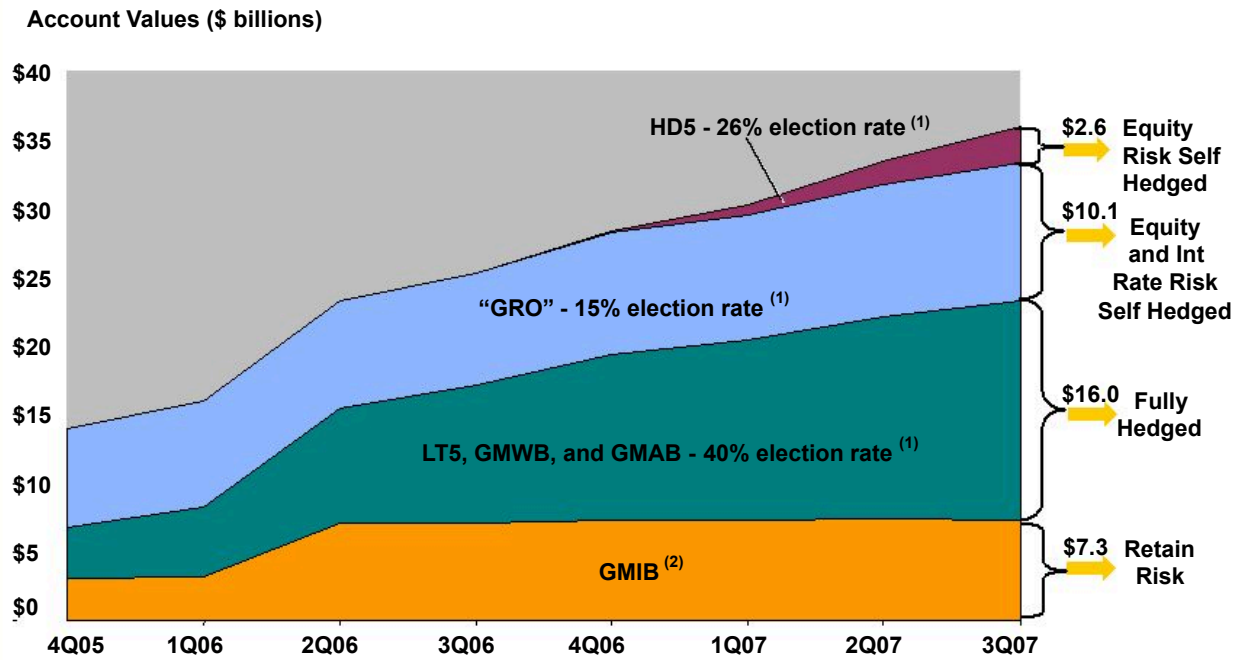
## Hedged

- LT5
- SLT5
- GMWB
- Allstate
- GMAB

## Risk Profile of HD-5 Compared to Lifetime Five

- HD-5 has lower overall risk profile due to reduced tail exposure
- Less hedge rebalancing required during volatile markets
- Interest rate exposure more efficient to hedge – lower basis risk, better liquidity

# Living Benefit Risk Management



1) For the nine months ended September 30, 2007

2) Includes Prudential and Allstate business; no significant recent sales



## Broad Multi-Channel Distribution Capabilities

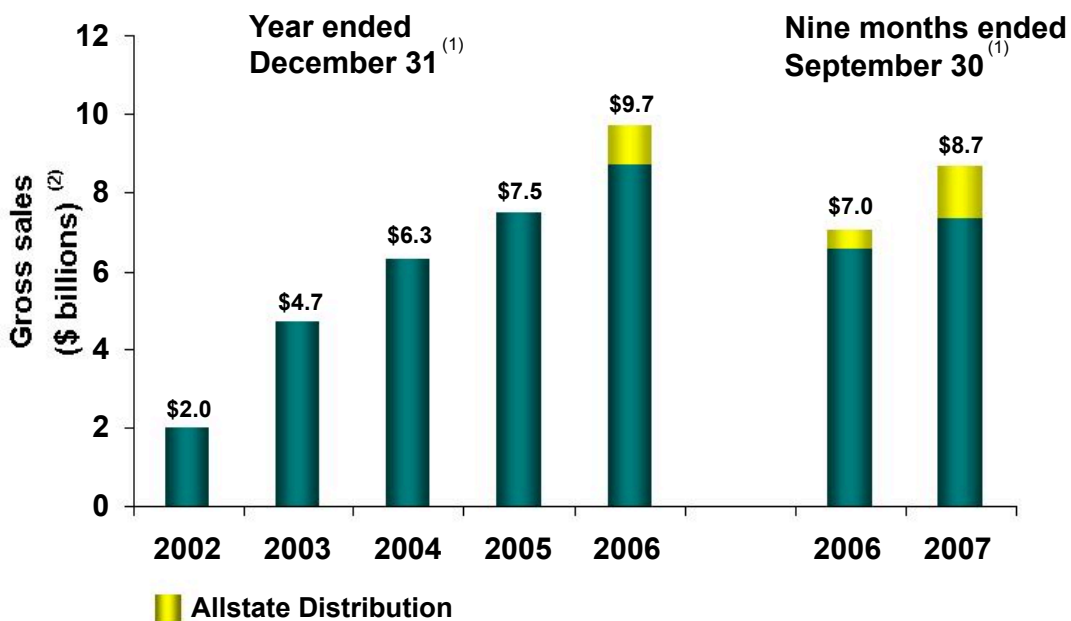
| Channel                        | Percentage of 3Q:07 Sales | Strategy                                                                                                                                                                                | 3Q:07 Sales <sup>(1)</sup> | 3Q:06 Sales <sup>(1)</sup> |
|--------------------------------|---------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------|----------------------------|
| Independent Financial Planners | 59%                       | <ul style="list-style-type: none"> <li>• Maintain leadership position</li> <li>• Enhance distribution through existing relationships</li> </ul>                                         | \$1,673                    | \$1,407                    |
| Insurance Agents               | 21%                       | <ul style="list-style-type: none"> <li>• Continued focus on captive sales to maintain momentum</li> <li>• Ongoing focus on expanding distribution in Allstate channel</li> </ul>        | 607                        | 466                        |
| Wirehouses                     | 13%                       | <ul style="list-style-type: none"> <li>• Expand distribution through Allstate and current relationships</li> </ul>                                                                      | 358                        | 257                        |
| Banks                          | 7%                        | <ul style="list-style-type: none"> <li>• Increase distribution through Allstate and Prudential bank relationships</li> <li>• Pursue new relationships on opportunistic basis</li> </ul> | 203                        | 226                        |

1) In millions; all annuity products (variable and fixed)





# Products and Distribution Drive Sales Growth

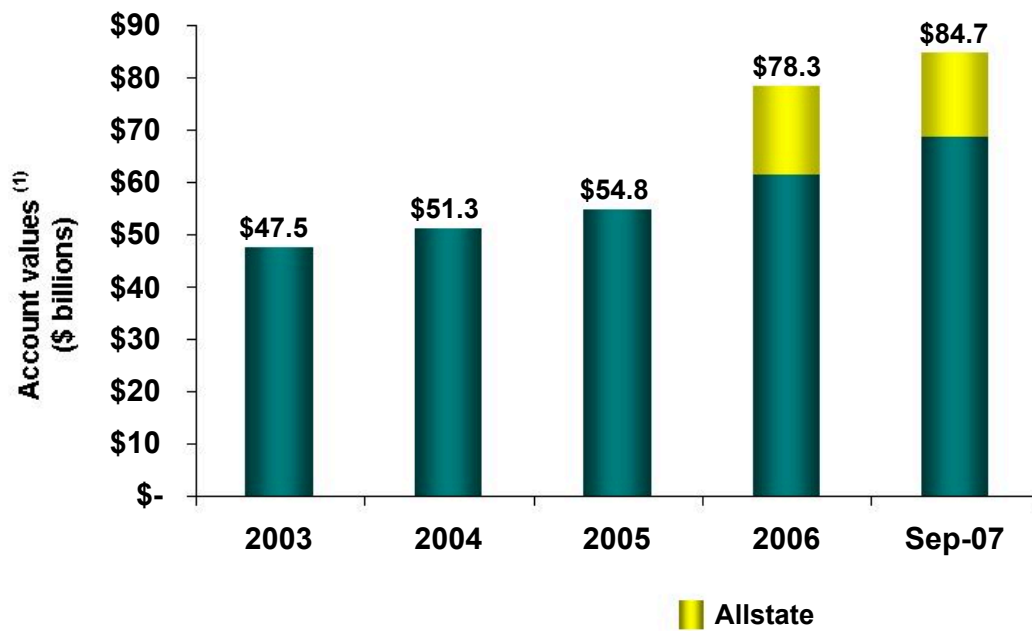


1) Includes American Skandia from May 1, 2003 acquisition date and Allstate variable annuity business from June 1, 2006 acquisition date

2) All annuity products (variable and fixed)



## Sustained Account Value Growth



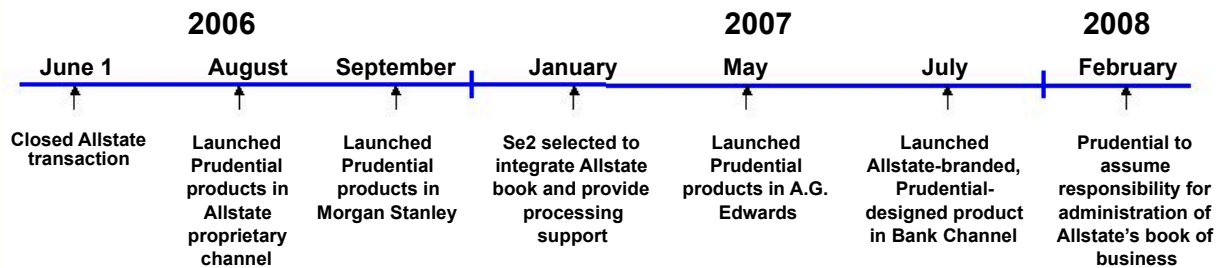
1) As of end of period; all annuity products (variable and fixed)



# Allstate Variable Annuity Business Integration on Track

## Major Project Milestones

### Transition Service Agreement Period with Allstate



# Individual Annuities Financial Performance <sup>(1)</sup>

|                                                             | 2005         | 2006         | Nine months<br>ended<br>September<br>30, 2007 |
|-------------------------------------------------------------|--------------|--------------|-----------------------------------------------|
| <b>Account Values <sup>(2)</sup></b>                        |              |              |                                               |
| Variable annuities                                          | \$ 50,778    | \$ 74,555    | \$ 81,173                                     |
| Fixed annuities                                             | <u>3,991</u> | <u>3,748</u> | <u>3,546</u>                                  |
| Total                                                       | 54,769       | 78,303       | 84,719                                        |
| <b>Pre-tax adjusted<br/>operating income <sup>(3)</sup></b> | 505          | 586          | 549                                           |
| <b>Attributed equity <sup>(4)</sup></b>                     | \$1.9        | \$2.3        | \$ 2.8                                        |
| <b>Return on equity <sup>(5)</sup></b>                      | 17.9%        | 18.2%        | 18.2%                                         |

1) Includes results of Allstate variable annuity business from June 1, 2006 acquisition date

2) In millions; at end of period

3) In millions

4) In billions; average attributed equity for period

5) Based on after-tax adjusted operating income; annualized for interim period



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# Financial Position and Outlook

**Rich Carbone**  
**Chief Financial Officer**

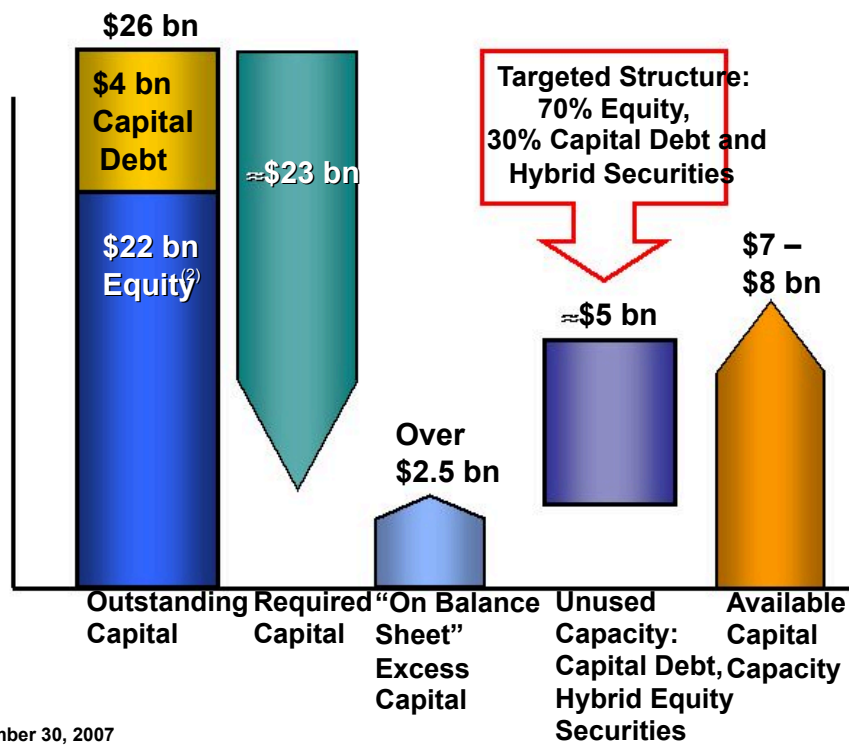


## Financial Review and Outlook

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- **Strong capital position; significant financial flexibility**
- **Disciplined investment portfolio risk selection and management**
- **Financial outlook for 2008**

## “Available Capital” Capacity \$7 - \$8 Billion<sup>(1)</sup>

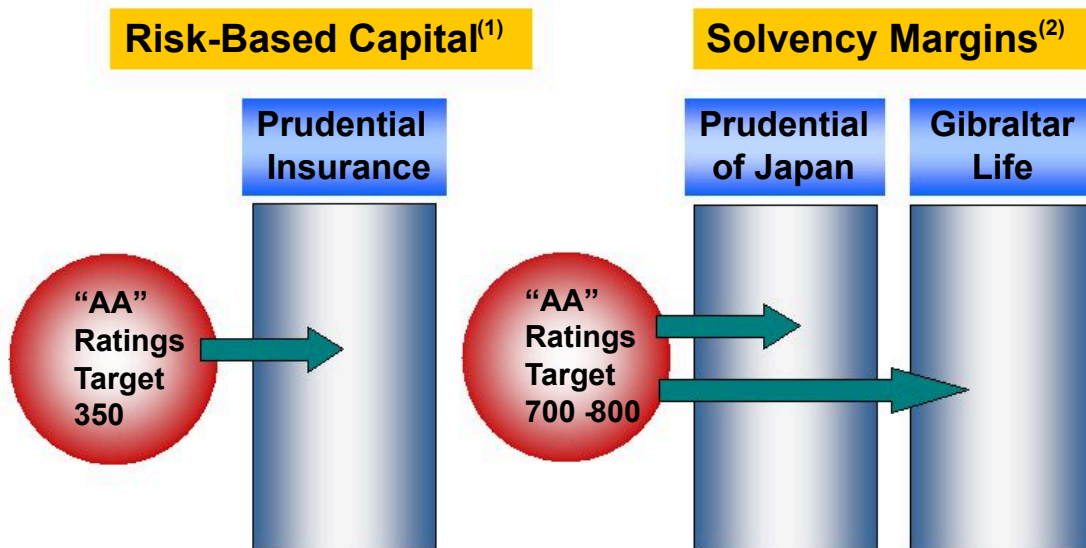


1) As of September 30, 2007

2) Attributed equity of Financial Services Businesses, excluding accumulated other comprehensive income related to unrealized gains and losses on investments and pension/postretirement benefits



# Insurance Operations are Overcapitalized



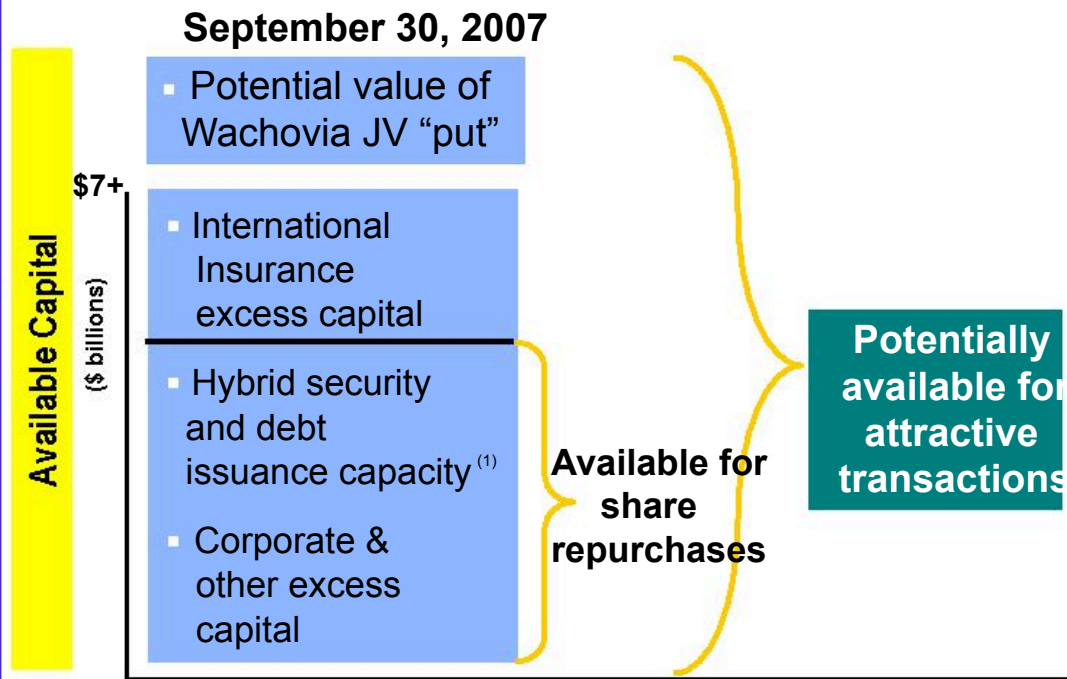
1) Based on U.S. statutory accounting

2) Based on Japanese statutory accounting





## “Available Capital” Capacity → Financial Flexibility



1) Assuming a capital structure of 70% common equity, 30% capital debt and hybrids

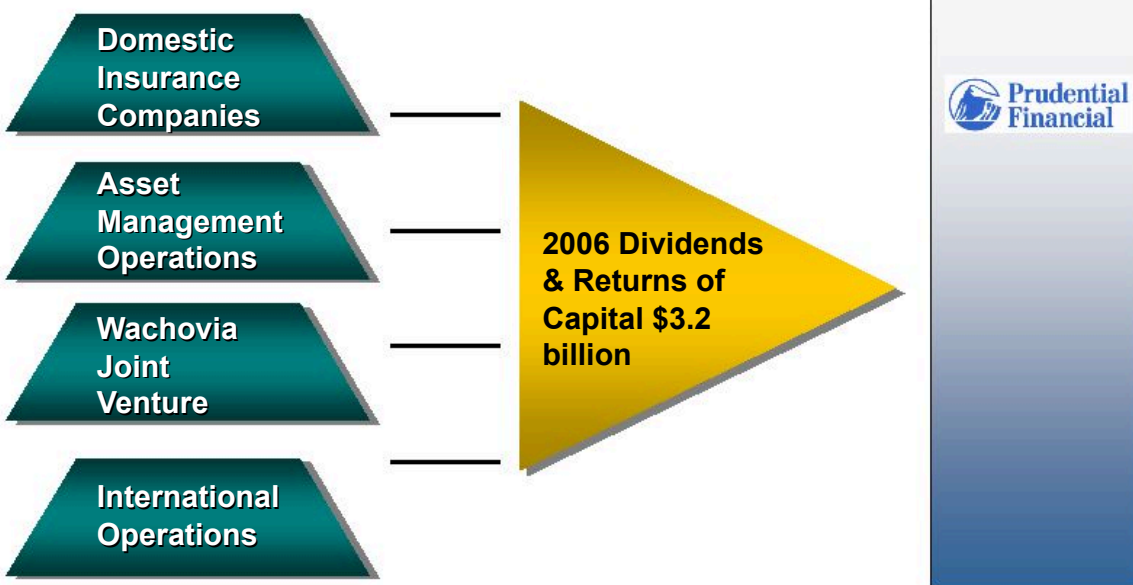


## Strong and Sustainable Ongoing Capital Generation

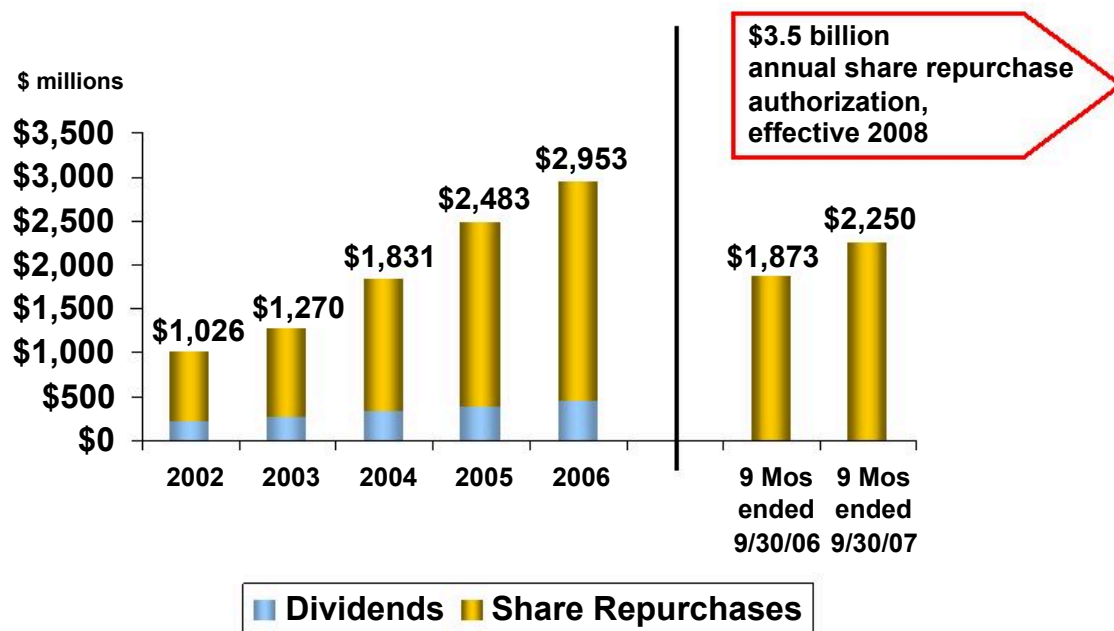
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- **Focus on high ROE businesses with favorable growth prospects**
- **Mature businesses: favorable returns, modest capital needs, strong cash flows**

# Diverse Sources of Cash Flow



# Capital Returned to Shareholders



## Book Value per Share of Common Stock <sup>(1)</sup>



1) Excluding accumulated other comprehensive income related to unrealized gains and losses on investments for all periods and accumulated other comprehensive income related to pension and postretirement benefits for periods including and after 2004



## Disciplined Investment Portfolio Management Leverages Proven Investment Expertise

---

- **Asset Management is a key Prudential business**
- **Asset selection reflects liability characteristics**
- **Broad capabilities support risk diversification:**
  - **Asset class**
  - **Sector**
  - **Issuer**
- **Well-managed exposure to “risk” assets**

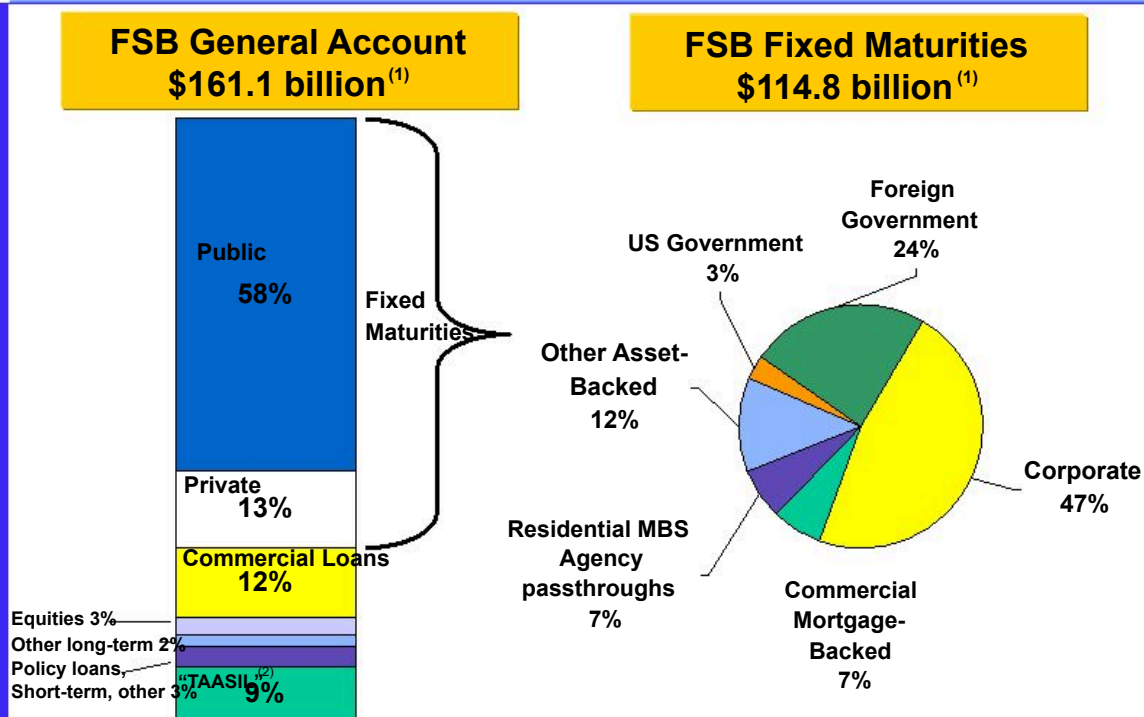
# Asset Selection

## Focus on Liability Characteristics

| Products                                  | Liability Characteristics                                   | Representative Asset Types                                   |
|-------------------------------------------|-------------------------------------------------------------|--------------------------------------------------------------|
| Retirement – Full Service Stable Value    | Predictable withdrawals, crediting rates experience-based   | Private placement bonds, commercial mortgages                |
| Japanese Life Planner Protection Products | Extremely long duration (30 years +); fixed rate guarantees | Long-term Japanese government bonds; equities support “tail” |
| Domestic Universal Life                   | Long duration, variable crediting rates; floor guarantees   | Public fixed maturities                                      |

# Asset Selection

## Skill Sets Support Risk Diversification



1) As of September 30, 2007 at balance sheet carrying amount; excludes invested assets of securities brokerage, securities trading, banking and asset management operations, and real estate and relocation services

2) Trading account assets supporting insurance liabilities (investment results ultimately accrue to contract-holders)





# Asset Selection Focus on Quality

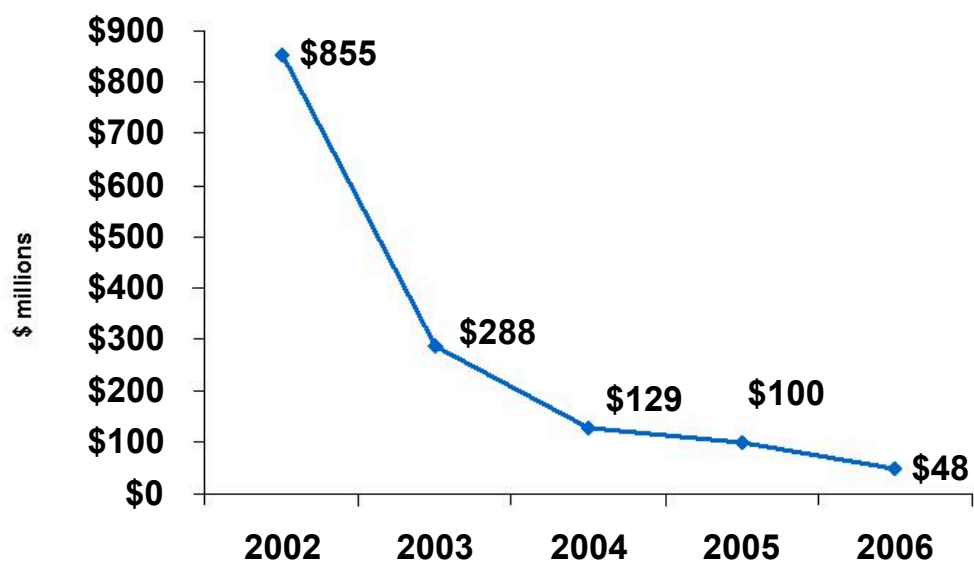
## FSB Fixed Maturity Portfolio<sup>(1)</sup>



1) In billions; at fair value. Excludes invested assets of securities brokerage, securities trading, banking and asset management operations, and real estate and relocation services



# Fixed Maturities Impairments and Credit-Related Losses <sup>(1)</sup>

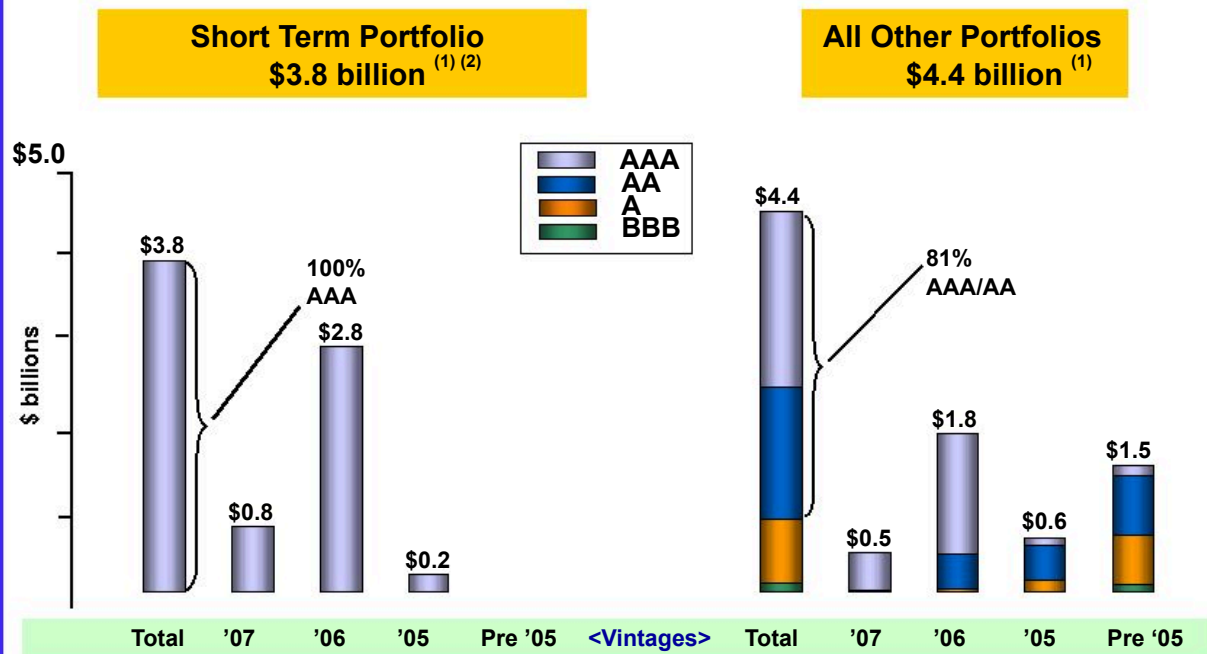


1) Other than temporary impairments and credit-related losses on sales of securities included in realized investment gains and losses of the Financial Services Businesses



# Sub-Prime Mortgage Exposure

## Risk-Based Selection



1) Financial Services Businesses, as of September 30, 2007. At amortized cost.

2) The short-term portfolio is used primarily to invest proceeds of securities lending and repurchase activities, and cash generated from certain trading and operating activities; securities have remaining expected average life of 2 years or less when purchased.



## Financial Strength and Flexibility

- **Strong “available capital” position provides significant financial flexibility; migrating to optimal capital structure**
- **Insurance operations capitalized in excess of “AA” ratings objectives**
- **Diverse cash flow sources contribute to flexibility**
- **Sustained growth in book value per share while returning capital through share repurchases**
- **Investment portfolio: disciplined management; leverages proven investment expertise**

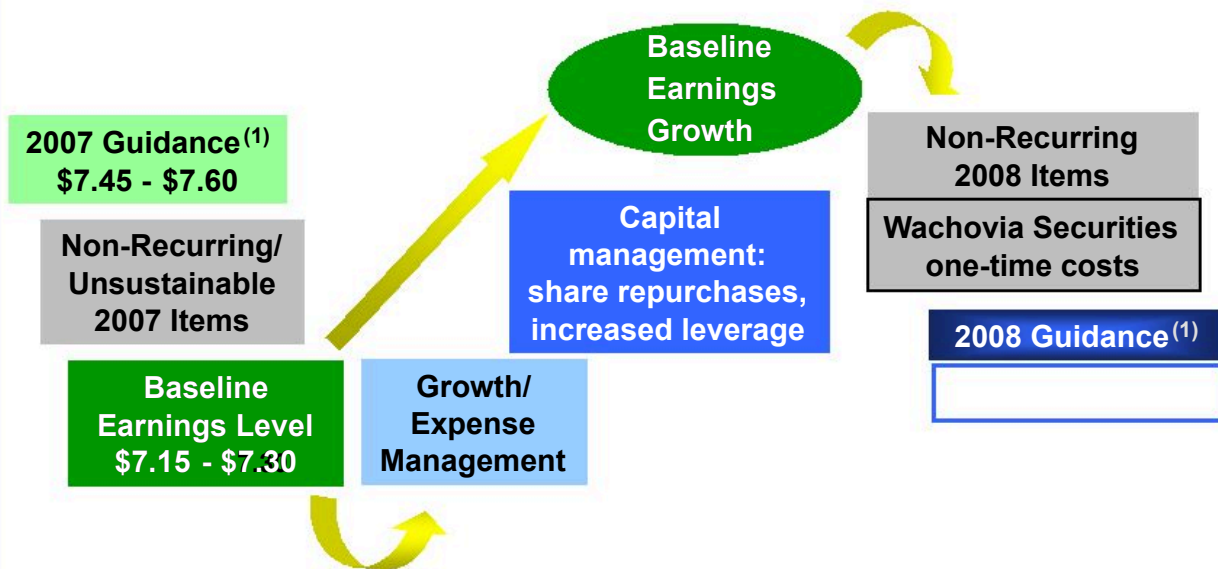


## Considerations for 2008

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- **2007 baseline earnings**
- **Business growth**
- **Capital management: share repurchases, increased leverage**
- **8% equity market appreciation from year end**
- **Less favorable commercial real estate environment**
- **US dollar @ 106 yen**
- **28.4% effective tax rate**
- **Wachovia Securities one-time costs**

# FSB Full Year 2008 Earnings Guidance



1) Based on after-tax adjusted operating income for the Financial Services Businesses

