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

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**FORM 8-K**

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

Date of Report (Date of earliest event reported): February 10, 2010

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**PRUDENTIAL FINANCIAL, INC.**

(Exact name of registrant as specified in its charter)

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

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

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

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

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

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 (the “Company”), furnishes herewith, as Exhibit 99.0, a news release announcing fourth quarter 2009 results.

See also Item 7.01 below, which is incorporated herein by reference.

**Item 7.01 Regulation FD Disclosure.**

- A. Earnings Release. The Company furnishes herewith, as Exhibit 99.0, a news release announcing fourth quarter 2009 results.
- B. Quarterly Financial Supplement. The Company furnishes herewith, as Exhibit 99.1, the Quarterly Financial Supplement for its Financial Services Businesses for the quarterly period ended December 31, 2009.
- C. Investments in Residential and Commercial Mortgage-Backed Securities, Asset-Backed Securities, and Commercial Mortgage and Other Loans. In connection with its announcement of fourth quarter 2009 results, the Company furnishes herewith, as Exhibit 99.2, information about the Company’s investments, as of December 31, 2009, in residential and commercial mortgage-backed securities, asset-backed securities, and commercial mortgage and other loans.

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

- 99.0 News release of Prudential Financial, Inc., dated February 10, 2010, announcing fourth quarter 2009 results (furnished and not filed).
- 99.1 Quarterly Financial Supplement for the Financial Services Businesses of Prudential Financial, Inc. for the quarterly period ended December 31, 2009 (furnished and not filed).
- 99.2 Information about Prudential Financial, Inc.’s investments, as of December 31, 2009, in residential and commercial mortgage-backed securities, asset-backed securities, and commercial mortgage and other loans (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: February 10, 2010

PRUDENTIAL FINANCIAL, INC.

By: /s/ PETER B. SAYRE

Name: Peter B. Sayre

Title: Senior Vice President and Principal Accounting Officer

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**Exhibit Index**

| <b>Exhibit No.</b> | <b>Description</b>                                                                                                                                                                                                                         |
|--------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
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# News Release



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

**For Immediate Release**

February 10, 2010

**Contact: Gabrielle Shanin**  
(973) 802-7779

**PRUDENTIAL FINANCIAL, INC.  
ANNOUNCES 2009 RESULTS**

- **Net income of Financial Services Businesses attributable to Prudential Financial, Inc. for year 2009, \$3.4 billion or \$7.63 per Common share compared to net loss of \$1.1 billion or \$2.53 per Common share for 2008.**
- **Pre-tax adjusted operating income for Financial Services Businesses reaches \$3.3 billion for year 2009, more than double the level of 2008.**
- **Strong liquidity and capital position at year end; GAAP book value for Financial Services Businesses reaches \$24.2 billion or \$51.52 per Common share, compared to \$14.3 billion or \$33.69 per Common share a year earlier.**
- **Strong sales and flows in major businesses for the year; Individual Annuity gross sales \$16 billion, Full Service Retirement gross deposits and sales \$23 billion, International Insurance annualized new business premiums \$1.4 billion, each at record-high levels.**
- **Net income of Financial Services Businesses attributable to Prudential Financial, Inc. of \$1.8 billion, or \$3.79 per Common share for fourth quarter.**
  - Net income includes a pre-tax gain, after associated expenses, of \$2.1 billion from the December 31, 2009 sale of Prudential's interest in the Wachovia retail securities brokerage joint venture to Wells Fargo, equivalent to \$1.4 billion after tax or \$2.95 per Common share.
  - Net income reflects fourth quarter pretax realized investment losses from impairments and sales of credit-impaired fixed maturity investments of \$201 million, and \$24 million of impairments on equity securities and other investments.
- **After-tax adjusted operating income for the Financial Services Businesses of \$495 million, or \$1.07 per Common share for fourth quarter 2009 and \$2.5 billion or \$5.58 per Common share for the year.**

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- **Significant items included in fourth quarter results:**

- Net pre-tax benefit of \$30 million in Individual Annuities from reserve releases for guaranteed death and income benefits, reduced amortization of deferred policy acquisition and other costs, and mark-to-market of hedging positions and embedded derivatives.

- **Operational highlights for the fourth quarter:**

- Individual Annuity gross sales of \$4.8 billion, up from \$2.2 billion a year ago; net sales \$3.2 billion, up from \$434 million a year ago.
- Full Service Retirement gross deposits and sales of \$4.0 billion and net additions of \$903 million, compared to gross deposits and sales of \$6.5 billion and net additions of \$2.7 billion a year ago.
- Individual Life annualized new business premiums of \$91 million, compared to \$86 million a year ago.
- Group Insurance annualized new business premiums of \$62 million, compared to \$102 million a year ago.
- International Insurance constant dollar basis annualized new business premiums of \$375 million, compared to \$288 million a year ago.
- Assets under management of \$667 billion at December 31, 2009, compared to \$558 billion at December 31, 2008.
- Gross unrealized losses on general account fixed maturity investments of the Financial Services Businesses of \$4.4 billion at December 31, 2009, compared to \$11.3 billion at December 31, 2008; net unrealized gains of \$998 million at December 31, 2009 compared to net unrealized losses of \$6.6 billion at December 31, 2008.

**NEWARK, N.J.** – Prudential Financial, Inc. (NYSE:PRU) today reported net income of its Financial Services Businesses attributable to Prudential Financial, Inc. of \$3.41 billion (\$7.63 per Common share) for the year ended December 31, 2009, compared to a net loss of \$1.140 billion (\$2.53 per Common share) for 2008. After-tax adjusted operating income for the Financial Services Businesses was \$2.481 billion (\$5.58 per Common share) for 2009, compared to \$1.087 billion (\$2.62 per Common share) for 2008. Adjusted operating income is a non-GAAP measure as discussed below.

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For the fourth quarter of 2009, net income for the Financial Services Businesses attributable to Prudential Financial, Inc. amounted to \$1.788 billion (\$3.79 per Common share) compared to a net loss of \$1.656 billion (\$3.89 per Common share) for the fourth quarter of 2008. After-tax adjusted operating income for the fourth quarter of 2009 for the Financial Services Businesses amounted to \$495 million (\$1.07 per Common share), compared to a loss, based on after-tax adjusted operating income, of \$879 million (\$2.04 per Common share) for the fourth quarter of 2008.

“Each of our divisions recorded solid results for the fourth quarter and the year. Our businesses benefited from improving financial market conditions, from successful product offerings, and from expanded distribution. Turbulent financial market conditions in the recent past gave us an exceptional opportunity to enhance our competitive position, and we have done so. We completed over \$4 billion of long-term debt and equity issues during the year, significantly adding to our financial strength and flexibility. In December, we sold our stake in the Wachovia Securities joint venture for \$4.5 billion of cash proceeds. With this transaction we realized a substantial return on our investment, which had an initial book value of \$1.0 billion in 2003. Our strong sales and flows, virtually across the board for the fourth quarter and the year, attest to our success in building our franchise. We are gaining ground as our innovative value propositions and underlying financial strength set us apart. While we are mindful that we remain in uncertain times, we have never felt better about our balanced mix of quality businesses and our ability to benefit from further changes in the industry landscape,” said Chairman and Chief Executive Officer John Strangfeld.

Adjusted operating income is not calculated under generally accepted accounting principles (GAAP). Information regarding adjusted operating income, a non-GAAP measure, is discussed later in this press release under “Forward-Looking Statements and Non-GAAP Measures,” and a reconciliation of adjusted operating income to the most comparable GAAP measure is provided in the tables that accompany this release.

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**Financial Services Businesses**

Prudential Financial's Common Stock (NYSE:PRU) reflects the performance of its Financial Services Businesses, which consist of its U.S. Retirement Solutions and Investment Management, U.S. Individual Life and Group Insurance, and International Insurance and Investments divisions and its Corporate and Other operations.

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

The **U.S. Retirement Solutions and Investment Management division** reported adjusted operating income of \$215 million for the fourth quarter of 2009, compared to a loss of \$975 million in the year-ago quarter.

The Individual Annuities segment reported adjusted operating income of \$88 million in the current quarter, compared to a loss of \$1.039 billion in the year-ago quarter. Current quarter results benefited \$47 million from net reductions in reserves for guaranteed minimum death and income benefits and \$32 million from a net reduction in amortization of deferred policy acquisition and other costs, reflecting an updated estimate of profitability for this business. These benefits to results were largely driven by increases in customer account values during the current quarter. Results for the year-ago quarter included a net charge of \$907 million from similar adjustment of these items to reflect an update of estimated profitability, largely driven by declines in customer account values associated with adverse financial market conditions during that quarter. Mark-to-market of embedded derivatives and related hedge positions associated with living benefits, after amortization of deferred policy acquisition and other costs, resulted in a net charge of \$71 million to current quarter adjusted operating income. In addition, current quarter results included a \$38 million charge for mark-to-market of hedging positions initiated in 2009 to mitigate exposure to declines in capital from adverse financial market conditions. Results for the year-ago quarter included net charges of \$130 million from mark-to-market of embedded derivatives and related hedge positions associated with living benefits. In addition, results for the year-ago quarter included a charge of \$97 million to write off the entire balance of goodwill associated with the

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company's acquisition of Allstate's variable annuity business in 2006. Excluding the effect of the foregoing items, adjusted operating income for the Individual Annuities segment increased \$23 million from the year-ago quarter, primarily reflecting higher asset-based fees due to growth in variable annuity account values.

The Retirement segment reported adjusted operating income of \$133 million for the current quarter, unchanged from the year-ago quarter. Results for the year-ago quarter benefited \$33 million from a refinement of reserves for traditional group annuity business based on an actuarial review of beneficiary census data. Excluding this item, adjusted operating income of the Retirement segment increased \$33 million from the year-ago quarter, primarily due to a greater contribution from investment results.

The Asset Management segment reported a loss, on an adjusted operating income basis, of \$6 million for the current quarter, compared to a loss of \$69 million in the year-ago quarter. Investment results associated with proprietary investing activities contributed income of approximately \$10 million in the current quarter compared to losses of approximately \$150 million in the year-ago quarter, with the latter driven largely by fixed income and equity fund investments that were subsequently redeemed. The improved results from proprietary investing activities were partially offset by unfavorable current quarter results from commercial mortgage activities.

The **U.S. Individual Life and Group Insurance division** reported adjusted operating income of \$210 million for the fourth quarter of 2009, compared to \$78 million in the year-ago quarter.

The Individual Life segment reported adjusted operating income of \$141 million for the current quarter, compared to \$9 million in the year-ago quarter. Current quarter results benefited from lower net amortization of deferred policy acquisition and other costs primarily relating to separate account performance, together with related costs, reflecting unfavorable financial market conditions in the year-ago quarter. In addition, current quarter results reflected more favorable mortality experience, with an estimated impact of approximately \$20 million in comparison to the year-ago quarter.

The Group Insurance segment reported adjusted operating income of \$69 million in the current quarter, unchanged from the year-ago quarter.

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The **International Insurance and Investments division** reported adjusted operating income of \$457 million for the fourth quarter of 2009, compared to \$1 million in the year-ago quarter.

The International Insurance segment reported adjusted operating income of \$453 million for the current quarter, an increase of \$32 million from the year-ago quarter. Adjusted operating income of the segment's Life Planner insurance operations increased \$41 million, to \$302 million for the current quarter from \$261 million in the year-ago quarter, primarily reflecting continued business growth and more favorable mortality experience in the current quarter. The segment's Gibraltar Life operations reported adjusted operating income of \$151 million for the current quarter, compared to \$160 million in the year-ago quarter. Current quarter results for Gibraltar Life included \$11 million from the former Yamato Life business acquired on May 1, 2009. Gibraltar Life's current quarter results also include expenses of \$11 million related to an ongoing technology improvement program, while results for the year-ago quarter included \$9 million income from the sale of a former branch office property. Foreign currency exchange rates, including the impact of the Company's currency hedging programs, did not have a significant effect on the comparison of results for the segment's international insurance businesses.

The International Investments segment reported adjusted operating income of \$4 million for the current quarter, compared to a loss of \$420 million in the year-ago quarter. The year-ago quarter loss included charges totaling \$316 million to record declines in value of several joint venture investments, and a charge of \$110 million to write off the segment's entire balance of goodwill, relating to several acquired businesses. Excluding these items, adjusted operating income for the International Investments segment was essentially unchanged from the year-ago quarter.

**Corporate and Other operations** resulted in a loss, on an adjusted operating income basis, of \$199 million in the fourth quarter of 2009, compared to a loss of \$288 million in the year-ago quarter. Results for the year-ago quarter included a charge of \$117 million to write off the entire balance of goodwill for the Company's real estate and relocation business, and a \$32 million benefit from the repurchase of Prudential Financial convertible debt securities at a discount. Excluding these items, the loss from corporate and other operations was essentially unchanged

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from the year-ago quarter. The current quarter loss reflects increased interest expense, net of investment income, reflecting the negative spread associated with the investment of debt issuance proceeds in cash and short-term investments, as well as a greater level of capital debt, in comparison to the year-ago quarter. Lower expenses, reflecting certain liabilities that are impacted by changes in equity and other markets, were a partial offset. In addition, the Company's real estate and relocation business reported a reduced loss in comparison to the year-ago quarter, with losses amounting to \$6 million in the current quarter and \$42 million, excluding the goodwill writeoff, in the year-ago quarter.

**Assets under management** amounted to \$667 billion at December 31, 2009, compared to \$558 billion a year earlier.

**Net income** of the Financial Services Businesses attributable to Prudential Financial, Inc. amounted to \$1.788 billion for the fourth quarter of 2009, compared to a net loss of \$1.656 billion in the year-ago quarter.

Current quarter net income includes \$38 million of pre-tax net realized investment gains and related charges and adjustments. Net realized investment gains from general portfolio activities, together with increases in market value of certain externally managed investments in the European market, were largely offset by \$225 million of losses from impairments and sales of credit-impaired investments. The losses from impairments and sales of credit-impaired investments include \$201 million on fixed maturity investments, including \$70 million relating to asset-backed securities collateralized by sub-prime mortgages, \$10 million of impairments on equity securities, and \$14 million of impairments on other investments.

At December 31, 2009, gross unrealized losses on general account fixed maturity investments of the Financial Services Businesses amounted to \$4.389 billion, including \$3.135 billion on high and highest quality securities based on NAIC or equivalent ratings. Gross unrealized losses include \$1.293 billion related to asset-backed securities collateralized by sub-prime mortgages. Gross unrealized losses on general account fixed maturity investments of the Financial Services Businesses at December 31, 2009 include \$2.446 billion of declines in value of 20% or more of amortized cost, of which \$2.179 billion represents such declines in value for three months or more. Gross unrealized losses on general account fixed maturity investments of the

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Financial Services Businesses amounted to \$11.251 billion at December 31, 2008. Net unrealized gains on general account fixed maturity investments of the Financial Services Businesses amounted to \$998 million at December 31, 2009, compared to net unrealized losses of \$6.567 billion at December 31, 2008.

Net income for the current quarter includes \$2.162 billion of pre-tax income from divested businesses, primarily reflecting a pre-tax gain of \$2.143 billion from the sale of the Company's interest in the retail securities brokerage joint venture with Wachovia, to Wells Fargo on December 31, 2009 after certain related one-time compensation and other expenses totaling \$104 million. Net income for the current quarter also reflects pre-tax increases of \$76 million in recorded asset values and \$49 million in recorded liabilities representing changes in value which are expected to ultimately accrue to contractholders. These changes primarily represent interest rate related mark-to-market adjustments.

Net income of the Financial Services Businesses for the year-ago quarter included \$511 million of pre-tax net realized investment losses and related charges and adjustments, decreases of \$815 million in recorded assets and \$481 million in recorded liabilities for which changes in value are expected to ultimately accrue to contractholders, and a loss of \$230 million from divested businesses, in each case before income taxes.

#### **Closed Block Business**

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

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

The Closed Block Business reported income from continuing operations before income taxes of \$92 million for the fourth quarter of 2009, compared to \$117 million for the year-ago

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quarter. The Closed Block Business reported net income attributable to Prudential Financial, Inc. of \$77 million for the fourth quarter of 2009 and \$74 million for the year-ago quarter.

For the year ended December 31, 2009, the Closed Block Business reported a loss from continuing operations before income taxes of \$480 million, compared to income from continuing operations before income taxes of \$16 million for 2008. The Closed Block Business reported a net loss attributable to Prudential Financial, Inc. of \$287 million for 2009 and net income of \$23 million for 2008.

#### **Consolidated Results**

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

On a consolidated basis, which includes the results of both the Financial Services Businesses and the Closed Block Business, Prudential Financial, Inc. reported net income attributable to Prudential Financial, Inc. of \$1.865 billion for the fourth quarter of 2009 compared to a net loss of \$1.582 billion for the year-ago quarter, and reported net income attributable to Prudential Financial, Inc. of \$3.124 billion for the year ended December 31, 2009 compared to a net loss of \$1.117 billion for 2008.

#### **Forward-Looking Statements and Non-GAAP Measures**

Certain of the statements included in this release constitute forward-looking statements within the meaning of the U. S. Private Securities Litigation Reform Act of 1995. Words such as “expects,” “believes,” “anticipates,” “includes,” “plans,” “assumes,” “estimates,” “projects,” “intends,” “should,” “will,” “shall,” or variations of such words are generally part of forward-looking statements. Forward-looking statements are made based on management’s current expectations and beliefs concerning future developments and their potential effects upon Prudential Financial, Inc. and its subsidiaries. There can be no assurance that future developments affecting

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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 fixed income, equity, real estate and other financial markets, particularly in light of the severe economic conditions and the severe stress experienced by the global financial markets that began in the second half of 2007 and continued into 2009; (2) the availability and cost of external financing for our operations, which has been affected by the stress experienced by the global financial markets; (3) interest rate fluctuations; (4) reestimates of our reserves for future policy benefits and claims; (5) 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; (6) changes in our assumptions related to deferred policy acquisition costs, valuation of business acquired or goodwill; (7) changes in our claims-paying or credit ratings; (8) investment losses, defaults and counterparty non-performance; (9) competition in our product lines and for personnel; (10) changes in tax law; (11) economic, political, currency and other risks relating to our international operations; (12) fluctuations in foreign currency exchange rates and foreign securities markets; (13) regulatory or legislative changes, including government actions in response to the stress experienced by the global financial markets; (14) adverse determinations in litigation or regulatory matters and our exposure to contingent liabilities, including in connection with our divestiture or winding down of businesses; (15) 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; (16) ineffectiveness of risk management policies and procedures in identifying, monitoring and managing risks; (17) effects of acquisitions, divestitures and restructurings, including possible difficulties in integrating and realizing the projected results of acquisitions; (18) changes in statutory or U.S. GAAP accounting principles, practices or policies; (19) changes in assumptions for retirement expense; (20) Prudential Financial, Inc.'s primary

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reliance, as a holding company, on dividends or distributions from its subsidiaries to meet debt payment obligations and the ability of the subsidiaries to pay such dividends or distributions in light of our ratings objectives and/or applicable regulatory restrictions; and (21) risks due to the lack of legal separation between our Financial Services Businesses and our Closed Block Business. As noted above, the period from the second half of 2007 continuing into 2009 was characterized by extreme adverse market and economic conditions. The foregoing risks are even more pronounced in such unprecedented market and economic conditions. Prudential Financial, Inc. does not intend, and is under no obligation, to update any particular forward-looking statement included in this document.

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 and capital 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 excludes gains and losses from changes in value of certain assets and liabilities related to foreign currency exchange movements that have been economically hedged, as well as gains and losses on certain investments that are classified as other trading account assets and debt that is carried at fair value.

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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 are expected to 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 adjustments made to derive adjusted operating income are important to an understanding of our overall results of operations. The schedules accompanying this release provide a reconciliation of adjusted operating income for the Financial Services Businesses to income from continuing operations in accordance with GAAP.

The information referred to above, as well as the risks of our businesses described in our Quarterly Report on Form 10-Q for the quarter ended September 30, 2009 and our Annual Report on Form 10-K for the year ended December 31, 2008, should be considered by readers when reviewing forward-looking statements contained in this release. Additional historical information relating to our financial performance is located on our Web site at [www.investor.prudential.com](http://www.investor.prudential.com).

#### **Earnings Conference Call**

Members of Prudential's senior management will host a conference call on Thursday, February 11, 2010 at 11 a.m. ET, to discuss with the investment community the Company's fourth quarter results. The conference call will be broadcast live over the Company's Investor Relations Web site at: [www.investor.prudential.com](http://www.investor.prudential.com). Please log on fifteen minutes early in the event

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necessary software needs to be downloaded. The call will remain on the Investor Relations Web site for replay through February 26. Institutional investors, analysts, and other members of the professional financial community are invited to listen to the call and participate in Q&A by dialing (877) 777-1971 (domestic callers) or (612) 332-0226 (international callers). All others are encouraged to dial into the conference call in listen-only mode, using the same numbers. To listen to a replay of the conference call starting at 2:00 p.m. on February 11, through February 18, dial (800) 475-6701 (domestic callers) or (320) 365-3844 (international callers). The access code for the replay is 138440.

Prudential Financial, Inc. (NYSE: PRU), a financial services leader with approximately \$667 billion of assets under management as of December 31, 2009, has operations in the United States, Asia, Europe, and Latin America. Leveraging its heritage of life insurance and asset management expertise, Prudential is focused on helping individual and institutional customers grow and protect their wealth. In the U.S., the Company's well-known Rock symbol is an icon of strength, stability, expertise and innovation that has stood the test of time. Prudential's businesses offer a variety of products and services, including life insurance, annuities, retirement-related services, mutual funds, investment management, and real estate services. For more information, please visit [www.news.prudential.com](http://www.news.prudential.com).



**Financial Highlights**

(in millions, except per share data, unaudited)

|                                                                                                                                                    | Three Months Ended<br>December 31 |                   | Year Ended<br>December 31 |                   |
|----------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------|-------------------|---------------------------|-------------------|
|                                                                                                                                                    | 2009                              | 2008              | 2009                      | 2008              |
| <b>Financial Services Businesses Income Statement Data:</b>                                                                                        |                                   |                   |                           |                   |
| <b>Adjusted Operating Income (1):</b>                                                                                                              |                                   |                   |                           |                   |
| Revenues:                                                                                                                                          |                                   |                   |                           |                   |
| Premiums                                                                                                                                           | \$ 3,352                          | \$ 2,997          | \$13,294                  | \$11,858          |
| Policy charges and fee income                                                                                                                      | 840                               | 781               | 3,033                     | 3,123             |
| Net investment income                                                                                                                              | 2,059                             | 2,099             | 8,231                     | 8,430             |
| Asset management fees, commissions and other income                                                                                                | 540                               | (2)               | 3,182                     | 2,577             |
| Total revenues                                                                                                                                     | 6,791                             | 5,875             | 27,740                    | 25,988            |
| Benefits and expenses:                                                                                                                             |                                   |                   |                           |                   |
| Insurance and annuity benefits                                                                                                                     | 3,202                             | 3,472             | 12,709                    | 12,538            |
| Interest credited to policyholders' account balances                                                                                               | 818                               | 881               | 3,460                     | 3,343             |
| Interest expense                                                                                                                                   | 241                               | 303               | 955                       | 1,136             |
| Other expenses                                                                                                                                     | 1,847                             | 2,403             | 7,297                     | 7,481             |
| Total benefits and expenses                                                                                                                        | 6,108                             | 7,059             | 24,421                    | 24,498            |
| Adjusted operating income (loss) before income taxes                                                                                               | 683                               | (1,184)           | 3,319                     | 1,490             |
| Income taxes, applicable to adjusted operating income                                                                                              | 188                               | (305)             | 838                       | 403               |
| <b>Financial Services Businesses after-tax adjusted operating income (loss) (1)</b>                                                                | <b>495</b>                        | <b>(879)</b>      | <b>2,481</b>              | <b>1,087</b>      |
| Reconciling Items:                                                                                                                                 |                                   |                   |                           |                   |
| Realized investment gains (losses), net, and related charges and adjustments                                                                       | 38                                | (511)             | (1,739)                   | (2,222)           |
| Investment gains (losses) on trading account assets supporting insurance liabilities, net                                                          | 76                                | (815)             | 1,601                     | (1,734)           |
| Change in experience-rated contractholder liabilities due to asset value changes                                                                   | (49)                              | 481               | (899)                     | 1,163             |
| Divested businesses                                                                                                                                | 2,162                             | (230)             | 2,131                     | (506)             |
| Equity in earnings of operating joint ventures and earnings attributable to noncontrolling interests                                               | (2,289)                           | 509               | (2,364)                   | 654               |
| Total reconciling items, before income taxes                                                                                                       | (62)                              | (566)             | (1,270)                   | (2,645)           |
| Income taxes, not applicable to adjusted operating income                                                                                          | 129                               | (159)             | (624)                     | (883)             |
| Total reconciling items, after income taxes                                                                                                        | (191)                             | (407)             | (646)                     | (1,762)           |
| <b>Income (loss) from continuing operations (after-tax) of Financial Services Businesses before equity in earnings of operating joint ventures</b> | <b>304</b>                        | <b>(1,286)</b>    | <b>1,835</b>              | <b>(675)</b>      |
| Equity in earnings of operating joint ventures, net of taxes and earnings attributable to noncontrolling interests                                 | 1,483                             | (384)             | 1,557                     | (483)             |
| <b>Income (loss) from continuing operations attributable to Prudential Financial, Inc.</b>                                                         | <b>1,787</b>                      | <b>(1,670)</b>    | <b>3,392</b>              | <b>(1,158)</b>    |
| Earnings attributable to noncontrolling interests                                                                                                  | 10                                | (1)               | (34)                      | 36                |
| <b>Income (loss) from continuing operations (after-tax) of Financial Services Businesses</b>                                                       | <b>1,797</b>                      | <b>(1,671)</b>    | <b>3,358</b>              | <b>(1,122)</b>    |
| Income from discontinued operations, net of taxes                                                                                                  | 1                                 | 14                | 19                        | 18                |
| <b>Net income (loss) of Financial Services Businesses</b>                                                                                          | <b>1,798</b>                      | <b>(1,657)</b>    | <b>3,377</b>              | <b>(1,104)</b>    |
| Less: Income (loss) attributable to noncontrolling interests                                                                                       | 10                                | (1)               | (34)                      | 36                |
| <b>Net income (loss) of Financial Services Businesses attributable to Prudential Financial, Inc.</b>                                               | <b>\$ 1,788</b>                   | <b>\$ (1,656)</b> | <b>\$ 3,411</b>           | <b>\$ (1,140)</b> |

See footnotes on last page.

**Financial Highlights**

(in millions, except per share data, unaudited)

|                                                                                                                                                              | Three Months Ended<br>December 31 |            | Year Ended<br>December 31 |            |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------|------------|---------------------------|------------|
|                                                                                                                                                              | 2009                              | 2008       | 2009                      | 2008       |
| <b>Earnings per share of Common Stock (diluted) (2) (3):</b>                                                                                                 |                                   |            |                           |            |
| <b>Financial Services Businesses after-tax adjusted operating income (loss)</b>                                                                              | \$ 1.07                           | \$ (2.04)  | \$ 5.58                   | \$ 2.62    |
| Reconciling Items:                                                                                                                                           |                                   |            |                           |            |
| Realized investment gains (losses), net, and related charges and adjustments                                                                                 | 0.08                              | (1.21)     | (3.88)                    | (5.12)     |
| Investment gains (losses) on trading account assets supporting insurance liabilities, net                                                                    | 0.16                              | (1.93)     | 3.57                      | (4.00)     |
| Change in experience-rated contractholder liabilities due to asset value changes                                                                             | (0.10)                            | 1.14       | (2.01)                    | 2.68       |
| Divested businesses                                                                                                                                          | 4.60                              | (0.55)     | 4.75                      | (1.17)     |
| Difference in earnings allocated to participating unvested share-based payment awards                                                                        | (0.03)                            | —          | (0.01)                    | —          |
| Total reconciling items, before income taxes                                                                                                                 | 4.71                              | (2.55)     | 2.42                      | (7.61)     |
| Income taxes, not applicable to adjusted operating income                                                                                                    | 2.00                              | (0.67)     | 0.41                      | (2.42)     |
| Total reconciling items, after income taxes                                                                                                                  | 2.71                              | (1.88)     | 2.01                      | (5.19)     |
| <b>Income (loss) from continuing operations (after-tax) of Financial Services Businesses attributable to Prudential Financial, Inc.</b>                      | 3.78                              | (3.92)     | 7.59                      | (2.57)     |
| Income from discontinued operations, net of taxes                                                                                                            | 0.01                              | 0.03       | 0.04                      | 0.04       |
| <b>Net income (loss) of Financial Services Businesses attributable to Prudential Financial, Inc.</b>                                                         | \$ 3.79                           | \$ (3.89)  | \$ 7.63                   | \$ (2.53)  |
| Weighted average number of outstanding Common shares (basic)                                                                                                 | 461.8                             | 421.3      | 444.6                     | 429.7      |
| Weighted average number of outstanding Common shares (diluted)                                                                                               | 470.3                             | 423.0      | 448.2                     | 433.6      |
| <b>Direct equity adjustment for earnings per share calculation (2)</b>                                                                                       | \$ 9                              | \$ 19      | \$ 43                     | \$ 55      |
| <b>Earnings related to interest, net of tax, on exchangeable surplus notes</b>                                                                               | \$ 4                              | \$ —       | \$ 5                      | \$ —       |
| <b>Earnings allocated to participating unvested share-based payment awards for earnings per share calculation (3)</b>                                        |                                   |            |                           |            |
| Financial Services Businesses after-tax adjusted operating income                                                                                            | \$ 6                              | \$ 1       | \$ 28                     | \$ 6       |
| Income from continuing operations (after-tax) of Financial Services Businesses                                                                               | \$ 20                             | \$ 1       | \$ 38                     | \$ 1       |
| <b>Financial Services Businesses Attributed Equity (as of end of period):</b>                                                                                |                                   |            |                           |            |
| Total attributed equity                                                                                                                                      | \$24,154                          | \$14,292   |                           |            |
| Per share of Common Stock - diluted                                                                                                                          | 51.52                             | 33.69      |                           |            |
| Attributed equity excluding accumulated other comprehensive income related to unrealized gains and losses on investments and pension/postretirement benefits | \$25,399                          | \$19,899   |                           |            |
| Per share of Common Stock - diluted                                                                                                                          | 54.18                             | 46.91      |                           |            |
| Number of diluted shares at end of period                                                                                                                    | 468.8                             | 424.2      |                           |            |
| <b>Adjusted operating income before income taxes, by Segment (1):</b>                                                                                        |                                   |            |                           |            |
| Individual Annuities                                                                                                                                         | \$ 88                             | \$ (1,039) | \$ 703                    | \$ (1,077) |
| Retirement                                                                                                                                                   | 133                               | 133        | 510                       | 531        |
| Asset Management                                                                                                                                             | (6)                               | (69)       | 55                        | 232        |
| Total U.S. Retirement Solutions and Investment Management Division                                                                                           | 215                               | (975)      | 1,268                     | (314)      |
| Individual Life                                                                                                                                              | 141                               | 9          | 562                       | 446        |
| Group Insurance                                                                                                                                              | 69                                | 69         | 331                       | 340        |
| Total U.S. Individual Life and Group Insurance Division                                                                                                      | 210                               | 78         | 893                       | 786        |
| International Insurance                                                                                                                                      | 453                               | 421        | 1,843                     | 1,747      |
| International Investments                                                                                                                                    | 4                                 | (420)      | 43                        | (332)      |
| Total International Insurance and Investments Division                                                                                                       | 457                               | 1          | 1,886                     | 1,415      |
| Corporate and Other operations                                                                                                                               | (199)                             | (288)      | (728)                     | (397)      |
| Financial Services Businesses adjusted operating income (loss) before income taxes                                                                           | 683                               | (1,184)    | 3,319                     | 1,490      |
| Reconciling Items:                                                                                                                                           |                                   |            |                           |            |
| Realized investment gains (losses), net, and related charges and adjustments                                                                                 | 38                                | (511)      | (1,739)                   | (2,222)    |
| Investment gains (losses) on trading account assets supporting insurance liabilities, net                                                                    | 76                                | (815)      | 1,601                     | (1,734)    |
| Change in experience-rated contractholder liabilities due to asset value changes                                                                             | (49)                              | 481        | (899)                     | 1,163      |
| Divested businesses                                                                                                                                          | 2,162                             | (230)      | 2,131                     | (506)      |
| Equity in earnings of operating joint ventures and earnings attributable to noncontrolling interests                                                         | (2,289)                           | 509        | (2,364)                   | 654        |
| Total reconciling items, before income taxes                                                                                                                 | (62)                              | (566)      | (1,270)                   | (2,645)    |
| Income (loss) from continuing operations before income taxes and equity in earnings of operating joint ventures - Financial Services Businesses              | \$ 621                            | \$ (1,750) | \$ 2,049                  | \$ (1,155) |

See footnotes on last page.

**Financial Highlights**

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

|                                                                                                   | Three Months Ended<br>December 31 |          | Year Ended<br>December 31 |            |
|---------------------------------------------------------------------------------------------------|-----------------------------------|----------|---------------------------|------------|
|                                                                                                   | 2009                              | 2008     | 2009                      | 2008       |
| <b>U.S. Retirement Solutions and Investment Management Division:</b>                              |                                   |          |                           |            |
| Fixed and Variable Annuity Sales and Account Values:                                              |                                   |          |                           |            |
| Gross sales                                                                                       | \$ 4,839                          | \$ 2,179 | \$16,296                  | \$10,329   |
| Net sales                                                                                         | \$ 3,208                          | \$ 434   | \$10,262                  | \$ 2,053   |
| Total account value at end of period                                                              | \$ 83,971                         | \$63,302 |                           |            |
| Retirement Segment:                                                                               |                                   |          |                           |            |
| Full Service:                                                                                     |                                   |          |                           |            |
| Deposits and sales                                                                                | \$ 4,020                          | \$ 6,549 | \$23,188                  | \$18,941   |
| Net additions                                                                                     | \$ 903                            | \$ 2,680 | \$ 8,750                  | \$ 3,890   |
| Total account value at end of period                                                              | \$126,345                         | \$99,738 |                           |            |
| Institutional Investment Products:                                                                |                                   |          |                           |            |
| Gross additions                                                                                   | \$ 3,487                          | \$ 1,270 | \$ 7,786                  | \$ 5,738   |
| Net additions (withdrawals)                                                                       | \$ 1,502                          | \$ (362) | \$ (31)                   | \$ (1,654) |
| Total account value at end of period                                                              | \$ 51,908                         | \$50,491 |                           |            |
| Asset Management Segment:                                                                         |                                   |          |                           |            |
| Assets managed by Investment Management and Advisory Services (in billions, as of end of period): |                                   |          |                           |            |
| Institutional customers                                                                           | \$ 188.4                          | \$ 161.2 |                           |            |
| Retail customers                                                                                  | 84.4                              | 61.6     |                           |            |
| General account                                                                                   | 184.0                             | 172.6    |                           |            |
| Total Investment Management and Advisory Services                                                 | \$ 456.8                          | \$ 395.4 |                           |            |
| Institutional Assets Under Management (in billions):                                              |                                   |          |                           |            |
| Gross additions, other than money market                                                          | \$ 10.8                           | \$ 6.1   | \$ 33.8                   | \$ 29.6    |
| Net additions, other than money market                                                            | \$ 6.3                            | \$ 0.2   | \$ 12.6                   | \$ 10.1    |
| Retail Assets Under Management (in billions):                                                     |                                   |          |                           |            |
| Gross additions, other than money market                                                          | \$ 4.4                            | \$ 3.4   | \$ 18.6                   | \$ 15.1    |
| Net additions (withdrawals), other than money market                                              | \$ 1.2                            | \$ (1.6) | \$ 6.1                    | \$ 0.4     |
| <b>U.S. Individual Life and Group Insurance Division:</b>                                         |                                   |          |                           |            |
| Individual Life Insurance Annualized New Business Premiums (4):                                   |                                   |          |                           |            |
| Variable life                                                                                     | \$ 8                              | \$ 10    | \$ 20                     | \$ 39      |
| Universal life                                                                                    | 27                                | 23       | 113                       | 83         |
| Term life                                                                                         | 56                                | 53       | 226                       | 209        |
| Total                                                                                             | \$ 91                             | \$ 86    | \$ 359                    | \$ 331     |
| Group Insurance Annualized New Business Premiums (4):                                             |                                   |          |                           |            |
| Group life                                                                                        | \$ 41                             | \$ 76    | \$ 339                    | \$ 288     |
| Group disability                                                                                  | 21                                | 26       | 238                       | 204        |
| Total                                                                                             | \$ 62                             | \$ 102   | \$ 577                    | \$ 492     |
| <b>International Insurance and Investments Division:</b>                                          |                                   |          |                           |            |
| International Insurance Annualized New Business Premiums (4) (5):                                 |                                   |          |                           |            |
| Actual exchange rate basis                                                                        | \$ 386                            | \$ 278   | \$ 1,401                  | \$ 1,229   |
| Constant exchange rate basis:                                                                     | \$ 375                            | \$ 288   | \$ 1,404                  | \$ 1,262   |

See footnotes on last page.

**Financial Highlights**

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

|                                                                                                                                                              | Three Months Ended<br>December 31 |                 | Year Ended<br>December 31 |                   |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------|-----------------|---------------------------|-------------------|
|                                                                                                                                                              | 2009                              | 2008            | 2009                      | 2008              |
| <b>Closed Block Business Data:</b>                                                                                                                           |                                   |                 |                           |                   |
| <b>Income Statement Data:</b>                                                                                                                                |                                   |                 |                           |                   |
| Revenues                                                                                                                                                     | \$ 1,732                          | \$ 2,114        | \$ 5,245                  | \$ 7,059          |
| Benefits and expenses                                                                                                                                        | 1,640                             | 1,997           | 5,725                     | 7,043             |
| Income (loss) from continuing operations before income taxes                                                                                                 | 92                                | 117             | (480)                     | 16                |
| Income taxes                                                                                                                                                 | 15                                | 43              | (193)                     | (7)               |
| <b>Closed Block Business income (loss) from continuing operations</b>                                                                                        | <b>77</b>                         | <b>74</b>       | <b>(287)</b>              | <b>23</b>         |
| Income from discontinued operations, net of taxes                                                                                                            | —                                 | —               | —                         | —                 |
| <b>Closed Block Business net income (loss)</b>                                                                                                               | <b>77</b>                         | <b>74</b>       | <b>(287)</b>              | <b>23</b>         |
| Less: Income attributable to noncontrolling interests                                                                                                        | —                                 | —               | —                         | —                 |
| <b>Closed Block Business net income (loss) attributable to Prudential Financial, Inc.</b>                                                                    | <b>\$ 77</b>                      | <b>\$ 74</b>    | <b>\$ (287)</b>           | <b>\$ 23</b>      |
| <b>Direct equity adjustment for earnings per share calculation (2)</b>                                                                                       | <b>(9)</b>                        | <b>(19)</b>     | <b>(43)</b>               | <b>(55)</b>       |
| <b>Earnings available to holders of Class B Stock after direct equity adjustment - based on net income (loss)</b>                                            | <b>\$ 68</b>                      | <b>\$ 55</b>    | <b>\$ (330)</b>           | <b>\$ (32)</b>    |
| <b>Income (loss) from continuing operations per share of Class B Stock</b>                                                                                   | <b>\$ 34.00</b>                   | <b>\$ 27.50</b> | <b>\$ (165.00)</b>        | <b>\$ (16.00)</b> |
| Income from discontinued operations, net of taxes per share of Class B Stock                                                                                 | —                                 | —               | —                         | —                 |
| <b>Net income (loss) per share of Class B Stock</b>                                                                                                          | <b>\$ 34.00</b>                   | <b>\$ 27.50</b> | <b>\$ (165.00)</b>        | <b>\$ (16.00)</b> |
| Weighted average diluted shares outstanding during period                                                                                                    | 2.0                               | 2.0             | 2.0                       | 2.0               |
| <b>Closed Block Business Attributed Equity (as of end of period):</b>                                                                                        |                                   |                 |                           |                   |
| Total attributed equity                                                                                                                                      | \$ 1,041                          | \$ (857)        |                           |                   |
| Per Share of Class B Stock                                                                                                                                   | 520.50                            | (428.50)        |                           |                   |
| Attributed equity excluding accumulated other comprehensive income related to unrealized gains and losses on investments and pension/postretirement benefits | \$ 913                            | \$ 1,255        |                           |                   |
| Per Share of Class B Stock                                                                                                                                   | 456.50                            | 627.50          |                           |                   |
| Number of Class B Shares at end of period                                                                                                                    | 2.0                               | 2.0             |                           |                   |
| <b>Consolidated Data:</b>                                                                                                                                    |                                   |                 |                           |                   |
| <b>Consolidated Income Statement Data:</b>                                                                                                                   |                                   |                 |                           |                   |
| Revenues                                                                                                                                                     | \$ 8,648                          | \$ 6,940        | \$ 32,688                 | \$29,219          |
| Benefits and expenses                                                                                                                                        | 7,935                             | 8,573           | 31,119                    | 30,358            |
| Income (loss) from continuing operations before income taxes and equity in earnings of operating joint ventures                                              | 713                               | (1,633)         | 1,569                     | (1,139)           |
| Income tax expense (benefit)                                                                                                                                 | 332                               | (421)           | 21                        | (487)             |
| Income (loss) from continuing operations before equity in earnings of operating joint ventures                                                               | 381                               | (1,212)         | 1,548                     | (652)             |
| Equity in earnings of operating joint ventures, net of taxes                                                                                                 | 1,493                             | (385)           | 1,523                     | (447)             |
| Income (loss) from continuing operations                                                                                                                     | 1,874                             | (1,597)         | 3,071                     | (1,099)           |
| Income from discontinued operations, net of taxes                                                                                                            | 1                                 | 14              | 19                        | 18                |
| Consolidated net income (loss)                                                                                                                               | 1,875                             | (1,583)         | 3,090                     | (1,081)           |
| Less: Income (loss) attributable to noncontrolling interests                                                                                                 | 10                                | (1)             | (34)                      | 36                |
| Net income (loss) attributable to Prudential Financial, Inc.                                                                                                 | \$ 1,865                          | \$ (1,582)      | \$ 3,124                  | \$ (1,117)        |
| <b>Net income (loss) attributable to Prudential Financial, Inc.:</b>                                                                                         |                                   |                 |                           |                   |
| Financial Services Businesses                                                                                                                                | \$ 1,788                          | \$ (1,656)      | \$ 3,411                  | \$ (1,140)        |
| Closed Block Business                                                                                                                                        | 77                                | 74              | (287)                     | 23                |
| Consolidated net income (loss) attributable to Prudential Financial, Inc.                                                                                    | \$ 1,865                          | \$ (1,582)      | \$ 3,124                  | \$ (1,117)        |
| <b>Assets and Asset Management Information (in billions, as of end of period)</b>                                                                            |                                   |                 |                           |                   |
| Total assets                                                                                                                                                 | \$ 480.2                          | \$ 445.0        |                           |                   |
| Assets under management (at fair market value):                                                                                                              |                                   |                 |                           |                   |
| Managed by U.S. Retirement Solutions and Investment Management Division:                                                                                     |                                   |                 |                           |                   |
| Asset Management Segment - Investment Management and Advisory Services                                                                                       | \$ 456.8                          | \$ 395.4        |                           |                   |
| Non-proprietary assets under management                                                                                                                      | 122.3                             | 80.5            |                           |                   |
| Total managed by U.S. Retirement Solutions and Investment Management Division                                                                                | 579.1                             | 475.9           |                           |                   |
| Managed by U.S. Individual Life and Group Insurance Division                                                                                                 | 12.4                              | 12.4            |                           |                   |
| Managed by International Insurance and Investments Division                                                                                                  | 75.8                              | 69.9            |                           |                   |
| Total assets under management                                                                                                                                | 667.3                             | 558.2           |                           |                   |
| Client assets under administration                                                                                                                           | 119.5                             | 101.1           |                           |                   |
| Total assets under management and administration                                                                                                             | \$ 786.8                          | \$ 659.3        |                           |                   |

See footnotes on last page.

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- (1) Adjusted operating income is a non-GAAP measure of performance of our Financial Services Businesses that excludes “Realized investment gains (losses), net”, as adjusted, and related charges and adjustments; net investment gains and losses on trading account assets supporting insurance liabilities; change in experience-rated contractholder liabilities due to asset value changes; results of divested businesses and discontinued operations; earnings attributable to noncontrolling interests; and the related tax effects thereof. Adjusted operating income includes equity in earnings of operating joint ventures and the related tax effects thereof. Revenues and benefits and expenses shown as components of adjusted operating income, are presented on the same basis as pre-tax adjusted operating income and are adjusted for the items above as well.
- 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 excludes gains and losses from changes in value of certain assets and liabilities relating to foreign currency exchange movements that have been economically hedged, as well as gains and losses on certain investments that are classified as other trading account assets and debt that is carried at fair value.
- Adjusted operating income does not equate to “Income from continuing operations” as determined in accordance with GAAP but is the measure of profit or loss we use to evaluate segment performance. Adjusted operating income is not a substitute for income determined in accordance with GAAP, and our definition of adjusted operating income may differ from that used by other companies. The items above are important to an understanding of our overall results of operations. However, we believe that the presentation of adjusted operating income as we measure it for management purposes enhances the understanding of our results of operations by highlighting the results from ongoing operations and the underlying profitability factors of our businesses.
- (2) Net income for the Financial Services Businesses and the Closed Block Business is determined in accordance with GAAP and includes general and administrative expenses charged to each of the businesses based on the Company’s methodology for allocation of such expenses. Cash flows between the Financial Services Businesses and the Closed Block Business related to administrative expenses are determined by a policy servicing fee arrangement that is based upon insurance and policies in force and statutory cash premiums. To the extent reported administrative expenses vary from these cash flow amounts, the differences are recorded, on an after-tax basis, as direct equity adjustments to the equity balances of each business. The direct equity adjustments modify earnings available to holders of Common Stock and Class B Stock for earnings per share purposes. Earnings per share of Common Stock based on adjusted operating income of the Financial Services Businesses reflects these adjustments as well.
- (3) Under new guidance effective January 1, 2009, U.S. GAAP requires unvested share-based payment awards that contain nonforfeitable rights to dividends to be included as participating securities in the computation of earnings per share pursuant to the two-class method. Under this method, earnings of the Financial Services Businesses are allocated between Common Stock and the participating awards, as if the awards were a second class of stock. Diluted share count used in the diluted earnings per share calculation for GAAP measures is equal to weighted average basic common shares for the three and twelve months ended December 31, 2008 as all potential common shares are anti-dilutive due to the loss from continuing operations available to holders of Common Stock after direct equity adjustment. Diluted share count used in diluted earnings per share calculation for non-GAAP measures is equal to weighted average basic common shares for the three months ended December 31, 2008 as all potential common shares are anti-dilutive due to the adjusted operating loss available to holders of Common Stock after direct equity adjustment.
- (4) Premiums from new sales that are expected to be collected over a one year period. Group insurance annualized new business premiums exclude new premiums resulting from rate changes on existing policies, from additional coverage issued under our Servicemembers’ Group Life Insurance contract, and from excess premiums on group universal life insurance that build cash value but do not purchase face amounts. Group insurance annualized new business premiums include premiums from the takeover of claim liabilities. Group disability amounts include long-term care products. Excess (unscheduled) and single premium business for the company’s domestic individual life and international insurance operations are included in annualized new business premiums based on a 10% credit.
- (5) Actual amounts reflect the impact of currency fluctuations. Foreign denominated activity translated to U.S. dollars at uniform exchange rates for all periods presented, including Japanese yen 99 per U.S. dollar; Korean won 1040 per U.S. dollar. U.S. denominated activity is included based on the amounts as transacted in U.S. dollars.

# Prudential Financial, Inc. (PRU)



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## Quarterly Financial Supplement

FINANCIAL SERVICES BUSINESSES  
FOURTH QUARTER 2009

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

February 10, 2010

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Revenues and expenses reported herein reflect certain reclassifications to conform to current reporting practices.

FINANCIAL HIGHLIGHTS  
(in millions, except per share data)

| Year-to-date                                                                                 |         | %      |                                                                                                                                                    | 2008    | 2009  |        |        |         |
|----------------------------------------------------------------------------------------------|---------|--------|----------------------------------------------------------------------------------------------------------------------------------------------------|---------|-------|--------|--------|---------|
| 2009                                                                                         | 2008    | Change |                                                                                                                                                    | 4Q      | 1Q    | 2Q     | 3Q     | 4Q      |
| <b>Financial Services Businesses:</b>                                                        |         |        |                                                                                                                                                    |         |       |        |        |         |
| Pre-tax adjusted operating income (loss) by division:                                        |         |        |                                                                                                                                                    |         |       |        |        |         |
| 1,268                                                                                        | (314)   | 504%   | U.S. Retirement Solutions and Investment Management Division                                                                                       | (975)   | 175   | 564    | 314    | 215     |
| 893                                                                                          | 786     | 14%    | U.S. Individual Life and Group Insurance Division                                                                                                  | 78      | 133   | 243    | 307    | 210     |
| 1,886                                                                                        | 1,415   | 33%    | International Insurance and Investments Division                                                                                                   | 1       | 435   | 481    | 513    | 457     |
| (728)                                                                                        | (397)   | -83%   | Corporate and other operations                                                                                                                     | (288)   | (166) | (162)  | (201)  | (199)   |
| 3,319                                                                                        | 1,490   | 123%   | Total pre-tax adjusted operating income (loss)                                                                                                     | (1,184) | 577   | 1,126  | 933    | 683     |
| 838                                                                                          | 403     | 108%   | Income taxes, applicable to adjusted operating income                                                                                              | (305)   | 141   | 309    | 200    | 188     |
| 2,481                                                                                        | 1,087   | 128%   | <b>Financial Services Businesses after-tax adjusted operating income (loss)</b>                                                                    | (879)   | 436   | 817    | 733    | 495     |
| Reconciling items:                                                                           |         |        |                                                                                                                                                    |         |       |        |        |         |
| (1,739)                                                                                      | (2,222) | 22%    | Realized investment gains (losses), net, and related charges and adjustments                                                                       | (511)   | (666) | (877)  | (234)  | 38      |
| 1,601                                                                                        | (1,734) | 192%   | Investment gains (losses) on trading account assets supporting insurance liabilities, net                                                          | (815)   | 145   | 686    | 694    | 76      |
| (899)                                                                                        | 1,163   | -177%  | Change in experience-rated contractholder liabilities due to asset value changes                                                                   | 481     | (45)  | (347)  | (458)  | (49)    |
| 2,131                                                                                        | (506)   | 521%   | Divested businesses                                                                                                                                | (230)   | (32)  | (24)   | 25     | 2,162   |
| (2,364)                                                                                      | 654     | -461%  | Equity in earnings of operating joint ventures and earnings attributable to noncontrolling interests                                               | 509     | 3     | 14     | (92)   | (2,289) |
| (1,270)                                                                                      | (2,645) | 52%    | Total reconciling items, before income taxes                                                                                                       | (566)   | (595) | (548)  | (65)   | (62)    |
| (624)                                                                                        | (883)   | 29%    | Income taxes, not applicable to adjusted operating income                                                                                          | (159)   | (148) | (260)  | (345)  | 129     |
| (646)                                                                                        | (1,762) | 63%    | Total reconciling items, after income taxes                                                                                                        | (407)   | (447) | (288)  | 280    | (191)   |
| 1,835                                                                                        | (675)   | 372%   | <b>Income (loss) from continuing operations (after-tax) of Financial Services Businesses before equity in earnings of operating joint ventures</b> | (1,286) | (11)  | 529    | 1,013  | 304     |
| 1,557                                                                                        | (483)   | 422%   | Equity in earnings of operating joint ventures, net of taxes and earnings attributable to noncontrolling interests                                 | (384)   | 5     | (12)   | 81     | 1,483   |
| 3,392                                                                                        | (1,158) | 393%   | <b>Income (loss) from continuing operations attributable to Prudential Financial, Inc.</b>                                                         | (1,670) | (6)   | 517    | 1,094  | 1,787   |
| (34)                                                                                         | 36      | -194%  | Earnings attributable to noncontrolling interests                                                                                                  | (1)     | (11)  | 17     | (50)   | 10      |
| 3,358                                                                                        | (1,122) | 399%   | <b>Income (loss) from continuing operations (after-tax) of Financial Services Businesses</b>                                                       | (1,671) | (17)  | 534    | 1,044  | 1,797   |
| 19                                                                                           | 18      | 6%     | Income (loss) from discontinued operations, net of taxes                                                                                           | 14      | 1     | 21     | (4)    | 1       |
| 3,377                                                                                        | (1,104) | 406%   | <b>Net income (loss) of Financial Services Businesses</b>                                                                                          | (1,657) | (16)  | 555    | 1,040  | 1,798   |
| (34)                                                                                         | 36      | -194%  | Less: Income (loss) attributable to noncontrolling interests                                                                                       | (1)     | (11)  | 17     | (50)   | 10      |
| 3,411                                                                                        | (1,140) | 399%   | <b>Net income (loss) of Financial Services Businesses attributable to Prudential Financial, Inc.</b>                                               | (1,656) | (5)   | 538    | 1,090  | 1,788   |
| 11.27%                                                                                       | 5.22%   |        | Operating Return on Average Equity (based on adjusted operating income)                                                                            | -16.60% | 8.89% | 15.48% | 12.85% | 8.18%   |
| <b>Reconciliation to Consolidated Net Income Attributable to Prudential Financial, Inc.:</b> |         |        |                                                                                                                                                    |         |       |        |        |         |
| 3,411                                                                                        | (1,140) |        | Net income (loss) of Financial Services Businesses attributable to Prudential Financial, Inc. (above)                                              | (1,656) | (5)   | 538    | 1,090  | 1,788   |
| (287)                                                                                        | 23      |        | Net income (loss) of Closed Block Business attributable to Prudential Financial, Inc.                                                              | 74      | 19    | (375)  | (8)    | 77      |
| 3,124                                                                                        | (1,117) |        | Consolidated net income (loss) attributable to Prudential Financial, Inc.                                                                          | (1,582) | 14    | 163    | 1,082  | 1,865   |

FINANCIAL HIGHLIGHTS  
(in millions, except per share data)

| <u>Year-to-date</u>                                                                                                                     |               |                                                                                                      | <u>2008</u>   | <u>2009</u> |             |             |             |
|-----------------------------------------------------------------------------------------------------------------------------------------|---------------|------------------------------------------------------------------------------------------------------|---------------|-------------|-------------|-------------|-------------|
| <u>2009</u>                                                                                                                             | <u>2008</u>   |                                                                                                      | <u>4Q</u>     | <u>1Q</u>   | <u>2Q</u>   | <u>3Q</u>   | <u>4Q</u>   |
| <b>Earnings per share of Common Stock (diluted) (1):</b>                                                                                |               |                                                                                                      |               |             |             |             |             |
| 5.58                                                                                                                                    | 2.62          | Financial Services Businesses after-tax adjusted operating income (loss)                             | (2.04)        | 1.05        | 1.88        | 1.59        | 1.07        |
| Reconciling items:                                                                                                                      |               |                                                                                                      |               |             |             |             |             |
| (3.88)                                                                                                                                  | (5.12)        | Realized investment gains (losses), net, and related charges and adjustments                         | (1.21)        | (1.57)      | (2.02)      | (0.50)      | 0.08        |
| 3.57                                                                                                                                    | (4.00)        | Investment gains (losses) on trading account assets supporting insurance liabilities, net            | (1.93)        | 0.34        | 1.58        | 1.49        | 0.16        |
| (2.01)                                                                                                                                  | 2.68          | Change in experience-rated contractholder liabilities due to asset value changes                     | 1.14          | (0.11)      | (0.80)      | (0.99)      | (0.10)      |
| 4.75                                                                                                                                    | (1.17)        | Divested businesses                                                                                  | (0.55)        | (0.08)      | (0.06)      | 0.05        | 4.60        |
| (0.01)                                                                                                                                  | —             | Difference in earnings allocated to participating unvested share-based payment awards                | —             | 0.01        | 0.01        | —           | (0.03)      |
| 2.42                                                                                                                                    | (7.61)        | Total reconciling items, before income taxes                                                         | (2.55)        | (1.41)      | (1.29)      | 0.05        | 4.71        |
| 0.41                                                                                                                                    | (2.42)        | Income taxes, not applicable to adjusted operating income                                            | (0.67)        | (0.37)      | (0.61)      | (0.72)      | 2.00        |
| 2.01                                                                                                                                    | (5.19)        | Total reconciling items, after income taxes                                                          | (1.88)        | (1.04)      | (0.68)      | 0.77        | 2.71        |
| <b>Income (loss) from continuing operations (after-tax) of Financial Services Businesses attributable to Prudential Financial, Inc.</b> |               |                                                                                                      | (3.92)        | 0.01        | 1.20        | 2.36        | 3.78        |
| 0.04                                                                                                                                    | 0.04          | Income (loss) from discontinued operations, net of taxes                                             | 0.03          | —           | 0.05        | (0.01)      | 0.01        |
| <u>7.63</u>                                                                                                                             | <u>(2.53)</u> | <b>Net income (loss) of Financial Services Businesses attributable to Prudential Financial, Inc.</b> | <u>(3.89)</u> | <u>0.01</u> | <u>1.25</u> | <u>2.35</u> | <u>3.79</u> |
| 444.6                                                                                                                                   | 429.7         | Weighted average number of outstanding Common shares (basic)                                         | 421.3         | 422.1       | 432.9       | 461.2       | 461.8       |
| 448.2                                                                                                                                   | 433.6         | Weighted average number of outstanding Common shares (diluted)                                       | 423.0         | 423.2       | 434.3       | 464.6       | 470.3       |
| 43                                                                                                                                      | 55            | Direct equity adjustments for earnings per share calculation                                         | 19            | 11          | 11          | 12          | 9           |
| 5                                                                                                                                       | —             | Earnings related to interest, net of tax, on exchangeable surplus notes                              | 0             | 0           | —           | 1           | 4           |
| <b>Earnings allocated to participating unvested share-based payment awards for earnings per share calculation</b>                       |               |                                                                                                      |               |             |             |             |             |
| 28                                                                                                                                      | 6             | Financial Services Businesses after-tax adjusted operating income                                    | 1             | 4           | 10          | 8           | 6           |
| 38                                                                                                                                      | 1             | Income from continuing operations (after-tax) of Financial Services Businesses                       | 1             | —           | 6           | 12          | 20          |

- (1) Diluted share count used in the diluted earnings per share calculation for GAAP measures is equal to weighted average basic common shares for the three and twelve months ended December 31, 2008 as all potential common shares are anti-dilutive due to the loss from continuing operations available to holders of common stock after direct equity adjustment. Diluted share count used in the diluted earnings per share calculation for non-GAAP measures is equal to the weighted average basic common shares for the three months ended December 31, 2008 as all potential common shares are anti-dilutive due to the adjusted operating loss available to holders of common stock after direct equity adjustment.

FINANCIAL HIGHLIGHTS  
(in millions, except per share data)

| Year-to-date                                                  |       |                                                                                                                                              | 2008   |  | 2009   |        |        |        |
|---------------------------------------------------------------|-------|----------------------------------------------------------------------------------------------------------------------------------------------|--------|--|--------|--------|--------|--------|
| 2009                                                          | 2008  |                                                                                                                                              | 4Q     |  | 1Q     | 2Q     | 3Q     | 4Q     |
| <b>Financial Services Businesses Capitalization Data (1):</b> |       |                                                                                                                                              |        |  |        |        |        |        |
| Senior Debt:                                                  |       |                                                                                                                                              |        |  |        |        |        |        |
|                                                               |       | Short-term debt                                                                                                                              | 10,092 |  | 6,651  | 3,643  | 2,182  | 3,122  |
|                                                               |       | Long-term debt                                                                                                                               | 17,022 |  | 17,394 | 17,713 | 19,491 | 17,769 |
|                                                               |       | Junior Subordinated Long-Term Debt                                                                                                           | 1,518  |  | 1,518  | 1,518  | 1,518  | 1,518  |
| Attributed Equity:                                            |       |                                                                                                                                              |        |  |        |        |        |        |
|                                                               |       | Including accumulated other comprehensive income                                                                                             | 14,292 |  | 14,349 | 18,681 | 23,239 | 24,154 |
|                                                               |       | Excluding accumulated other comprehensive income related to unrealized gains and losses on investments and pension / postretirement benefits | 19,899 |  | 20,337 | 22,452 | 23,919 | 25,399 |
|                                                               |       | Excluding total accumulated other comprehensive income                                                                                       | 19,529 |  | 20,238 | 22,194 | 23,338 | 24,728 |
| Total Capitalization:                                         |       |                                                                                                                                              |        |  |        |        |        |        |
|                                                               |       | Including accumulated other comprehensive income                                                                                             | 32,832 |  | 33,261 | 37,912 | 44,248 | 43,441 |
|                                                               |       | Excluding accumulated other comprehensive income related to unrealized gains and losses on investments and pension / postretirement benefits | 38,439 |  | 39,249 | 41,683 | 44,928 | 44,686 |
|                                                               |       | Excluding total accumulated other comprehensive income                                                                                       | 38,069 |  | 39,150 | 41,425 | 44,347 | 44,015 |
| Book value per share of Common Stock:                         |       |                                                                                                                                              |        |  |        |        |        |        |
|                                                               |       | Including accumulated other comprehensive income                                                                                             | 33.69  |  | 33.83  | 40.20  | 49.71  | 51.52  |
|                                                               |       | Excluding accumulated other comprehensive income related to unrealized gains and losses on investments and pension / postretirement benefits | 46.91  |  | 47.95  | 48.32  | 51.16  | 54.18  |
|                                                               |       | Excluding total accumulated other comprehensive income                                                                                       | 46.04  |  | 47.72  | 47.76  | 49.92  | 52.75  |
|                                                               |       | Number of diluted shares at end of period                                                                                                    | 424.2  |  | 424.1  | 464.7  | 467.5  | 468.8  |
| <b>Common Stock Price Range (based on closing price):</b>     |       |                                                                                                                                              |        |  |        |        |        |        |
| 54.63                                                         | 91.36 | High                                                                                                                                         | 64.80  |  | 35.11  | 46.00  | 54.63  | 52.82  |
| 11.29                                                         | 13.73 | Low                                                                                                                                          | 13.73  |  | 11.29  | 20.50  | 33.28  | 44.64  |
| 49.76                                                         | 30.26 | Close                                                                                                                                        | 30.26  |  | 19.02  | 37.22  | 49.91  | 49.76  |
| <b>Common Stock market capitalization (1)</b>                 |       |                                                                                                                                              | 12,749 |  | 8,042  | 17,139 | 23,024 | 22,995 |

(1) As of end of period.

OPERATIONS HIGHLIGHTS

| <u>Year-to-date</u>                                                                        |                                                        | <u>2008</u><br><u>4Q</u> | <u>2009</u> |           |           |           |
|--------------------------------------------------------------------------------------------|--------------------------------------------------------|--------------------------|-------------|-----------|-----------|-----------|
| <u>2009</u>                                                                                | <u>2008</u>                                            |                          | <u>1Q</u>   | <u>2Q</u> | <u>3Q</u> | <u>4Q</u> |
| <b>Assets Under Management and Administration (\$ billions) (1) (2):</b>                   |                                                        |                          |             |           |           |           |
| Assets Under Management:                                                                   |                                                        |                          |             |           |           |           |
| Managed by U.S. Retirement Solutions and Investment Management Division:                   |                                                        |                          |             |           |           |           |
| Asset Management Segment - Investment Management & Advisory Services                       |                                                        |                          |             |           |           |           |
| Institutional customers                                                                    |                                                        | 161.2                    | 152.7       | 163.5     | 179.9     | 188.4     |
| Retail customers                                                                           |                                                        | 61.6                     | 61.3        | 70.3      | 79.1      | 84.4      |
| General account                                                                            |                                                        | 172.6                    | 172.3       | 175.6     | 184.9     | 184.0     |
| Total Investment Management and Advisory Services                                          |                                                        | 395.4                    | 386.3       | 409.4     | 443.9     | 456.8     |
| Non-proprietary assets under management                                                    |                                                        | 80.5                     | 75.1        | 89.3      | 109.4     | 122.3     |
| Total managed by U.S. Retirement Solutions and Investment Management Division              |                                                        | 475.9                    | 461.4       | 498.7     | 553.3     | 579.1     |
| Managed by U.S. Individual Life and Group Insurance Division                               |                                                        | 12.4                     | 11.9        | 11.2      | 12.1      | 12.4      |
| Managed by International Insurance and Investments Division                                |                                                        | 69.9                     | 68.4        | 69.7      | 75.5      | 75.8      |
| Total assets under management                                                              |                                                        | 558.2                    | 541.7       | 579.6     | 640.9     | 667.3     |
| Client assets under administration                                                         |                                                        | 101.1                    | 98.8        | 106.7     | 116.3     | 119.5     |
| Total assets under management and administration                                           |                                                        | 659.3                    | 640.5       | 686.3     | 757.2     | 786.8     |
| Assets managed or administered for customers outside of the United States at end of period |                                                        | 112.6                    | 110.4       | 115.2     | 127.0     | 130.0     |
| <b>Distribution Representatives (1):</b>                                                   |                                                        |                          |             |           |           |           |
| Prudential Agents                                                                          |                                                        | 2,360                    | 2,389       | 2,421     | 2,453     | 2,447     |
| International Life Planners                                                                |                                                        | 6,365                    | 6,397       | 6,375     | 6,484     | 6,609     |
| Gibraltar Life Advisors                                                                    |                                                        | 6,330                    | 6,170       | 6,376     | 6,060     | 6,398     |
| 51                                                                                         | 58 <b>Prudential Agent productivity (\$ thousands)</b> | 70                       | 41          | 49        | 58        | 56        |

- (1) As of end of period.  
(2) At fair market value.

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

| Year-to-date                                                                                                    |         | %      |                                                                                                      | 2008    | 2009  |       |       |         |  |
|-----------------------------------------------------------------------------------------------------------------|---------|--------|------------------------------------------------------------------------------------------------------|---------|-------|-------|-------|---------|--|
| 2009                                                                                                            | 2008    | Change |                                                                                                      | 4Q      | 1Q    | 2Q    | 3Q    | 4Q      |  |
| Revenues (1):                                                                                                   |         |        |                                                                                                      |         |       |       |       |         |  |
| 13,294                                                                                                          | 11,858  | 12%    | Premiums                                                                                             | 2,997   | 3,261 | 3,320 | 3,361 | 3,352   |  |
| 3,033                                                                                                           | 3,123   | -3%    | Policy charges and fee income                                                                        | 781     | 734   | 766   | 693   | 840     |  |
| 8,231                                                                                                           | 8,430   | -2%    | Net investment income                                                                                | 2,099   | 2,064 | 2,053 | 2,055 | 2,059   |  |
| 3,182                                                                                                           | 2,577   | 23%    | Asset management fees, commissions and other income                                                  | (2)     | 1,943 | 201   | 498   | 540     |  |
| 27,740                                                                                                          | 25,988  | 7%     | Total revenues                                                                                       | 5,875   | 8,002 | 6,340 | 6,607 | 6,791   |  |
| Benefits and Expenses (1):                                                                                      |         |        |                                                                                                      |         |       |       |       |         |  |
| 12,709                                                                                                          | 12,538  | 1%     | Insurance and annuity benefits                                                                       | 3,472   | 3,464 | 2,928 | 3,115 | 3,202   |  |
| 3,460                                                                                                           | 3,343   | 3%     | Interest credited to policyholders' account balances                                                 | 881     | 1,086 | 725   | 831   | 818     |  |
| 955                                                                                                             | 1,136   | -16%   | Interest expense                                                                                     | 303     | 247   | 239   | 228   | 241     |  |
| (2,769)                                                                                                         | (2,302) | -20%   | Deferral of acquisition costs                                                                        | (567)   | (578) | (641) | (782) | (768)   |  |
| 1,522                                                                                                           | 1,403   | 8%     | Amortization of acquisition costs                                                                    | 512     | 1,205 | (70)  | 102   | 285     |  |
| 8,544                                                                                                           | 8,380   | 2%     | General and administrative expenses                                                                  | 2,458   | 2,001 | 2,033 | 2,180 | 2,330   |  |
| 24,421                                                                                                          | 24,498  | 0%     | Total benefits and expenses                                                                          | 7,059   | 7,425 | 5,214 | 5,674 | 6,108   |  |
| 3,319                                                                                                           | 1,490   | 123%   | Adjusted operating income (loss) before income taxes                                                 | (1,184) | 577   | 1,126 | 933   | 683     |  |
| Reconciling items:                                                                                              |         |        |                                                                                                      |         |       |       |       |         |  |
| (1,651)                                                                                                         | (2,267) | 27%    | Realized investment gains (losses), net, and related adjustments                                     | (511)   | (710) | (872) | (183) | 114     |  |
| (88)                                                                                                            | 45      | -296%  | Related charges                                                                                      | —       | 44    | (5)   | (51)  | (76)    |  |
| (1,739)                                                                                                         | (2,222) | 22%    | Total realized investment gains (losses), net, and related charges and adjustments                   | (511)   | (666) | (877) | (234) | 38      |  |
| 1,601                                                                                                           | (1,734) | 192%   | Investment gains (losses) on trading account assets supporting insurance liabilities, net            | (815)   | 145   | 686   | 694   | 76      |  |
| (899)                                                                                                           | 1,163   | -177%  | Change in experience-rated contractholder liabilities due to asset value changes                     | 481     | (45)  | (347) | (458) | (49)    |  |
| 2,131                                                                                                           | (506)   | 521%   | Divested businesses                                                                                  | (230)   | (32)  | (24)  | 25    | 2,162   |  |
| (2,364)                                                                                                         | 654     | -461%  | Equity in earnings of operating joint ventures and earnings attributable to noncontrolling interests | 509     | 3     | 14    | (92)  | (2,289) |  |
| (1,270)                                                                                                         | (2,645) | 52%    | Total reconciling items, before income taxes                                                         | (566)   | (595) | (548) | (65)  | (62)    |  |
| Income (loss) from continuing operations before income taxes and equity in earnings of operating joint ventures |         |        |                                                                                                      |         |       |       |       |         |  |
| 2,049                                                                                                           | (1,155) | 277%   |                                                                                                      | (1,750) | (18)  | 578   | 868   | 621     |  |
| 214                                                                                                             | (480)   | 145%   | Income tax expense (benefit)                                                                         | (464)   | (7)   | 49    | (145) | 317     |  |
| 1,835                                                                                                           | (675)   | 372%   | Income (loss) from continuing operations before equity in earnings of operating joint ventures       | (1,286) | (11)  | 529   | 1,013 | 304     |  |

- (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 other than those classified as divested businesses. Benefits and expenses exclude charges related to realized investment gains, net of losses; change in experience-rated contractholder liabilities due to asset value changes and benefits and expenses of divested businesses and include charges for income attributable to non controlling interests.

COMBINED BALANCE SHEETS - FINANCIAL SERVICES BUSINESSES  
(in millions)

|                                                                                                                            | 12/31/2008     | 3/31/2009      | 6/30/2009      | 9/30/2009      | 12/31/2009     |
|----------------------------------------------------------------------------------------------------------------------------|----------------|----------------|----------------|----------------|----------------|
| <b>Assets:</b>                                                                                                             |                |                |                |                |                |
| Investments:                                                                                                               |                |                |                |                |                |
| Fixed maturities, available for sale, at fair value (amortized cost \$125,753; \$123,589; \$123,430; \$127,490; \$131,727) | 119,153        | 116,094        | 119,084        | 128,459        | 132,694        |
| Fixed maturities, held to maturity, at amortized cost (fair value \$3,832; \$4,629; \$4,938; \$5,199; \$5,197)             | 3,808          | 4,661          | 4,935          | 5,141          | 5,120          |
| Trading account assets supporting insurance liabilities, at fair value                                                     | 13,875         | 13,973         | 14,766         | 15,848         | 16,020         |
| Other trading account assets, at fair value                                                                                | 4,216          | 4,445          | 3,550          | 3,656          | 2,866          |
| Equity securities, available for sale, at fair value (cost \$4,273; \$3,893; \$3,380; \$3,390; \$3,459)                    | 3,665          | 3,425          | 3,404          | 3,747          | 3,810          |
| Commercial mortgage and other loans                                                                                        | 24,366         | 24,069         | 23,961         | 23,616         | 23,021         |
| Policy loans                                                                                                               | 4,280          | 4,230          | 4,413          | 4,634          | 4,728          |
| Securities purchased under agreements to resell                                                                            | 480            | —              | —              | 6              | 6              |
| Other long-term investments                                                                                                | 5,383          | 4,247          | 4,170          | 4,296          | 4,359          |
| Short-term investments                                                                                                     | 4,092          | 3,458          | 5,790          | 6,072          | 5,481          |
| Total investments                                                                                                          | 183,318        | 178,602        | 184,073        | 195,475        | 198,105        |
| Cash and cash equivalents                                                                                                  | 13,054         | 12,748         | 11,798         | 10,524         | 12,451         |
| Accrued investment income                                                                                                  | 1,603          | 1,610          | 1,571          | 1,613          | 1,668          |
| Deferred policy acquisition costs                                                                                          | 13,127         | 12,223         | 12,768         | 13,313         | 13,751         |
| Deferred income taxes, net                                                                                                 | (533)          | (462)          | —              | —              | —              |
| Other assets                                                                                                               | 21,962         | 18,452         | 19,142         | 19,964         | 15,222         |
| Separate account assets                                                                                                    | 147,095        | 139,638        | 151,266        | 168,128        | 174,074        |
| Total assets                                                                                                               | <u>379,626</u> | <u>362,811</u> | <u>380,618</u> | <u>409,017</u> | <u>415,271</u> |
| <b>Liabilities:</b>                                                                                                        |                |                |                |                |                |
| Future policy benefits                                                                                                     | 70,221         | 67,417         | 69,699         | 72,774         | 73,931         |
| Policyholders' account balances                                                                                            | 93,991         | 95,033         | 95,680         | 95,766         | 96,078         |
| Securities sold under agreements to repurchase                                                                             | 4,288          | 3,743          | 3,467          | 3,650          | 2,985          |
| Cash collateral for loaned securities                                                                                      | 2,684          | 1,966          | 2,233          | 2,573          | 2,323          |
| Income taxes                                                                                                               | 364            | 773            | 2,213          | 3,935          | 4,665          |
| Senior short-term debt                                                                                                     | 10,092         | 6,651          | 3,643          | 2,182          | 3,122          |
| Senior long-term debt                                                                                                      | 17,022         | 17,394         | 17,713         | 19,491         | 17,769         |
| Junior subordinated long-term debt                                                                                         | 1,518          | 1,518          | 1,518          | 1,518          | 1,518          |
| Other liabilities                                                                                                          | 17,708         | 13,753         | 13,903         | 15,212         | 14,118         |
| Separate account liabilities                                                                                               | 147,095        | 139,638        | 151,266        | 168,128        | 174,074        |
| Total liabilities                                                                                                          | <u>364,983</u> | <u>347,886</u> | <u>361,335</u> | <u>385,229</u> | <u>390,583</u> |
| <b>Attributed Equity:</b>                                                                                                  |                |                |                |                |                |
| Accumulated other comprehensive loss                                                                                       | (5,237)        | (5,889)        | (3,513)        | (99)           | (574)          |
| Other attributed equity                                                                                                    | 19,529         | 20,238         | 22,194         | 23,338         | 24,728         |
| Total attributed equity                                                                                                    | 14,292         | 14,349         | 18,681         | 23,239         | 24,154         |
| Noncontrolling Interest                                                                                                    | 351            | 576            | 602            | 549            | 534            |
| Total Equity                                                                                                               | 14,643         | 14,925         | 19,283         | 23,788         | 24,688         |
| Total liabilities and equity                                                                                               | <u>379,626</u> | <u>362,811</u> | <u>380,618</u> | <u>409,017</u> | <u>415,271</u> |

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

|                                                      | Quarter Ended December 31, 2009              |                                                                     |                                                          |                                                         |                                      |
|------------------------------------------------------|----------------------------------------------|---------------------------------------------------------------------|----------------------------------------------------------|---------------------------------------------------------|--------------------------------------|
|                                                      | Total<br>Financial<br>Services<br>Businesses | U.S. Retirement<br>Solutions & Investment<br>Management<br>Division | U.S. Individual<br>Life & Group<br>Insurance<br>Division | International<br>Insurance &<br>Investments<br>Division | Corporate<br>and Other<br>Operations |
| Revenues (1):                                        |                                              |                                                                     |                                                          |                                                         |                                      |
| Premiums                                             | 3,352                                        | 136                                                                 | 1,165                                                    | 2,053                                                   | (2)                                  |
| Policy charges and fee income                        | 840                                          | 358                                                                 | 407                                                      | 94                                                      | (19)                                 |
| Net investment income                                | 2,059                                        | 1,054                                                               | 368                                                      | 567                                                     | 70                                   |
| Asset management fees, commissions and other income  | 540                                          | 390                                                                 | 82                                                       | 119                                                     | (51)                                 |
| Total revenues                                       | 6,791                                        | 1,938                                                               | 2,022                                                    | 2,833                                                   | (2)                                  |
| Benefits and Expenses (1):                           |                                              |                                                                     |                                                          |                                                         |                                      |
| Insurance and annuity benefits                       | 3,202                                        | 360                                                                 | 1,234                                                    | 1,601                                                   | 7                                    |
| Interest credited to policyholders' account balances | 818                                          | 583                                                                 | 128                                                      | 128                                                     | (21)                                 |
| Interest expense                                     | 241                                          | 13                                                                  | 41                                                       | 1                                                       | 186                                  |
| Deferral of acquisition costs                        | (768)                                        | (310)                                                               | (133)                                                    | (338)                                                   | 13                                   |
| Amortization of acquisition costs                    | 285                                          | (3)                                                                 | 96                                                       | 207                                                     | (15)                                 |
| General and administrative expenses                  | 2,330                                        | 1,080                                                               | 446                                                      | 777                                                     | 27                                   |
| Total benefits and expenses                          | 6,108                                        | 1,723                                                               | 1,812                                                    | 2,376                                                   | 197                                  |
| Adjusted operating income (loss) before income taxes | 683                                          | 215                                                                 | 210                                                      | 457                                                     | (199)                                |
|                                                      |                                              |                                                                     |                                                          |                                                         |                                      |
|                                                      | Quarter Ended December 31, 2008              |                                                                     |                                                          |                                                         |                                      |
|                                                      | Total<br>Financial<br>Services<br>Businesses | U.S. Retirement<br>Solutions & Investment<br>Management<br>Division | U.S. Individual<br>Life & Group<br>Insurance<br>Division | International<br>Insurance &<br>Investments<br>Division | Corporate<br>and Other<br>Operations |
| Revenues (1):                                        |                                              |                                                                     |                                                          |                                                         |                                      |
| Premiums                                             | 2,997                                        | 209                                                                 | 1,091                                                    | 1,698                                                   | (1)                                  |
| Policy charges and fee income                        | 781                                          | 256                                                                 | 441                                                      | 90                                                      | (6)                                  |
| Net investment income                                | 2,099                                        | 1,101                                                               | 357                                                      | 527                                                     | 114                                  |
| Asset management fees, commissions and other income  | (2)                                          | 191                                                                 | 80                                                       | (217)                                                   | (56)                                 |
| Total revenues                                       | 5,875                                        | 1,757                                                               | 1,969                                                    | 2,098                                                   | 51                                   |
| Benefits and Expenses (1):                           |                                              |                                                                     |                                                          |                                                         |                                      |
| Insurance and annuity benefits                       | 3,472                                        | 814                                                                 | 1,210                                                    | 1,325                                                   | 123                                  |
| Interest credited to policyholders' account balances | 881                                          | 707                                                                 | 117                                                      | 109                                                     | (52)                                 |
| Interest expense                                     | 303                                          | 54                                                                  | 62                                                       | 2                                                       | 185                                  |
| Deferral of acquisition costs                        | (567)                                        | (148)                                                               | (126)                                                    | (299)                                                   | 6                                    |
| Amortization of acquisition costs                    | 512                                          | 126                                                                 | 222                                                      | 182                                                     | (18)                                 |
| General and administrative expenses                  | 2,458                                        | 1,179                                                               | 406                                                      | 778                                                     | 95                                   |
| Total benefits and expenses                          | 7,059                                        | 2,732                                                               | 1,891                                                    | 2,097                                                   | 339                                  |
| Adjusted operating income (loss) before income taxes | (1,184)                                      | (975)                                                               | 78                                                       | 1                                                       | (288)                                |

- (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 other than those classified as divested businesses. Benefits and expenses exclude charges related to realized investment gains, net of losses; change in experience-rated contractholder liabilities due to asset value changes and benefits and expenses of divested businesses and include charges for income attributable to non controlling interests.

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

|                                                      | <b>Twelve Months Ended December 31, 2009</b>           |                                                                                   |                                                                        |                                                                       |                                               |
|------------------------------------------------------|--------------------------------------------------------|-----------------------------------------------------------------------------------|------------------------------------------------------------------------|-----------------------------------------------------------------------|-----------------------------------------------|
|                                                      | <b>Total<br/>Financial<br/>Services<br/>Businesses</b> | <b>U.S. Retirement<br/>Solutions &amp; Investment<br/>Management<br/>Division</b> | <b>U.S. Individual<br/>Life &amp; Group<br/>Insurance<br/>Division</b> | <b>International<br/>Insurance &amp;<br/>Investments<br/>Division</b> | <b>Corporate<br/>and Other<br/>Operations</b> |
| <b>Revenues (1):</b>                                 |                                                        |                                                                                   |                                                                        |                                                                       |                                               |
| Premiums                                             | 13,294                                                 | 690                                                                               | 4,737                                                                  | 7,878                                                                 | (11)                                          |
| Policy charges and fee income                        | 3,033                                                  | 1,189                                                                             | 1,509                                                                  | 374                                                                   | (39)                                          |
| Net investment income                                | 8,231                                                  | 4,378                                                                             | 1,432                                                                  | 2,176                                                                 | 245                                           |
| Asset management fees, commissions and other income  | 3,182                                                  | 2,547                                                                             | 375                                                                    | 460                                                                   | (200)                                         |
| Total revenues                                       | <u>27,740</u>                                          | <u>8,804</u>                                                                      | <u>8,053</u>                                                           | <u>10,888</u>                                                         | <u>(5)</u>                                    |
| <b>Benefits and Expenses (1):</b>                    |                                                        |                                                                                   |                                                                        |                                                                       |                                               |
| Insurance and annuity benefits                       | 12,709                                                 | 1,469                                                                             | 5,058                                                                  | 6,139                                                                 | 43                                            |
| Interest credited to policyholders' account balances | 3,460                                                  | 2,609                                                                             | 492                                                                    | 480                                                                   | (121)                                         |
| Interest expense                                     | 955                                                    | 68                                                                                | 181                                                                    | 4                                                                     | 702                                           |
| Deferral of acquisition costs                        | (2,769)                                                | (1,023)                                                                           | (537)                                                                  | (1,248)                                                               | 39                                            |
| Amortization of acquisition costs                    | 1,522                                                  | 548                                                                               | 208                                                                    | 798                                                                   | (32)                                          |
| General and administrative expenses                  | 8,544                                                  | 3,865                                                                             | 1,758                                                                  | 2,829                                                                 | 92                                            |
| Total benefits and expenses                          | <u>24,421</u>                                          | <u>7,536</u>                                                                      | <u>7,160</u>                                                           | <u>9,002</u>                                                          | <u>723</u>                                    |
| Adjusted operating income (loss) before income taxes | <u>3,319</u>                                           | <u>1,268</u>                                                                      | <u>893</u>                                                             | <u>1,886</u>                                                          | <u>(728)</u>                                  |
|                                                      | <b>Twelve Months Ended December 31, 2008</b>           |                                                                                   |                                                                        |                                                                       |                                               |
|                                                      | <b>Total<br/>Financial<br/>Services<br/>Businesses</b> | <b>U.S. Retirement<br/>Solutions &amp; Investment<br/>Management<br/>Division</b> | <b>U.S. Individual<br/>Life &amp; Group<br/>Insurance<br/>Division</b> | <b>International<br/>Insurance &amp;<br/>Investments<br/>Division</b> | <b>Corporate<br/>and Other<br/>Operations</b> |
| <b>Revenues (1):</b>                                 |                                                        |                                                                                   |                                                                        |                                                                       |                                               |
| Premiums                                             | 11,858                                                 | 654                                                                               | 4,381                                                                  | 6,833                                                                 | (10)                                          |
| Policy charges and fee income                        | 3,123                                                  | 1,287                                                                             | 1,525                                                                  | 342                                                                   | (31)                                          |
| Net investment income                                | 8,430                                                  | 4,449                                                                             | 1,396                                                                  | 2,006                                                                 | 579                                           |
| Asset management fees, commissions and other income  | 2,577                                                  | 2,139                                                                             | 412                                                                    | 266                                                                   | (240)                                         |
| Total revenues                                       | <u>25,988</u>                                          | <u>8,529</u>                                                                      | <u>7,714</u>                                                           | <u>9,447</u>                                                          | <u>298</u>                                    |
| <b>Benefits and Expenses (1):</b>                    |                                                        |                                                                                   |                                                                        |                                                                       |                                               |
| Insurance and annuity benefits                       | 12,538                                                 | 2,268                                                                             | 4,698                                                                  | 5,377                                                                 | 195                                           |
| Interest credited to policyholders' account balances | 3,343                                                  | 2,656                                                                             | 463                                                                    | 416                                                                   | (192)                                         |
| Interest expense                                     | 1,136                                                  | 225                                                                               | 215                                                                    | 9                                                                     | 687                                           |
| Deferral of acquisition costs                        | (2,302)                                                | (689)                                                                             | (486)                                                                  | (1,173)                                                               | 46                                            |
| Amortization of acquisition costs                    | 1,403                                                  | 423                                                                               | 387                                                                    | 638                                                                   | (45)                                          |
| General and administrative expenses                  | 8,380                                                  | 3,960                                                                             | 1,651                                                                  | 2,765                                                                 | 4                                             |
| Total benefits and expenses                          | <u>24,498</u>                                          | <u>8,843</u>                                                                      | <u>6,928</u>                                                           | <u>8,032</u>                                                          | <u>695</u>                                    |
| Adjusted operating income (loss) before income taxes | <u>1,490</u>                                           | <u>(314)</u>                                                                      | <u>786</u>                                                             | <u>1,415</u>                                                          | <u>(397)</u>                                  |

- (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 other than those classified as divested businesses. Benefits and expenses exclude charges related to realized investment gains, net of losses; change in experience-rated contractholder liabilities due to asset value changes and benefits and expenses of divested businesses and include charges for income attributable to non controlling interests.

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

| As of December 31, 2009                       |                                              |                                                                        |                                                          |                                                         |                                      |
|-----------------------------------------------|----------------------------------------------|------------------------------------------------------------------------|----------------------------------------------------------|---------------------------------------------------------|--------------------------------------|
|                                               | Total<br>Financial<br>Services<br>Businesses | U.S. Retirement<br>Solutions &<br>Investment<br>Management<br>Division | U.S. Individual<br>Life & Group<br>Insurance<br>Division | International<br>Insurance &<br>Investments<br>Division | Corporate<br>and Other<br>Operations |
| <b>Assets:</b>                                |                                              |                                                                        |                                                          |                                                         |                                      |
| Total investments                             | 198,105                                      | 85,997                                                                 | 28,196                                                   | 76,775                                                  | 7,137                                |
| Deferred policy acquisition costs             | 13,751                                       | 2,722                                                                  | 4,550                                                    | 6,627                                                   | (148)                                |
| Other assets                                  | 29,341                                       | 7,819                                                                  | 3,006                                                    | 9,454                                                   | 9,062                                |
| Separate account assets                       | 174,074                                      | 141,330                                                                | 34,100                                                   | 462                                                     | (1,818)                              |
| Total assets                                  | <u>415,271</u>                               | <u>237,868</u>                                                         | <u>69,852</u>                                            | <u>93,318</u>                                           | <u>14,233</u>                        |
| <b>Liabilities:</b>                           |                                              |                                                                        |                                                          |                                                         |                                      |
| Future policy benefits                        | 73,931                                       | 15,335                                                                 | 9,122                                                    | 49,079                                                  | 395                                  |
| Policyholders' account balances               | 96,078                                       | 58,154                                                                 | 14,772                                                   | 24,966                                                  | (1,814)                              |
| Debt                                          | 22,409                                       | 3,570                                                                  | 4,994                                                    | 499                                                     | 13,346                               |
| Other liabilities                             | 24,091                                       | 7,741                                                                  | 2,646                                                    | 10,124                                                  | 3,580                                |
| Separate account liabilities                  | 174,074                                      | 141,330                                                                | 34,100                                                   | 462                                                     | (1,818)                              |
| Total liabilities                             | <u>390,583</u>                               | <u>226,130</u>                                                         | <u>65,634</u>                                            | <u>85,130</u>                                           | <u>13,689</u>                        |
| <b>Attributed Equity:</b>                     |                                              |                                                                        |                                                          |                                                         |                                      |
| Accumulated other comprehensive income (loss) | (574)                                        | 532                                                                    | 148                                                      | 233                                                     | (1,487)                              |
| Other attributed equity                       | 24,728                                       | 10,612                                                                 | 4,070                                                    | 7,948                                                   | 2,098                                |
| Total attributed equity                       | <u>24,154</u>                                | <u>11,144</u>                                                          | <u>4,218</u>                                             | <u>8,181</u>                                            | <u>611</u>                           |
| Noncontrolling Interest                       | 534                                          | 594                                                                    | —                                                        | 7                                                       | (67)                                 |
| Total Equity                                  | <u>24,688</u>                                | <u>11,738</u>                                                          | <u>4,218</u>                                             | <u>8,188</u>                                            | <u>544</u>                           |
| Total liabilities and equity                  | <u>415,271</u>                               | <u>237,868</u>                                                         | <u>69,852</u>                                            | <u>93,318</u>                                           | <u>14,233</u>                        |
| As of December 31, 2008                       |                                              |                                                                        |                                                          |                                                         |                                      |
|                                               | Total<br>Financial<br>Services<br>Businesses | U.S. Retirement<br>Solutions &<br>Investment<br>Management<br>Division | U.S. Individual<br>Life & Group<br>Insurance<br>Division | International<br>Insurance &<br>Investments<br>Division | Corporate<br>and Other<br>Operations |
| <b>Assets:</b>                                |                                              |                                                                        |                                                          |                                                         |                                      |
| Total investments                             | 183,318                                      | 87,244                                                                 | 23,560                                                   | 65,891                                                  | 6,623                                |
| Deferred policy acquisition costs             | 13,127                                       | 2,683                                                                  | 4,573                                                    | 6,051                                                   | (180)                                |
| Other assets                                  | 36,086                                       | 9,924                                                                  | 3,028                                                    | 12,866                                                  | 10,268                               |
| Separate account assets                       | 147,095                                      | 115,791                                                                | 32,277                                                   | 270                                                     | (1,243)                              |
| Total assets                                  | <u>379,626</u>                               | <u>215,642</u>                                                         | <u>63,438</u>                                            | <u>85,078</u>                                           | <u>15,468</u>                        |
| <b>Liabilities:</b>                           |                                              |                                                                        |                                                          |                                                         |                                      |
| Future policy benefits                        | 70,221                                       | 18,251                                                                 | 8,213                                                    | 43,317                                                  | 440                                  |
| Policyholders' account balances               | 93,991                                       | 62,285                                                                 | 13,527                                                   | 21,674                                                  | (3,495)                              |
| Debt                                          | 28,632                                       | 4,137                                                                  | 5,448                                                    | 620                                                     | 18,427                               |
| Other liabilities                             | 25,044                                       | 8,039                                                                  | 1,904                                                    | 12,912                                                  | 2,189                                |
| Separate account liabilities                  | 147,095                                      | 115,791                                                                | 32,277                                                   | 270                                                     | (1,243)                              |
| Total liabilities                             | <u>364,983</u>                               | <u>208,503</u>                                                         | <u>61,369</u>                                            | <u>78,793</u>                                           | <u>16,318</u>                        |
| <b>Attributed Equity:</b>                     |                                              |                                                                        |                                                          |                                                         |                                      |
| Accumulated other comprehensive loss          | (5,237)                                      | (2,422)                                                                | (1,278)                                                  | (562)                                                   | (975)                                |
| Other attributed equity                       | 19,529                                       | 9,255                                                                  | 3,347                                                    | 6,808                                                   | 119                                  |
| Total attributed equity                       | <u>14,292</u>                                | <u>6,833</u>                                                           | <u>2,069</u>                                             | <u>6,246</u>                                            | <u>(856)</u>                         |
| Noncontrolling Interest                       | 351                                          | 306                                                                    | —                                                        | 39                                                      | 6                                    |
| Total Equity                                  | <u>14,643</u>                                | <u>7,139</u>                                                           | <u>2,069</u>                                             | <u>6,285</u>                                            | <u>(850)</u>                         |
| Total liabilities and equity                  | <u>379,626</u>                               | <u>215,642</u>                                                         | <u>63,438</u>                                            | <u>85,078</u>                                           | <u>15,468</u>                        |

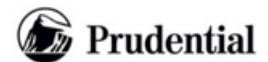
SHORT-TERM AND LONG-TERM DEBT  
(in millions)

|                                                                      | As of December 31, 2009    |                                                |                                    |            | As of December 31, 2008    |                                                |                                    |            |
|----------------------------------------------------------------------|----------------------------|------------------------------------------------|------------------------------------|------------|----------------------------|------------------------------------------------|------------------------------------|------------|
|                                                                      | Senior debt                |                                                | Junior Subordinated Long-term Debt | Total Debt | Senior debt                |                                                | Junior Subordinated Long-term Debt | Total Debt |
|                                                                      | Short-term Debt            | Long-term Debt                                 |                                    |            | Short-term Debt            | Long-term Debt                                 |                                    |            |
| Financial Services Businesses                                        |                            |                                                |                                    |            |                            |                                                |                                    |            |
| Borrowings by use of proceeds:                                       |                            |                                                |                                    |            |                            |                                                |                                    |            |
| Capital Debt                                                         | 389                        | 6,546                                          | 1,518                              | 8,453      | 925                        | 5,092                                          | 1,518                              | 7,535      |
| Investment related                                                   | 1,247                      | 7,998                                          | —                                  | 9,245      | 6,245                      | 9,792                                          | —                                  | 16,037     |
| Securities business related                                          | 1,015                      | 1,283                                          | —                                  | 2,298      | 1,806                      | 1,550                                          | —                                  | 3,356      |
| Specified other businesses                                           | 471                        | 1,513                                          | —                                  | 1,984      | 778                        | 264                                            | —                                  | 1,042      |
| Limited recourse and non-recourse borrowing                          | —                          | 429                                            | —                                  | 429        | 338                        | 324                                            | —                                  | 662        |
| Total debt - Financial Services Businesses                           | 3,122                      | 17,769                                         | 1,518                              | 22,409     | 10,092                     | 17,022                                         | 1,518                              | 28,632     |
| Ratio of long-term and short-term capital debt to capitalization (1) |                            |                                                |                                    | 21.6%      |                            |                                                |                                    | 23.3%      |
| Closed Block Business                                                |                            |                                                |                                    |            |                            |                                                |                                    |            |
| Investment related                                                   | —                          | —                                              | —                                  | —          | 443                        | —                                              | —                                  | 443        |
| Limited recourse and non-recourse borrowing                          | —                          | 1,750                                          | —                                  | 1,750      | —                          | 1,750                                          | —                                  | 1,750      |
| Total debt                                                           | —                          | 1,750                                          | —                                  | 1,750      | 443                        | 1,750                                          | —                                  | 2,193      |
|                                                                      | As of December 31, 2009    |                                                |                                    |            | As of December 31, 2008    |                                                |                                    |            |
|                                                                      | Prudential Financial, Inc. | The Prudential Insurance Co. of America (2)(3) | Other Affiliates                   | Total      | Prudential Financial, Inc. | The Prudential Insurance Co. of America (2)(3) | Other Affiliates                   | Total      |
| Financial Services Businesses                                        |                            |                                                |                                    |            |                            |                                                |                                    |            |
| Borrowings by sources:                                               |                            |                                                |                                    |            |                            |                                                |                                    |            |
| Capital Debt                                                         | 6,973                      | 1,335                                          | 145                                | 8,453      | 6,837                      | 462                                            | 236                                | 7,535      |
| Investment related                                                   | 4,760                      | 1,212                                          | 3,273                              | 9,245      | 8,819                      | 3,991                                          | 3,227                              | 16,037     |
| Securities business related                                          | 1,422                      | 826                                            | 50                                 | 2,298      | 694                        | 2,430                                          | 232                                | 3,356      |
| Specified other businesses                                           | 1,513                      | 471                                            | —                                  | 1,984      | 290                        | 752                                            | —                                  | 1,042      |
| Limited recourse and non-recourse borrowing                          | —                          | —                                              | 429                                | 429        | —                          | —                                              | 662                                | 662        |
| Total debt - Financial Services Businesses                           | 14,668                     | 3,844                                          | 3,897                              | 22,409     | 16,640                     | 7,635                                          | 4,357                              | 28,632     |

(1) For the purposes of calculating the ratio of capital debt to capitalization, Junior Subordinated Notes are considered 25% debt and 75% equity.

(2) Includes Prudential Funding, LLC.

(3) Capital debt at Prudential Insurance Co. of America includes \$941 million and \$444 million of Surplus Notes for December 31, 2009 and 2008, respectively.



COMBINED STATEMENTS OF OPERATIONS - U.S. RETIREMENT SOLUTIONS AND INVESTMENT MANAGEMENT DIVISION  
(in millions)

| Year-to-date               |       | %<br>Change |                                                      | 2008  | 2009  |       |       |       |
|----------------------------|-------|-------------|------------------------------------------------------|-------|-------|-------|-------|-------|
| 2009                       | 2008  |             |                                                      | 4Q    | 1Q    | 2Q    | 3Q    | 4Q    |
| Revenues (1):              |       |             |                                                      |       |       |       |       |       |
| 690                        | 654   | 6%          | Premiums                                             | 209   | 175   | 261   | 118   | 136   |
| 1,189                      | 1,287 | -8%         | Policy charges and fee income                        | 256   | 249   | 269   | 313   | 358   |
| 4,378                      | 4,449 | -2%         | Net investment income                                | 1,101 | 1,146 | 1,114 | 1,064 | 1,054 |
| 2,547                      | 2,139 | 19%         | Asset management fees, commissions and other income  | 191   | 1,793 | 43    | 321   | 390   |
| 8,804                      | 8,529 | 3%          | Total revenues                                       | 1,757 | 3,363 | 1,687 | 1,816 | 1,938 |
| Benefits and Expenses (1): |       |             |                                                      |       |       |       |       |       |
| 1,469                      | 2,268 | -35%        | Insurance and annuity benefits                       | 814   | 642   | 257   | 210   | 360   |
| 2,609                      | 2,656 | -2%         | Interest credited to policyholders' account balances | 707   | 895   | 527   | 604   | 583   |
| 68                         | 225   | -70%        | Interest expense                                     | 54    | 25    | 16    | 14    | 13    |
| (1,023)                    | (689) | -48%        | Deferral of acquisition costs                        | (148) | (149) | (217) | (347) | (310) |
| 548                        | 423   | 30%         | Amortization of acquisition costs                    | 126   | 878   | (351) | 24    | (3)   |
| 3,865                      | 3,960 | -2%         | General and administrative expenses                  | 1,179 | 897   | 891   | 997   | 1,080 |
| 7,536                      | 8,843 | -15%        | Total benefits and expenses                          | 2,732 | 3,188 | 1,123 | 1,502 | 1,723 |
| 1,268                      | (314) | 504%        | Adjusted operating income (loss) before income taxes | (975) | 175   | 564   | 314   | 215   |

- (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.  
Benefits and expenses exclude charges related to realized investment gains, net of losses and change in experience-rated contractholder liabilities due to asset value changes and include charges for income attributable to non controlling interests.

COMBINING STATEMENTS OF OPERATIONS - U.S. RETIREMENT SOLUTIONS AND INVESTMENT MANAGEMENT DIVISION  
(in millions)

|                                                      | Twelve Months Ended December 31, 2009                                           |                         |            |                     | Quarter Ended December 31, 2009                                                 |                         |            |                     |
|------------------------------------------------------|---------------------------------------------------------------------------------|-------------------------|------------|---------------------|---------------------------------------------------------------------------------|-------------------------|------------|---------------------|
|                                                      | Total<br>U.S. Retirement<br>Solutions &<br>Investment<br>Management<br>Division | Individual<br>Annuities | Retirement | Asset<br>Management | Total<br>U.S. Retirement<br>Solutions &<br>Investment<br>Management<br>Division | Individual<br>Annuities | Retirement | Asset<br>Management |
| <b>Revenues (1):</b>                                 |                                                                                 |                         |            |                     |                                                                                 |                         |            |                     |
| Premiums                                             | 690                                                                             | 88                      | 602        | —                   | 136                                                                             | 27                      | 109        | —                   |
| Policy charges and fee income                        | 1,189                                                                           | 991                     | 198        | —                   | 358                                                                             | 306                     | 52         | —                   |
| Net investment income                                | 4,378                                                                           | 979                     | 3,309      | 90                  | 1,054                                                                           | 218                     | 802        | 34                  |
| Asset management fees, commissions and other income  | 2,547                                                                           | 813                     | 567        | 1,167               | 390                                                                             | (111)                   | 174        | 327                 |
| Total revenues                                       | 8,804                                                                           | 2,871                   | 4,676      | 1,257               | 1,938                                                                           | 440                     | 1,137      | 361                 |
| <b>Benefits and Expenses (1):</b>                    |                                                                                 |                         |            |                     |                                                                                 |                         |            |                     |
| Insurance and annuity benefits                       | 1,469                                                                           | 89                      | 1,380      | —                   | 360                                                                             | 49                      | 311        | —                   |
| Interest credited to policyholders' account balances | 2,609                                                                           | 702                     | 1,907      | —                   | 583                                                                             | 116                     | 467        | —                   |
| Interest expense                                     | 68                                                                              | 13                      | 29         | 26                  | 13                                                                              | 4                       | 5          | 4                   |
| Deferral of acquisition costs                        | (1,023)                                                                         | (953)                   | (48)       | (22)                | (310)                                                                           | (297)                   | (6)        | (7)                 |
| Amortization of acquisition costs                    | 548                                                                             | 505                     | 25         | 18                  | (3)                                                                             | (13)                    | 5          | 5                   |
| General and administrative expenses (2)              | 3,865                                                                           | 1,812                   | 873        | 1,180               | 1,080                                                                           | 493                     | 222        | 365                 |
| Total benefits and expenses                          | 7,536                                                                           | 2,168                   | 4,166      | 1,202               | 1,723                                                                           | 352                     | 1,004      | 367                 |
| Adjusted operating income (loss) before income taxes | 1,268                                                                           | 703                     | 510        | 55                  | 215                                                                             | 88                      | 133        | (6)                 |

|                                                      | Twelve Months Ended December 31, 2008                                           |                         |            |                     | Quarter Ended December 31, 2008                                                 |                         |            |                     |
|------------------------------------------------------|---------------------------------------------------------------------------------|-------------------------|------------|---------------------|---------------------------------------------------------------------------------|-------------------------|------------|---------------------|
|                                                      | Total<br>U.S. Retirement<br>Solutions &<br>Investment<br>Management<br>Division | Individual<br>Annuities | Retirement | Asset<br>Management | Total<br>U.S. Retirement<br>Solutions &<br>Investment<br>Management<br>Division | Individual<br>Annuities | Retirement | Asset<br>Management |
| <b>Revenues (1):</b>                                 |                                                                                 |                         |            |                     |                                                                                 |                         |            |                     |
| Premiums                                             | 654                                                                             | 64                      | 590        | —                   | 209                                                                             | 14                      | 195        | —                   |
| Policy charges and fee income                        | 1,287                                                                           | 1,107                   | 180        | —                   | 256                                                                             | 210                     | 46         | —                   |
| Net investment income                                | 4,449                                                                           | 800                     | 3,564      | 85                  | 1,101                                                                           | 265                     | 903        | (67)                |
| Asset management fees, commissions and other income  | 2,139                                                                           | 28                      | 510        | 1,601               | 191                                                                             | (213)                   | 108        | 296                 |
| Total revenues                                       | 8,529                                                                           | 1,999                   | 4,844      | 1,686               | 1,757                                                                           | 276                     | 1,252      | 229                 |
| <b>Benefits and Expenses (1):</b>                    |                                                                                 |                         |            |                     |                                                                                 |                         |            |                     |
| Insurance and annuity benefits                       | 2,268                                                                           | 947                     | 1,321      | —                   | 814                                                                             | 474                     | 340        | —                   |
| Interest credited to policyholders' account balances | 2,656                                                                           | 512                     | 2,144      | —                   | 707                                                                             | 157                     | 550        | —                   |
| Interest expense                                     | 225                                                                             | 58                      | 89         | 78                  | 54                                                                              | 14                      | 21         | 19                  |
| Deferral of acquisition costs                        | (689)                                                                           | (597)                   | (78)       | (14)                | (148)                                                                           | (130)                   | (16)       | (2)                 |
| Amortization of acquisition costs                    | 423                                                                             | 379                     | 24         | 20                  | 126                                                                             | 119                     | 2          | 5                   |
| General and administrative expenses (2)              | 3,960                                                                           | 1,777                   | 813        | 1,370               | 1,179                                                                           | 681                     | 222        | 276                 |
| Total benefits and expenses                          | 8,843                                                                           | 3,076                   | 4,313      | 1,454               | 2,732                                                                           | 1,315                   | 1,119      | 298                 |
| Adjusted operating income (loss) before income taxes | (314)                                                                           | (1,077)                 | 531        | 232                 | (975)                                                                           | (1,039)                 | 133        | (69)                |

- (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. Benefits and expenses exclude charges related to realized investment gains, net of losses and change in experience-rated contractholder liabilities due to asset value changes and include charges for income attributable to non controlling interests.
- (2) General and administrative expenses for Individual Annuities include \$150 million for the twelve months ended December 31, 2009, \$395 million for the twelve months ended December 31, 2008, \$3 million for the quarter ended December 31, 2009 and \$296 million for the quarter ended December 31, 2008 for the amortization, net of interest, of value of business acquired (VOBA).

U.S. RETIREMENT SOLUTIONS AND INVESTMENT MANAGEMENT DIVISION - INDIVIDUAL ANNUITIES SALES RESULTS AND ACCOUNT VALUES  
(in millions)

| Year-to-date                          |               |                                                          | 2008          | 2009          |               |               |               |  |
|---------------------------------------|---------------|----------------------------------------------------------|---------------|---------------|---------------|---------------|---------------|--|
| 2009                                  | 2008          |                                                          | 4Q            | 1Q            | 2Q            | 3Q            | 4Q            |  |
| <b>SALES AND ACCOUNT VALUES:</b>      |               |                                                          |               |               |               |               |               |  |
| Variable Annuities:                   |               |                                                          |               |               |               |               |               |  |
| 60,007                                | 80,330        | Beginning total account value                            | 67,968        | 60,007        | 57,942        | 65,099        | 75,611        |  |
| 16,117                                | 10,208        | Sales                                                    | 2,132         | 2,108         | 3,378         | 5,829         | 4,802         |  |
| (5,776)                               | (8,000)       | Surrenders and withdrawals                               | (1,654)       | (1,443)       | (1,315)       | (1,444)       | (1,574)       |  |
| 10,341                                | 2,208         | Net sales                                                | 478           | 665           | 2,063         | 4,385         | 3,228         |  |
| (988)                                 | (1,057)       | Benefit payments                                         | (242)         | (256)         | (236)         | (239)         | (257)         |  |
| 9,353                                 | 1,151         | Net flows                                                | 236           | 409           | 1,827         | 4,146         | 2,971         |  |
| 12,220                                | (20,353)      | Change in market value, interest credited, and other (1) | (7,986)       | (2,269)       | 5,566         | 6,650         | 2,273         |  |
| (1,061)                               | (1,121)       | Policy charges                                           | (211)         | (205)         | (236)         | (284)         | (336)         |  |
| <u>80,519</u>                         | <u>60,007</u> | Ending total account value                               | <u>60,007</u> | <u>57,942</u> | <u>65,099</u> | <u>75,611</u> | <u>80,519</u> |  |
| Fixed Annuities:                      |               |                                                          |               |               |               |               |               |  |
| 3,295                                 | 3,488         | Beginning total account value                            | 3,349         | 3,295         | 3,263         | 3,221         | 3,213         |  |
| 179                                   | 121           | Sales                                                    | 47            | 55            | 41            | 46            | 37            |  |
| (258)                                 | (276)         | Surrenders and withdrawals                               | (91)          | (77)          | (75)          | (49)          | (57)          |  |
| (79)                                  | (155)         | Net redemptions                                          | (44)          | (22)          | (34)          | (3)           | (20)          |  |
| (160)                                 | (160)         | Benefit payments                                         | (40)          | (43)          | (37)          | (41)          | (39)          |  |
| (239)                                 | (315)         | Net flows                                                | (84)          | (65)          | (71)          | (44)          | (59)          |  |
| 397                                   | 127           | Interest credited and other (1)                          | 32            | 33            | 30            | 36            | 298           |  |
| (1)                                   | (5)           | Policy charges                                           | (2)           | —             | (1)           | —             | —             |  |
| <u>3,452</u>                          | <u>3,295</u>  | Ending total account value                               | <u>3,295</u>  | <u>3,263</u>  | <u>3,221</u>  | <u>3,213</u>  | <u>3,452</u>  |  |
| <b>SALES BY DISTRIBUTION CHANNEL:</b> |               |                                                          |               |               |               |               |               |  |
| Variable and Fixed Annuities (2):     |               |                                                          |               |               |               |               |               |  |
| 2,395                                 | 2,448         | Insurance Agents                                         | 540           | 465           | 531           | 735           | 664           |  |
| 3,440                                 | 1,251         | Wirehouses                                               | 264           | 344           | 685           | 1,359         | 1,052         |  |
| 10,461                                | 6,630         | Independent Financial Planners (3)                       | 1,375         | 1,354         | 2,203         | 3,781         | 3,123         |  |
| <u>16,296</u>                         | <u>10,329</u> | Total                                                    | <u>2,179</u>  | <u>2,163</u>  | <u>3,419</u>  | <u>5,875</u>  | <u>4,839</u>  |  |

(1) Includes cumulative reclassification during the fourth quarter of 2009 of \$259 million from variable annuity to fixed annuity account values to conform presentation of certain contracts in annuitization status to current reporting practices.

(2) Amounts represent gross sales.

(3) Including bank distribution.

U.S. RETIREMENT SOLUTIONS AND INVESTMENT MANAGEMENT DIVISION - INDIVIDUAL ANNUITIES ACCOUNT VALUE ACTIVITY  
(in millions)

| Year-to-date                                  |               |                                                     | 2008          | 2009          |               |               |               |  |
|-----------------------------------------------|---------------|-----------------------------------------------------|---------------|---------------|---------------|---------------|---------------|--|
| 2009                                          | 2008          |                                                     | 4Q            | 1Q            | 2Q            | 3Q            | 4Q            |  |
| <b>INDIVIDUAL ANNUITIES:</b>                  |               |                                                     |               |               |               |               |               |  |
| <i>Account Values in General Account (1):</i> |               |                                                     |               |               |               |               |               |  |
| 18,110                                        | 8,644         | Beginning balance                                   | 17,051        | 18,110        | 18,208        | 16,355        | 15,308        |  |
| 1,483                                         | 275           | Premiums and deposits                               | 81            | 83            | 196           | 638           | 566           |  |
| (1,522)                                       | (1,234)       | Surrenders and withdrawals                          | (433)         | (386)         | (356)         | (411)         | (369)         |  |
| (39)                                          | (959)         | Net sales (redemptions)                             | (352)         | (303)         | (160)         | 227           | 197           |  |
| (349)                                         | (362)         | Benefit payments                                    | (92)          | (93)          | (83)          | (88)          | (85)          |  |
| (388)                                         | (1,321)       | Net flows                                           | (444)         | (396)         | (243)         | 139           | 112           |  |
| 556                                           | 484           | Interest credited and other                         | 159           | 156           | 129           | 141           | 130           |  |
| (3,671)                                       | 10,308        | Net transfers (to) from separate account            | 1,346         | 338           | (1,738)       | (1,327)       | (944)         |  |
| (1)                                           | (5)           | Policy charges                                      | (2)           | —             | (1)           | —             | —             |  |
| <u>14,606</u>                                 | <u>18,110</u> | Ending balance                                      | <u>18,110</u> | <u>18,208</u> | <u>16,355</u> | <u>15,308</u> | <u>14,606</u> |  |
| <i>Account Values in Separate Account:</i>    |               |                                                     |               |               |               |               |               |  |
| 45,192                                        | 75,174        | Beginning balance                                   | 54,266        | 45,192        | 42,997        | 51,965        | 63,516        |  |
| 14,813                                        | 10,054        | Premiums and deposits                               | 2,098         | 2,080         | 3,223         | 5,237         | 4,273         |  |
| (4,512)                                       | (7,042)       | Surrenders and withdrawals                          | (1,312)       | (1,134)       | (1,034)       | (1,082)       | (1,262)       |  |
| 10,301                                        | 3,012         | Net sales                                           | 786           | 946           | 2,189         | 4,155         | 3,011         |  |
| (799)                                         | (855)         | Benefit payments                                    | (190)         | (206)         | (190)         | (192)         | (211)         |  |
| 9,502                                         | 2,157         | Net flows                                           | 596           | 740           | 1,999         | 3,963         | 2,800         |  |
| 12,061                                        | (20,710)      | Change in market value, interest credited and other | (8,113)       | (2,392)       | 5,467         | 6,545         | 2,441         |  |
| 3,671                                         | (10,308)      | Net transfers (to) from general account             | (1,346)       | (338)         | 1,738         | 1,327         | 944           |  |
| (1,061)                                       | (1,121)       | Policy charges                                      | (211)         | (205)         | (236)         | (284)         | (336)         |  |
| <u>69,365</u>                                 | <u>45,192</u> | Ending balance                                      | <u>45,192</u> | <u>42,997</u> | <u>51,965</u> | <u>63,516</u> | <u>69,365</u> |  |

- (1) Premiums and deposits, and surrenders and withdrawals, are classified within the general account and separate account for purposes of this presentation based on the allocation of customer funds. For example, premiums allocated by customers to separate account investments at the time of sale, while remitted through the company's general account, are shown as separate account premium in this display, rather than as general account premium and transfers to the separate account.

U.S. RETIREMENT SOLUTIONS AND INVESTMENT MANAGEMENT DIVISION - INDIVIDUAL ANNUITIES LIVING BENEFIT FEATURES  
(in millions)

|                                                                          | 2008<br>4Q    | 2009          |               |               |               |
|--------------------------------------------------------------------------|---------------|---------------|---------------|---------------|---------------|
|                                                                          |               | 1Q            | 2Q            | 3Q            | 4Q            |
| <b>LIVING BENEFIT FEATURES ACCOUNT VALUE AND NET AMOUNT AT RISK (1):</b> |               |               |               |               |               |
| <u>Variable Annuity Account Values with Living Benefit Features</u>      |               |               |               |               |               |
| Guaranteed minimum accumulation benefits                                 | 9,891         | 9,793         | 9,951         | 10,023        | 9,952         |
| Guaranteed minimum withdrawal benefits                                   | 1,326         | 1,198         | 1,312         | 1,420         | 1,412         |
| Guaranteed minimum income benefits                                       | 4,114         | 3,750         | 4,184         | 4,613         | 4,677         |
| Guaranteed minimum withdrawal & income benefits                          | 17,723        | 18,470        | 23,249        | 31,416        | 36,430        |
| Total                                                                    | <u>33,054</u> | <u>33,211</u> | <u>38,696</u> | <u>47,472</u> | <u>52,471</u> |
| <u>Living Benefit Features Account Values by Product Design Type</u>     |               |               |               |               |               |
| Account Values with Auto-Rebalancing Feature                             | 17,653        | 19,124        | 22,935        | 30,116        | 34,901        |
| Account Values without Auto-Rebalancing Feature                          | 15,401        | 14,087        | 15,761        | 17,356        | 17,570        |
| Total                                                                    | <u>33,054</u> | <u>33,211</u> | <u>38,696</u> | <u>47,472</u> | <u>52,471</u> |
| <u>Living Benefit Features Net Amount at Risk by Product Design Type</u> |               |               |               |               |               |
| Net Amount at Risk with Auto-Rebalancing Feature                         | 1,328         | 1,514         | 1,250         | 1,129         | 1,061         |
| Net Amount at Risk without Auto-Rebalancing Feature                      | 4,973         | 5,917         | 4,286         | 2,895         | 2,785         |
| Total                                                                    | <u>6,301</u>  | <u>7,431</u>  | <u>5,536</u>  | <u>4,024</u>  | <u>3,846</u>  |

(1) At end of period.

U.S. RETIREMENT SOLUTIONS AND INVESTMENT MANAGEMENT DIVISION - INDIVIDUAL ANNUITIES DEATH BENEFIT FEATURES  
(in millions)

|                                                                               | 2008<br>4Q    | 2009          |               |               |               |
|-------------------------------------------------------------------------------|---------------|---------------|---------------|---------------|---------------|
|                                                                               |               | 1Q            | 2Q            | 3Q            | 4Q            |
| <b>DEATH BENEFIT FEATURES ACCOUNT VALUE AND NET AMOUNT AT RISK (1):</b>       |               |               |               |               |               |
| <u>Variable Annuity Account Values by Death Benefit Features</u>              |               |               |               |               |               |
| Return of net deposits:                                                       |               |               |               |               |               |
| Account value                                                                 | 34,892        | 34,313        | 39,124        | 46,881        | 51,106        |
| Net amount at risk                                                            | 6,462         | 7,433         | 5,138         | 3,219         | 2,707         |
| <i>Minimum return, anniversary contract value, or maximum contract value:</i> |               |               |               |               |               |
| Account value                                                                 | 21,494        | 20,208        | 22,358        | 24,880        | 25,770        |
| Net amount at risk                                                            | 9,640         | 10,503        | 8,438         | 6,472         | 5,891         |
| <u>Death Benefit Features Account Values by Product Design Type</u>           |               |               |               |               |               |
| Account Values with Auto-Rebalancing Feature                                  | 17,653        | 19,124        | 22,935        | 30,116        | 34,901        |
| Account Values without Auto-Rebalancing Feature                               | 38,733        | 35,397        | 38,547        | 41,645        | 41,975        |
| Total                                                                         | <u>56,386</u> | <u>54,521</u> | <u>61,482</u> | <u>71,761</u> | <u>76,876</u> |
| <u>Death Benefit Features Net Amount at Risk by Product Design Type</u>       |               |               |               |               |               |
| Net Amount at Risk with Auto-Rebalancing Feature                              | 1,698         | 1,843         | 1,328         | 863           | 800           |
| Net Amount at Risk without Auto-Rebalancing Feature                           | 14,404        | 16,093        | 12,248        | 8,828         | 7,798         |
| Total                                                                         | <u>16,102</u> | <u>17,936</u> | <u>13,576</u> | <u>9,691</u>  | <u>8,598</u>  |

(1) At end of period.

U.S. RETIREMENT SOLUTIONS AND INVESTMENT MANAGEMENT DIVISION - RETIREMENT SEGMENT SALES RESULTS AND ACCOUNT VALUES  
(in millions)

| Year-to-date                                       |                |                                                               | 2008          | 2009           |                |                |                |
|----------------------------------------------------|----------------|---------------------------------------------------------------|---------------|----------------|----------------|----------------|----------------|
| 2009                                               | 2008           |                                                               | 4Q            | 1Q             | 2Q             | 3Q             | 4Q             |
| <b>RETIREMENT SEGMENT SALES AND ACCOUNT VALUES</b> |                |                                                               |               |                |                |                |                |
| <b>Full Service:</b>                               |                |                                                               |               |                |                |                |                |
| 99,738                                             | 112,192        | Beginning total account value                                 | 100,463       | 99,738         | 102,159        | 110,950        | 121,756        |
| 23,188                                             | 18,941         | Deposits and sales                                            | 6,549         | 10,489         | 3,890          | 4,789          | 4,020          |
| (14,438)                                           | (15,051)       | Withdrawals and benefits                                      | (3,869)       | (4,231)        | (3,803)        | (3,287)        | (3,117)        |
| 17,857                                             | (25,259)       | Change in market value, interest credited and interest income | (12,320)      | (3,837)        | 8,704          | 9,304          | 3,686          |
| —                                                  | 8,915          | Acquisition (1)                                               | 8,915         | —              | —              | —              | —              |
| <u>126,345</u>                                     | <u>99,738</u>  | Ending total account value                                    | <u>99,738</u> | <u>102,159</u> | <u>110,950</u> | <u>121,756</u> | <u>126,345</u> |
| <u>8,750</u>                                       | <u>3,890</u>   | Net additions                                                 | <u>2,680</u>  | <u>6,258</u>   | <u>87</u>      | <u>1,502</u>   | <u>903</u>     |
| Stable value account values included above         |                |                                                               | 35,346        | 36,601         | 36,722         | 35,881         | 36,243         |
| <b>Institutional Investment Products:</b>          |                |                                                               |               |                |                |                |                |
| 50,491                                             | 51,591         | Beginning total account value                                 | 50,041        | 50,491         | 49,030         | 49,475         | 50,137         |
| 7,786                                              | 5,738          | Additions (2)                                                 | 1,270         | 627            | 2,343          | 1,329          | 3,487          |
| (7,817)                                            | (7,392)        | Withdrawals and benefits (3)                                  | (1,632)       | (2,037)        | (1,272)        | (2,523)        | (1,985)        |
| 2,287                                              | 2,198          | Change in market value, interest credited and interest income | 1,243         | (152)          | 678            | 1,548          | 213            |
| (839)                                              | (1,644)        | Other (4)                                                     | (431)         | 101            | (1,304)        | 308            | 56             |
| <u>51,908</u>                                      | <u>50,491</u>  | Ending total account value                                    | <u>50,491</u> | <u>49,030</u>  | <u>49,475</u>  | <u>50,137</u>  | <u>51,908</u>  |
| <u>(31)</u>                                        | <u>(1,654)</u> | Net additions (withdrawals)                                   | <u>(362)</u>  | <u>(1,410)</u> | <u>1,071</u>   | <u>(1,194)</u> | <u>1,502</u>   |

- (1) On October 10, 2008, the company acquired MullinTBG Insurance Agency Services, LLC and related entities.
- (2) Includes \$700 million for the three and twelve months ended December 31, 2008 and \$500 million for the three months ended June 30, 2009 and twelve months ended December 31, 2009, representing transfers of externally managed client balances to accounts managed by the company. These additions are offset within the "Other" category and there are no net impacts on ending account values for these transfers.
- (3) Includes \$(317) million, \$(171) million and \$(488) million for the three months ended September 30, 2009 and December 31, 2009 and the twelve months ended December 31, 2009, respectively, representing transfers of client balances managed by the Company to externally managed accounts. These withdrawals are offset within the "Other" category and there are no net impacts on ending account values for these transfers.
- (4) "Other" activity includes transfers from (to) the Asset Management segment of \$543 million, \$432 million for the three and twelve months ended December 31, 2008, respectively; and \$(11) million for the three and twelve months ended December 31, 2009. "Other" activity also includes \$(700) million for the three and twelve months ended December 31, 2008, \$(500) million for the three months ended June 30, 2009, \$317 million, \$171 million and \$(12) million for the three months ended September 30, 2009 and December 31, 2009 and the twelve months ended December 31, 2009, respectively, related to transfers discussed above in notes 2 and 3. For the three months ended March 31, 2009 and the twelve months ended December 31, 2009 "Other" includes \$1,500 million representing collateralized funding agreements issued to the Federal Home Loan Bank of New York (FHLBNY). "Other" also includes \$(507) million, \$(1,015) million and \$(1,522) million for the three months ended March 31, 2009, June 30, 2009 and the twelve months ended December 31, 2009 respectively, representing terminations of affiliated funding agreements utilizing proceeds from the issuances to FHLBNY. The remainder of "Other" activity primarily represents changes in asset balances for externally managed accounts.

U.S. RETIREMENT SOLUTIONS AND INVESTMENT MANAGEMENT DIVISION - SUPPLEMENTARY REVENUE AND ASSETS UNDER MANAGEMENT  
INFORMATION FOR ASSET MANAGEMENT SEGMENT

**Supplementary Revenue Information (in millions):**

| Year-to-date                                 |              | %<br>Change |                                                                              | 2008       | 2009       |            |            |            |  |  |
|----------------------------------------------|--------------|-------------|------------------------------------------------------------------------------|------------|------------|------------|------------|------------|--|--|
| 2009                                         | 2008         |             |                                                                              | 4Q         | 1Q         | 2Q         | 3Q         | 4Q         |  |  |
| Analysis of revenues by type:                |              |             |                                                                              |            |            |            |            |            |  |  |
| 1,049                                        | 1,115        | -6%         | Asset management fees                                                        | 257        | 239        | 254        | 269        | 287        |  |  |
| (64)                                         | 50           | -228%       | Incentive, transaction, principal investing and commercial mortgage revenues | (141)      | (35)       | 1          | (13)       | (17)       |  |  |
| 272                                          | 521          | -48%        | Service, distribution and other revenues                                     | 113        | 59         | 87         | 35         | 91         |  |  |
| <u>1,257</u>                                 | <u>1,686</u> | -25%        | Total Asset Management segment revenues                                      | <u>229</u> | <u>263</u> | <u>342</u> | <u>291</u> | <u>361</u> |  |  |
| Analysis of asset management fees by source: |              |             |                                                                              |            |            |            |            |            |  |  |
| 511                                          | 540          | -5%         | Institutional customers                                                      | 133        | 119        | 126        | 129        | 137        |  |  |
| 268                                          | 307          | -13%        | Retail customers                                                             | 58         | 56         | 62         | 71         | 79         |  |  |
| 270                                          | 268          | 1%          | General account                                                              | 66         | 64         | 66         | 69         | 71         |  |  |
| <u>1,049</u>                                 | <u>1,115</u> | -6%         | Total asset management fees                                                  | <u>257</u> | <u>239</u> | <u>254</u> | <u>269</u> | <u>287</u> |  |  |

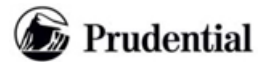
**Supplementary Assets Under Management Information (in billions):**

| December 31, 2009       |                 |                 |                |              |
|-------------------------|-----------------|-----------------|----------------|--------------|
|                         | Fixed<br>Equity | Fixed<br>Income | Real<br>Estate | Total        |
| Institutional customers | 47.9            | 120.3           | 20.2           | 188.4        |
| Retail customers        | 58.2            | 24.6            | 1.6            | 84.4         |
| General account         | 3.7             | 179.3           | 1.0            | 184.0        |
| <b>Total</b>            | <u>109.8</u>    | <u>324.2</u>    | <u>22.8</u>    | <u>456.8</u> |
| December 31, 2008       |                 |                 |                |              |
|                         | Fixed<br>Equity | Fixed<br>Income | Real<br>Estate | Total        |
| Institutional customers | 38.6            | 96.8            | 25.8           | 161.2        |
| Retail customers        | 38.3            | 21.5            | 1.8            | 61.6         |
| General account         | 3.2             | 168.6           | 0.8            | 172.6        |
| <b>Total</b>            | <u>80.1</u>     | <u>286.9</u>    | <u>28.4</u>    | <u>395.4</u> |

U.S. RETIREMENT SOLUTIONS AND INVESTMENT MANAGEMENT DIVISION - SUPPLEMENTARY ASSETS UNDER MANAGEMENT AND ADMINISTRATION  
INFORMATION FOR ASSET MANAGEMENT SEGMENT  
(in billions)

| Year-to-date                                                              |        |                                                                            | 2008   | 2009  |       |       |       |
|---------------------------------------------------------------------------|--------|----------------------------------------------------------------------------|--------|-------|-------|-------|-------|
| 2009                                                                      | 2008   |                                                                            | 4Q     | 1Q    | 2Q    | 3Q    | 4Q    |
| <b>Institutional Assets Under Management:</b>                             |        |                                                                            |        |       |       |       |       |
| Assets gathered by Investment Management & Advisory Services sales force: |        |                                                                            |        |       |       |       |       |
| 128.5                                                                     | 141.7  | Beginning assets under management                                          | 138.6  | 128.5 | 120.6 | 128.9 | 143.4 |
| 33.8                                                                      | 29.6   | Additions                                                                  | 6.1    | 4.9   | 7.7   | 10.4  | 10.8  |
| (21.2)                                                                    | (19.5) | Withdrawals                                                                | (5.9)  | (4.6) | (6.5) | (5.6) | (4.5) |
| 11.9                                                                      | (22.4) | Change in market value                                                     | (10.7) | (7.3) | 7.2   | 9.9   | 2.1   |
| (1.3)                                                                     | (0.5)  | Net money market flows                                                     | 0.9    | (0.9) | (0.1) | (0.2) | (0.1) |
| —                                                                         | (0.4)  | Other (1)                                                                  | (0.5)  | —     | —     | —     | —     |
| 151.7                                                                     | 128.5  | Ending assets under management                                             | 128.5  | 120.6 | 128.9 | 143.4 | 151.7 |
| 36.7                                                                      | 32.7   | Affiliated institutional assets under management                           | 32.7   | 32.1  | 34.6  | 36.5  | 36.7  |
| 188.4                                                                     | 161.2  | Total assets managed for institutional customers at end of period          | 161.2  | 152.7 | 163.5 | 179.9 | 188.4 |
| 12.6                                                                      | 10.1   | Net institutional additions, excluding money market and other activity (1) | 0.2    | 0.3   | 1.2   | 4.8   | 6.3   |
| <b>Retail Assets Under Management:</b>                                    |        |                                                                            |        |       |       |       |       |
| Assets gathered by Investment Management & Advisory Services sales force: |        |                                                                            |        |       |       |       |       |
| 33.4                                                                      | 50.9   | Beginning assets under management                                          | 43.4   | 33.4  | 33.5  | 39.5  | 47.2  |
| 18.6                                                                      | 15.1   | Additions                                                                  | 3.4    | 3.5   | 4.6   | 6.1   | 4.4   |
| (12.5)                                                                    | (14.7) | Withdrawals                                                                | (5.0)  | (3.3) | (2.7) | (3.3) | (3.2) |
| 11.7                                                                      | (18.0) | Change in market value                                                     | (8.4)  | (0.7) | 4.4   | 5.1   | 2.9   |
| (0.1)                                                                     | 0.1    | Net money market flows                                                     | —      | 0.6   | (0.3) | (0.2) | (0.2) |
| —                                                                         | —      | Other                                                                      | —      | —     | —     | —     | —     |
| 51.1                                                                      | 33.4   | Ending assets under management                                             | 33.4   | 33.5  | 39.5  | 47.2  | 51.1  |
| 33.3                                                                      | 28.2   | Affiliated retail assets under management                                  | 28.2   | 27.8  | 30.8  | 31.9  | 33.3  |
| 84.4                                                                      | 61.6   | Total assets managed for retail customers at end of period                 | 61.6   | 61.3  | 70.3  | 79.1  | 84.4  |
| 6.1                                                                       | 0.4    | Net retail additions (withdrawals), excluding money market activity        | (1.6)  | 0.2   | 1.9   | 2.8   | 1.2   |

(1) Other activity represents transfers from (to) the Retirement Segment as a result of a change in client contract form. These assets continue to be managed by the segment and are included in Affiliated institutional assets under management above.



COMBINED STATEMENTS OF OPERATIONS - U.S. INDIVIDUAL LIFE AND GROUP INSURANCE DIVISION  
(in millions)

| Year-to-date               |       | %      |                                                      | 2008  | 2009  |       |       |       |  |
|----------------------------|-------|--------|------------------------------------------------------|-------|-------|-------|-------|-------|--|
| 2009                       | 2008  | Change |                                                      | 4Q    | 1Q    | 2Q    | 3Q    | 4Q    |  |
| Revenues (1):              |       |        |                                                      |       |       |       |       |       |  |
| 4,737                      | 4,381 | 8%     | Premiums                                             | 1,091 | 1,190 | 1,156 | 1,226 | 1,165 |  |
| 1,509                      | 1,525 | -1%    | Policy charges and fee income                        | 441   | 393   | 412   | 297   | 407   |  |
| 1,432                      | 1,396 | 3%     | Net investment income                                | 357   | 353   | 350   | 361   | 368   |  |
| 375                        | 412   | -9%    | Asset management fees, commissions and other income  | 80    | 77    | 88    | 128   | 82    |  |
| 8,053                      | 7,714 | 4%     | Total revenues                                       | 1,969 | 2,013 | 2,006 | 2,012 | 2,022 |  |
| Benefits and Expenses (1): |       |        |                                                      |       |       |       |       |       |  |
| 5,058                      | 4,698 | 8%     | Insurance and annuity benefits                       | 1,210 | 1,276 | 1,222 | 1,326 | 1,234 |  |
| 492                        | 463   | 6%     | Interest credited to policyholders' account balances | 117   | 119   | 119   | 126   | 128   |  |
| 181                        | 215   | -16%   | Interest expense                                     | 62    | 51    | 47    | 42    | 41    |  |
| (537)                      | (486) | -10%   | Deferral of acquisition costs                        | (126) | (125) | (136) | (143) | (133) |  |
| 208                        | 387   | -46%   | Amortization of acquisition costs                    | 222   | 136   | 74    | (98)  | 96    |  |
| 1,758                      | 1,651 | 6%     | General and administrative expenses                  | 406   | 423   | 437   | 452   | 446   |  |
| 7,160                      | 6,928 | 3%     | Total benefits and expenses                          | 1,891 | 1,880 | 1,763 | 1,705 | 1,812 |  |
| 893                        | 786   | 14%    | Adjusted operating income before income taxes        | 78    | 133   | 243   | 307   | 210   |  |

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

COMBINING STATEMENTS OF OPERATIONS - U.S. INDIVIDUAL LIFE AND GROUP INSURANCE DIVISION  
(in millions)

|                                                      | Twelve Months Ended December 31, 2009                             |                    |                    | Quarter Ended December 31, 2009                                   |                    |                    |
|------------------------------------------------------|-------------------------------------------------------------------|--------------------|--------------------|-------------------------------------------------------------------|--------------------|--------------------|
|                                                      | Total<br>U.S. Individual<br>Life & Group<br>Insurance<br>Division | Individual<br>Life | Group<br>Insurance | Total<br>U.S. Individual<br>Life & Group<br>Insurance<br>Division | Individual<br>Life | Group<br>Insurance |
| <b>Revenues (1):</b>                                 |                                                                   |                    |                    |                                                                   |                    |                    |
| Premiums                                             | 4,737                                                             | 686                | 4,051              | 1,165                                                             | 178                | 987                |
| Policy charges and fee income                        | 1,509                                                             | 1,025              | 484                | 407                                                               | 290                | 117                |
| Net investment income                                | 1,432                                                             | 809                | 623                | 368                                                               | 207                | 161                |
| Asset management fees, commissions and other income  | 375                                                               | 248                | 127                | 82                                                                | 54                 | 28                 |
| Total revenues                                       | 8,053                                                             | 2,768              | 5,285              | 2,022                                                             | 729                | 1,293              |
| <b>Benefits and Expenses (1):</b>                    |                                                                   |                    |                    |                                                                   |                    |                    |
| Insurance and annuity benefits                       | 5,058                                                             | 1,042              | 4,016              | 1,234                                                             | 251                | 983                |
| Interest credited to policyholders' account balances | 492                                                               | 263                | 229                | 128                                                               | 68                 | 60                 |
| Interest expense                                     | 181                                                               | 181                | —                  | 41                                                                | 41                 | —                  |
| Deferral of acquisition costs                        | (537)                                                             | (491)              | (46)               | (133)                                                             | (124)              | (9)                |
| Amortization of acquisition costs                    | 208                                                               | 186                | 22                 | 96                                                                | 91                 | 5                  |
| General and administrative expenses                  | 1,758                                                             | 1,025              | 733                | 446                                                               | 261                | 185                |
| Total benefits and expenses                          | 7,160                                                             | 2,206              | 4,954              | 1,812                                                             | 588                | 1,224              |
| Adjusted operating income before income taxes        | 893                                                               | 562                | 331                | 210                                                               | 141                | 69                 |
|                                                      |                                                                   |                    |                    |                                                                   |                    |                    |
|                                                      | Twelve Months Ended December 31, 2008                             |                    |                    | Quarter Ended December 31, 2008                                   |                    |                    |
|                                                      | Total<br>U.S. Individual<br>Life & Group<br>Insurance<br>Division | Individual<br>Life | Group<br>Insurance | Total<br>U.S. Individual<br>Life & Group<br>Insurance<br>Division | Individual<br>Life | Group<br>Insurance |
| <b>Revenues (1):</b>                                 |                                                                   |                    |                    |                                                                   |                    |                    |
| Premiums                                             | 4,381                                                             | 613                | 3,768              | 1,091                                                             | 162                | 929                |
| Policy charges and fee income                        | 1,525                                                             | 1,066              | 459                | 441                                                               | 299                | 142                |
| Net investment income                                | 1,396                                                             | 749                | 647                | 357                                                               | 196                | 161                |
| Asset management fees, commissions and other income  | 412                                                               | 326                | 86                 | 80                                                                | 59                 | 21                 |
| Total revenues                                       | 7,714                                                             | 2,754              | 4,960              | 1,969                                                             | 716                | 1,253              |
| <b>Benefits and Expenses (1):</b>                    |                                                                   |                    |                    |                                                                   |                    |                    |
| Insurance and annuity benefits                       | 4,698                                                             | 965                | 3,733              | 1,210                                                             | 247                | 963                |
| Interest credited to policyholders' account balances | 463                                                               | 231                | 232                | 117                                                               | 60                 | 57                 |
| Interest expense                                     | 215                                                               | 214                | 1                  | 62                                                                | 62                 | —                  |
| Deferral of acquisition costs                        | (486)                                                             | (445)              | (41)               | (126)                                                             | (113)              | (13)               |
| Amortization of acquisition costs                    | 387                                                               | 372                | 15                 | 222                                                               | 218                | 4                  |
| General and administrative expenses                  | 1,651                                                             | 971                | 680                | 406                                                               | 233                | 173                |
| Total benefits and expenses                          | 6,928                                                             | 2,308              | 4,620              | 1,891                                                             | 707                | 1,184              |
| Adjusted operating income before income taxes        | 786                                                               | 446                | 340                | 78                                                                | 9                  | 69                 |

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

U.S. INDIVIDUAL LIFE AND GROUP INSURANCE DIVISION - INDIVIDUAL LIFE ANNUALIZED NEW BUSINESS PREMIUMS, ACCOUNT VALUE ACTIVITY, AND FACE AMOUNT IN FORCE  
(in millions)

| Year-to-date                                                         |               |                                                     | 2008           | 2009           |                |                |                |
|----------------------------------------------------------------------|---------------|-----------------------------------------------------|----------------|----------------|----------------|----------------|----------------|
| 2009                                                                 | 2008          |                                                     | 4Q             | 1Q             | 2Q             | 3Q             | 4Q             |
| <b>ANNUALIZED NEW BUSINESS PREMIUMS (1):</b>                         |               |                                                     |                |                |                |                |                |
| 20                                                                   | 39            | Variable life                                       | 10             | 4              | 5              | 3              | 8              |
| 113                                                                  | 83            | Universal life                                      | 23             | 28             | 32             | 26             | 27             |
| 226                                                                  | 209           | Term life                                           | 53             | 52             | 61             | 57             | 56             |
| <u>359</u>                                                           | <u>331</u>    | Total                                               | <u>86</u>      | <u>84</u>      | <u>98</u>      | <u>86</u>      | <u>91</u>      |
| <b>ANNUALIZED NEW BUSINESS PREMIUMS BY DISTRIBUTION CHANNEL (1):</b> |               |                                                     |                |                |                |                |                |
| 95                                                                   | 109           | Prudential Agents                                   | 26             | 22             | 24             | 22             | 27             |
| 264                                                                  | 222           | Third party distribution                            | 60             | 62             | 74             | 64             | 64             |
| <u>359</u>                                                           | <u>331</u>    | Total                                               | <u>86</u>      | <u>84</u>      | <u>98</u>      | <u>86</u>      | <u>91</u>      |
| <b>ACCOUNT VALUE ACTIVITY:</b>                                       |               |                                                     |                |                |                |                |                |
| <i>Policyholders' Account Balances (2):</i>                          |               |                                                     |                |                |                |                |                |
| 7,397                                                                | 6,582         | Beginning balance                                   | 7,212          | 7,397          | 7,691          | 7,824          | 7,914          |
| 1,805                                                                | 1,613         | Premiums and deposits                               | 462            | 570            | 474            | 386            | 375            |
| (934)                                                                | (1,000)       | Surrenders and withdrawals                          | (303)          | (278)          | (240)          | (220)          | (196)          |
| 871                                                                  | 613           | Net sales                                           | 159            | 292            | 234            | 166            | 179            |
| (149)                                                                | (159)         | Benefit payments                                    | (41)           | (34)           | (32)           | (50)           | (33)           |
| 722                                                                  | 454           | Net flows                                           | 118            | 258            | 202            | 116            | 146            |
| 78                                                                   | 397           | Interest credited and other                         | 78             | 81             | (64)           | 11             | 50             |
| 246                                                                  | 267           | Net transfers from separate account                 | 70             | 45             | 85             | 53             | 63             |
| (362)                                                                | (303)         | Policy charges                                      | (81)           | (90)           | (90)           | (90)           | (92)           |
| <u>8,081</u>                                                         | <u>7,397</u>  | Ending balance                                      | <u>7,397</u>   | <u>7,691</u>   | <u>7,824</u>   | <u>7,914</u>   | <u>8,081</u>   |
| <i>Separate Account Liabilities:</i>                                 |               |                                                     |                |                |                |                |                |
| 12,848                                                               | 18,585        | Beginning balance                                   | 15,476         | 12,848         | 12,110         | 13,450         | 14,972         |
| 1,173                                                                | 1,410         | Premiums and deposits                               | 409            | 315            | 261            | 268            | 329            |
| (848)                                                                | (827)         | Surrenders and withdrawals                          | (277)          | (328)          | (216)          | (139)          | (165)          |
| 325                                                                  | 583           | Net sales (redemptions)                             | 132            | (13)           | 45             | 129            | 164            |
| (39)                                                                 | (21)          | Benefit payments                                    | 17             | (2)            | (18)           | (11)           | (8)            |
| 286                                                                  | 562           | Net flows                                           | 149            | (15)           | 27             | 118            | 156            |
| 3,509                                                                | (5,268)       | Change in market value, interest credited and other | (2,524)        | (500)          | 1,574          | 1,633          | 802            |
| (246)                                                                | (267)         | Net transfers to general account                    | (70)           | (45)           | (85)           | (53)           | (63)           |
| (705)                                                                | (764)         | Policy charges                                      | (183)          | (178)          | (176)          | (176)          | (175)          |
| <u>15,692</u>                                                        | <u>12,848</u> | Ending balance                                      | <u>12,848</u>  | <u>12,110</u>  | <u>13,450</u>  | <u>14,972</u>  | <u>15,692</u>  |
| <b>FACE AMOUNT IN FORCE (3):</b>                                     |               |                                                     |                |                |                |                |                |
|                                                                      |               | Variable life                                       | 127,503        | 124,600        | 123,419        | 122,955        | 122,091        |
|                                                                      |               | Universal life                                      | 29,070         | 30,537         | 32,315         | 33,711         | 34,984         |
|                                                                      |               | Term life                                           | <u>373,927</u> | <u>386,218</u> | <u>402,459</u> | <u>417,100</u> | <u>431,831</u> |
|                                                                      |               | Total                                               | <u>530,500</u> | <u>541,355</u> | <u>558,193</u> | <u>573,766</u> | <u>588,906</u> |

(1) Excludes corporate-owned life insurance.

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

(3) At end of period; before reinsurance ceded.

U.S. INDIVIDUAL LIFE AND GROUP INSURANCE DIVISION - SUPPLEMENTARY INFORMATION FOR INDIVIDUAL LIFE INSURANCE  
(dollar amounts in millions)

| Year-to-date                                |      |                                                                                                                                         | 2008 | 2009 |      |      |      |  |
|---------------------------------------------|------|-----------------------------------------------------------------------------------------------------------------------------------------|------|------|------|------|------|--|
| 2009                                        | 2008 |                                                                                                                                         | 4Q   | 1Q   | 2Q   | 3Q   | 4Q   |  |
| <b>Individual Life Insurance:</b>           |      |                                                                                                                                         |      |      |      |      |      |  |
| Policy Surrender Experience:                |      |                                                                                                                                         |      |      |      |      |      |  |
| 855                                         | 802  | Cash value of surrenders                                                                                                                | 240  | 256  | 236  | 173  | 190  |  |
| 4.2%                                        | 3.8% | Cash value of surrenders as a percentage of mean future policy benefits, policyholders' account balances, and separate account balances | 4.8% | 5.5% | 5.0% | 3.4% | 3.5% |  |
| Death benefits per \$1,000 of in force (1): |      |                                                                                                                                         |      |      |      |      |      |  |
| 3.87                                        | 3.68 | Variable and universal life                                                                                                             | 3.58 | 4.71 | 3.83 | 3.72 | 3.30 |  |
| 0.95                                        | 1.37 | Term life                                                                                                                               | 0.97 | 1.14 | 1.10 | 0.75 | 0.81 |  |
| 2.49                                        | 2.74 | Total, Individual Life Insurance                                                                                                        | 2.43 | 3.14 | 2.54 | 2.32 | 1.98 |  |

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

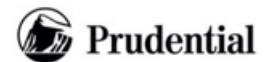
U.S. INDIVIDUAL LIFE AND GROUP INSURANCE DIVISION - SUPPLEMENTARY INFORMATION FOR GROUP INSURANCE  
(dollar amounts in millions)

| Year-to-date                                             |            |                                                   | 2008          | 2009          |               |               |               |
|----------------------------------------------------------|------------|---------------------------------------------------|---------------|---------------|---------------|---------------|---------------|
| 2009                                                     | 2008       |                                                   | 4Q            | 1Q            | 2Q            | 3Q            | 4Q            |
| <b>GROUP INSURANCE ANNUALIZED NEW BUSINESS PREMIUMS:</b> |            |                                                   |               |               |               |               |               |
| 339                                                      | 288        | Group life                                        | 76            | 210           | 35            | 53            | 41            |
| 238                                                      | 204        | Group disability (1)                              | 26            | 134           | 26            | 57            | 21            |
| <u>577</u>                                               | <u>492</u> | Total                                             | <u>102</u>    | <u>344</u>    | <u>61</u>     | <u>110</u>    | <u>62</u>     |
| Future Policy Benefits (2):                              |            |                                                   |               |               |               |               |               |
|                                                          |            | Group life                                        | 2,227         | 2,169         | 2,176         | 2,141         | 2,282         |
|                                                          |            | Group disability (1)                              | 898           | 1,015         | 1,059         | 1,132         | 1,176         |
|                                                          |            | Total                                             | <u>3,125</u>  | <u>3,184</u>  | <u>3,235</u>  | <u>3,273</u>  | <u>3,458</u>  |
| Policyholders' Account Balances (2):                     |            |                                                   |               |               |               |               |               |
|                                                          |            | Group life                                        | 5,958         | 6,033         | 6,160         | 6,343         | 6,506         |
|                                                          |            | Group disability (1)                              | 172           | 159           | 168           | 172           | 185           |
|                                                          |            | Total                                             | <u>6,130</u>  | <u>6,192</u>  | <u>6,328</u>  | <u>6,515</u>  | <u>6,691</u>  |
| Separate Account Liabilities (2):                        |            |                                                   |               |               |               |               |               |
|                                                          |            | Group life                                        | 19,429        | 20,315        | 19,141        | 18,083        | 18,408        |
|                                                          |            | Group disability (1)                              | —             | —             | —             | —             | —             |
|                                                          |            | Total                                             | <u>19,429</u> | <u>20,315</u> | <u>19,141</u> | <u>18,083</u> | <u>18,408</u> |
| Group Life Insurance:                                    |            |                                                   |               |               |               |               |               |
| 3,601                                                    | 3,623      | Gross premiums, policy charges and fee income (3) | 922           | 920           | 915           | 889           | 877           |
| 3,414                                                    | 3,232      | Earned premiums, policy charges and fee income    | 840           | 857           | 849           | 873           | 835           |
| 88.4%                                                    | 88.6%      | Benefits ratio                                    | 89.9%         | 88.0%         | 87.3%         | 89.8%         | 88.6%         |
| 9.0%                                                     | 8.6%       | Administrative operating expense ratio            | 8.7%          | 8.8%          | 8.7%          | 9.1%          | 9.4%          |
|                                                          |            | Persistency ratio                                 | 93.3%         | 95.8%         | 95.6%         | 94.7%         | 94.3%         |
| Group Disability Insurance (1):                          |            |                                                   |               |               |               |               |               |
| 1,145                                                    | 1,032      | Gross premiums, policy charges and fee income (3) | 241           | 297           | 271           | 303           | 274           |
| 1,121                                                    | 995        | Earned premiums, policy charges and fee income    | 231           | 290           | 271           | 291           | 269           |
| 88.9%                                                    | 87.2%      | Benefits ratio                                    | 90.0%         | 86.2%         | 85.6%         | 93.5%         | 90.3%         |
| 18.3%                                                    | 19.8%      | Administrative operating expense ratio            | 20.8%         | 17.9%         | 18.1%         | 17.5%         | 20.1%         |
|                                                          |            | Persistency ratio                                 | 85.6%         | 94.5%         | 93.6%         | 92.3%         | 90.9%         |

- (1) Group disability amounts include long-term care products.  
(2) As of end of period.  
(3) Before returns of premiums to participating policyholders for favorable claims experience.

DEFERRED POLICY ACQUISITION COSTS & DEFERRED SALES INDUCEMENTS - INDIVIDUAL ANNUITIES, INDIVIDUAL LIFE AND GROUP INSURANCE  
(in millions)

| Year-to-date                             |              |                                                          | 2008         | 2009         |              |              |              |
|------------------------------------------|--------------|----------------------------------------------------------|--------------|--------------|--------------|--------------|--------------|
| 2009                                     | 2008         |                                                          | 4Q           | 1Q           | 2Q           | 3Q           | 4Q           |
| <i>DEFERRED POLICY ACQUISITION COSTS</i> |              |                                                          |              |              |              |              |              |
| INDIVIDUAL ANNUITIES:                    |              |                                                          |              |              |              |              |              |
| 2,329                                    | 1,976        | Beginning balance                                        | 2,294        | 2,329        | 1,580        | 1,943        | 2,111        |
| 953                                      | 597          | Capitalization                                           | 130          | 132          | 197          | 327          | 297          |
| (505)                                    | (379)        | Amortization - operating results                         | (119)        | (862)        | 355          | (11)         | 13           |
| 23                                       | 10           | Amortization - realized investment gains and losses      | (10)         | 2            | 11           | 10           | —            |
| (351)                                    | 125          | Impact of unrealized (gains) or losses on AFS securities | 34           | (21)         | (200)        | (158)        | 28           |
| <u>2,449</u>                             | <u>2,329</u> | Ending balance                                           | <u>2,329</u> | <u>1,580</u> | <u>1,943</u> | <u>2,111</u> | <u>2,449</u> |
| INDIVIDUAL LIFE INSURANCE:               |              |                                                          |              |              |              |              |              |
| 4,226                                    | 3,855        | Beginning balance                                        | 4,207        | 4,226        | 4,270        | 4,142        | 4,150        |
| 491                                      | 445          | Capitalization                                           | 113          | 115          | 128          | 124          | 124          |
| (186)                                    | (372)        | Amortization - operating results                         | (218)        | (128)        | (69)         | 102          | (91)         |
| —                                        | —            | Amortization - realized investment gains and losses      | —            | —            | —            | —            | —            |
| (352)                                    | 298          | Impact of unrealized (gains) or losses on AFS securities | 124          | 57           | (187)        | (218)        | (4)          |
| <u>4,179</u>                             | <u>4,226</u> | Ending balance                                           | <u>4,226</u> | <u>4,270</u> | <u>4,142</u> | <u>4,150</u> | <u>4,179</u> |
| GROUP INSURANCE:                         |              |                                                          |              |              |              |              |              |
| 347                                      | 321          | Beginning balance                                        | 338          | 347          | 349          | 352          | 367          |
| 46                                       | 41           | Capitalization                                           | 13           | 10           | 8            | 19           | 9            |
| (22)                                     | (15)         | Amortization - operating results                         | (4)          | (8)          | (5)          | (4)          | (5)          |
| —                                        | —            | Amortization - realized investment gains and losses      | —            | —            | —            | —            | —            |
| —                                        | —            | Impact of unrealized losses on AFS securities            | —            | —            | —            | —            | —            |
| <u>371</u>                               | <u>347</u>   | Ending balance                                           | <u>347</u>   | <u>349</u>   | <u>352</u>   | <u>367</u>   | <u>371</u>   |
| <i>DEFERRED SALES INDUCEMENTS</i>        |              |                                                          |              |              |              |              |              |
| INDIVIDUAL ANNUITIES:                    |              |                                                          |              |              |              |              |              |
| 1,023                                    | 798          | Beginning balance                                        | 984          | 1,023        | 807          | 983          | 1,016        |
| 391                                      | 334          | Capitalization                                           | 74           | 66           | 82           | 130          | 113          |
| (221)                                    | (96)         | Amortization - operating results                         | (13)         | (281)        | 84           | (15)         | (9)          |
| 24                                       | (13)         | Amortization - realized investment gains and losses      | (22)         | (1)          | 10           | 10           | 5            |
| (100)                                    | —            | Impact of unrealized (gains) or losses on AFS securities | —            | —            | —            | (92)         | (8)          |
| —                                        | —            | Other                                                    | —            | —            | —            | —            | —            |
| <u>1,117</u>                             | <u>1,023</u> | Ending balance                                           | <u>1,023</u> | <u>807</u>   | <u>983</u>   | <u>1,016</u> | <u>1,117</u> |



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

| Year-to-date               |         | %      |                                                      | 2008  | 2009  |       |       |       |  |
|----------------------------|---------|--------|------------------------------------------------------|-------|-------|-------|-------|-------|--|
| 2009                       | 2008    | Change |                                                      | 4Q    | 1Q    | 2Q    | 3Q    | 4Q    |  |
| Revenues (1):              |         |        |                                                      |       |       |       |       |       |  |
| 7,878                      | 6,833   | 15%    | Premiums                                             | 1,698 | 1,899 | 1,911 | 2,015 | 2,053 |  |
| 374                        | 342     | 9%     | Policy charges and fee income                        | 90    | 99    | 91    | 90    | 94    |  |
| 2,176                      | 2,006   | 8%     | Net investment income                                | 527   | 534   | 509   | 566   | 567   |  |
| 460                        | 266     | 73%    | Asset management fees, commissions and other income  | (217) | 106   | 130   | 105   | 119   |  |
| 10,888                     | 9,447   | 15%    | Total revenues                                       | 2,098 | 2,638 | 2,641 | 2,776 | 2,833 |  |
| Benefits and Expenses (1): |         |        |                                                      |       |       |       |       |       |  |
| 6,139                      | 5,377   | 14%    | Insurance and annuity benefits                       | 1,325 | 1,501 | 1,465 | 1,572 | 1,601 |  |
| 480                        | 416     | 15%    | Interest credited to policyholders' account balances | 109   | 119   | 110   | 123   | 128   |  |
| 4                          | 9       | -56%   | Interest expense                                     | 2     | 1     | 1     | 1     | 1     |  |
| (1,248)                    | (1,173) | -6%    | Deferral of acquisition costs                        | (299) | (309) | (299) | (302) | (338) |  |
| 798                        | 638     | 25%    | Amortization of acquisition costs                    | 182   | 202   | 214   | 175   | 207   |  |
| 2,829                      | 2,765   | 2%     | General and administrative expenses                  | 778   | 689   | 669   | 694   | 777   |  |
| 9,002                      | 8,032   | 12%    | Total benefits and expenses                          | 2,097 | 2,203 | 2,160 | 2,263 | 2,376 |  |
| 1,886                      | 1,415   | 33%    | Adjusted operating income before income taxes        | 1     | 435   | 481   | 513   | 457   |  |

- (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 include revenues representing equity in earnings of operating joint ventures. Benefits and expenses exclude charges related to realized investment gains, net of losses and change in experience-rated contractholder liabilities due to asset value changes and include charges for income attributable to non controlling interests.

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

|                                                      | Twelve Months Ended December 31, 2009                            |                                                            |                                                |                              | Quarter Ended December 31, 2009                                  |                                                            |                                                |                              |
|------------------------------------------------------|------------------------------------------------------------------|------------------------------------------------------------|------------------------------------------------|------------------------------|------------------------------------------------------------------|------------------------------------------------------------|------------------------------------------------|------------------------------|
|                                                      | Total<br>International<br>Insurance &<br>Investments<br>Division | International<br>Insurance -<br>Life Planner<br>Operations | International<br>Insurance -<br>Gibraltar Life | International<br>Investments | Total<br>International<br>Insurance &<br>Investments<br>Division | International<br>Insurance -<br>Life Planner<br>Operations | International<br>Insurance -<br>Gibraltar Life | International<br>Investments |
| Revenues (1):                                        |                                                                  |                                                            |                                                |                              |                                                                  |                                                            |                                                |                              |
| Premiums                                             | 7,878                                                            | 5,018                                                      | 2,860                                          | —                            | 2,053                                                            | 1,302                                                      | 751                                            | —                            |
| Policy charges and fee income                        | 374                                                              | 295                                                        | 79                                             | —                            | 94                                                               | 74                                                         | 20                                             | —                            |
| Net investment income                                | 2,176                                                            | 1,069                                                      | 1,089                                          | 18                           | 567                                                              | 285                                                        | 279                                            | 3                            |
| Asset management fees, commissions and other income  | 460                                                              | 61                                                         | (5)                                            | 404                          | 119                                                              | 5                                                          | 12                                             | 102                          |
| Total revenues                                       | 10,888                                                           | 6,443                                                      | 4,023                                          | 422                          | 2,833                                                            | 1,666                                                      | 1,062                                          | 105                          |
| Benefits and Expenses (1):                           |                                                                  |                                                            |                                                |                              |                                                                  |                                                            |                                                |                              |
| Insurance and annuity benefits                       | 6,139                                                            | 3,901                                                      | 2,238                                          | —                            | 1,601                                                            | 1,013                                                      | 588                                            | —                            |
| Interest credited to policyholders' account balances | 480                                                              | 186                                                        | 294                                            | —                            | 128                                                              | 49                                                         | 79                                             | —                            |
| Interest expense                                     | 4                                                                | 3                                                          | 1                                              | —                            | 1                                                                | 1                                                          | —                                              | —                            |
| Deferral of acquisition costs                        | (1,248)                                                          | (866)                                                      | (382)                                          | —                            | (338)                                                            | (239)                                                      | (99)                                           | —                            |
| Amortization of acquisition costs                    | 798                                                              | 540                                                        | 258                                            | —                            | 207                                                              | 141                                                        | 66                                             | —                            |
| General and administrative expenses                  | 2,829                                                            | 1,458                                                      | 992                                            | 379                          | 777                                                              | 399                                                        | 277                                            | 101                          |
| Total benefits and expenses                          | 9,002                                                            | 5,222                                                      | 3,401                                          | 379                          | 2,376                                                            | 1,364                                                      | 911                                            | 101                          |
| Adjusted operating income before income taxes        | 1,886                                                            | 1,221                                                      | 622                                            | 43                           | 457                                                              | 302                                                        | 151                                            | 4                            |
|                                                      |                                                                  |                                                            |                                                |                              |                                                                  |                                                            |                                                |                              |
|                                                      | Twelve Months Ended December 31, 2008                            |                                                            |                                                |                              | Quarter Ended December 31, 2008                                  |                                                            |                                                |                              |
|                                                      | Total<br>International<br>Insurance &<br>Investments<br>Division | International<br>Insurance -<br>Life Planner<br>Operations | International<br>Insurance -<br>Gibraltar Life | International<br>Investments | Total<br>International<br>Insurance &<br>Investments<br>Division | International<br>Insurance -<br>Life Planner<br>Operations | International<br>Insurance -<br>Gibraltar Life | International<br>Investments |
| Revenues (1):                                        |                                                                  |                                                            |                                                |                              |                                                                  |                                                            |                                                |                              |
| Premiums                                             | 6,833                                                            | 4,710                                                      | 2,123                                          | —                            | 1,698                                                            | 1,158                                                      | 540                                            | —                            |
| Policy charges and fee income                        | 342                                                              | 271                                                        | 71                                             | —                            | 90                                                               | 71                                                         | 19                                             | —                            |
| Net investment income                                | 2,006                                                            | 962                                                        | 995                                            | 49                           | 527                                                              | 249                                                        | 266                                            | 12                           |
| Asset management fees, commissions and other income  | 266                                                              | 79                                                         | (26)                                           | 213                          | (217)                                                            | 16                                                         | (14)                                           | (219)                        |
| Total revenues                                       | 9,447                                                            | 6,022                                                      | 3,163                                          | 262                          | 2,098                                                            | 1,494                                                      | 811                                            | (207)                        |
| Benefits and Expenses (1):                           |                                                                  |                                                            |                                                |                              |                                                                  |                                                            |                                                |                              |
| Insurance and annuity benefits                       | 5,377                                                            | 3,738                                                      | 1,639                                          | —                            | 1,325                                                            | 921                                                        | 404                                            | —                            |
| Interest credited to policyholders' account balances | 416                                                              | 167                                                        | 249                                            | —                            | 109                                                              | 42                                                         | 67                                             | —                            |
| Interest expense                                     | 9                                                                | 13                                                         | (8)                                            | 4                            | 2                                                                | 4                                                          | (2)                                            | —                            |
| Deferral of acquisition costs                        | (1,173)                                                          | (837)                                                      | (336)                                          | —                            | (299)                                                            | (213)                                                      | (86)                                           | —                            |
| Amortization of acquisition costs                    | 638                                                              | 455                                                        | 183                                            | —                            | 182                                                              | 129                                                        | 53                                             | —                            |
| General and administrative expenses                  | 2,765                                                            | 1,361                                                      | 814                                            | 590                          | 778                                                              | 350                                                        | 215                                            | 213                          |
| Total benefits and expenses                          | 8,032                                                            | 4,897                                                      | 2,541                                          | 594                          | 2,097                                                            | 1,233                                                      | 651                                            | 213                          |
| Adjusted operating income (loss) before income taxes | 1,415                                                            | 1,125                                                      | 622                                            | (332)                        | 1                                                                | 261                                                        | 160                                            | (420)                        |

- (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 include revenues representing equity in earnings of operating joint ventures. Benefits and expenses exclude charges related to realized investment gains, net of losses and change in experience-rated contractholder liabilities due to asset value changes and include charges for income attributable to non controlling interests.

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

| Year-to-date                                      |          |                                                                                     | 2008     | 2009     |          |          |          |
|---------------------------------------------------|----------|-------------------------------------------------------------------------------------|----------|----------|----------|----------|----------|
| 2009                                              | 2008     |                                                                                     | 4Q       | 1Q       | 2Q       | 3Q       | 4Q       |
| <b>Japanese Yen Basis Results:</b>                |          |                                                                                     |          |          |          |          |          |
| Revenues (1):                                     |          |                                                                                     |          |          |          |          |          |
| ¥467,435                                          | ¥445,941 | Japanese insurance operations excluding Gibraltar Life                              | ¥110,212 | ¥124,975 | ¥114,650 | ¥114,616 | ¥113,194 |
| 385,922                                           | 335,854  | Gibraltar Life                                                                      | 83,070   | 84,867   | 99,223   | 105,163  | 96,669   |
| 853,357                                           | 781,795  | Total revenues, Japan, yen basis                                                    | 193,282  | 209,842  | 213,873  | 219,779  | 209,863  |
| Benefits and Expenses (1):                        |          |                                                                                     |          |          |          |          |          |
| 369,581                                           | 345,982  | Japanese insurance operations excluding Gibraltar Life                              | 86,952   | 101,197  | 88,419   | 88,816   | 91,149   |
| 319,933                                           | 268,927  | Gibraltar Life                                                                      | 66,538   | 70,551   | 82,573   | 84,509   | 82,300   |
| 689,514                                           | 614,909  | Total benefits and expenses, Japan, yen basis                                       | 153,490  | 171,748  | 170,992  | 173,325  | 173,449  |
| Adjusted operating income (2):                    |          |                                                                                     |          |          |          |          |          |
| 97,854                                            | 99,959   | Japanese insurance operations excluding Gibraltar Life                              | 23,260   | 23,778   | 26,231   | 25,800   | 22,045   |
| 65,989                                            | 66,927   | Gibraltar Life                                                                      | 16,532   | 14,316   | 16,650   | 20,654   | 14,369   |
| ¥163,843                                          | ¥166,886 | Total adjusted operating income, Japan, yen basis                                   | ¥ 39,792 | ¥ 38,094 | ¥ 42,881 | ¥ 46,454 | ¥ 36,414 |
| <b>U.S. Dollar adjusted operating income (3):</b> |          |                                                                                     |          |          |          |          |          |
| \$ 974                                            | \$ 943   | Japanese insurance operations excluding Gibraltar Life                              | \$ 224   | \$ 237   | \$ 257   | \$ 254   | \$ 226   |
| 622                                               | 622      | Gibraltar Life                                                                      | 160      | 131      | 150      | 190      | 151      |
| 1,596                                             | 1,565    | Total adjusted operating income, Japan, U.S. dollar basis                           | 384      | 368      | 407      | 444      | 377      |
| 247                                               | 182      | All other countries (4)                                                             | 37       | 57       | 58       | 56       | 76       |
| \$ 1,843                                          | \$ 1,747 | Total adjusted operating income, International Insurance segment, U.S. dollar basis | \$ 421   | \$ 425   | \$ 465   | \$ 500   | \$ 453   |

- (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 include revenues representing equity in earnings of operating joint ventures. Benefits and expenses exclude charges related to realized investment gains, net of losses and change in experience-rated contractholder liabilities due to asset value changes and include charges for income attributable to non controlling interests.
- (2) Adjusted operating income on yen basis excludes impact of currency hedging.
- (3) U.S. dollar adjusted operating income includes impact of currency hedging.
- (4) Results include corporate management and development expenses incurred in the U.S. related to Japanese Insurance operations excluding Gibraltar Life.

INTERNATIONAL INSURANCE AND INVESTMENTS DIVISION - SALES RESULTS AND SUPPLEMENTARY INFORMATION  
(in millions)

| Year-to-date                                              |              |                                 | 2008         | 2009         |              |              |              |
|-----------------------------------------------------------|--------------|---------------------------------|--------------|--------------|--------------|--------------|--------------|
| 2009                                                      | 2008         |                                 | 4Q           | 1Q           | 2Q           | 3Q           | 4Q           |
| <b>INTERNATIONAL INSURANCE OPERATING DATA:</b>            |              |                                 |              |              |              |              |              |
| <b>Actual exchange rate basis (1):</b>                    |              |                                 |              |              |              |              |              |
| Net premiums, policy charges and fee income:              |              |                                 |              |              |              |              |              |
| 4,046                                                     | 3,575        | Japan, excluding Gibraltar Life | 924          | 1,084        | 963          | 980          | 1,019        |
| 2,939                                                     | 2,194        | Gibraltar Life                  | 559          | 635          | 731          | 802          | 771          |
| 1,267                                                     | 1,406        | All other countries             | 305          | 279          | 308          | 323          | 357          |
| <u>8,252</u>                                              | <u>7,175</u> | Total                           | <u>1,788</u> | <u>1,998</u> | <u>2,002</u> | <u>2,105</u> | <u>2,147</u> |
| Annualized new business premiums:                         |              |                                 |              |              |              |              |              |
| 577                                                       | 531          | Japan, excluding Gibraltar Life | 123          | 173          | 122          | 138          | 144          |
| 568                                                       | 454          | Gibraltar Life                  | 101          | 113          | 147          | 149          | 159          |
| 256                                                       | 244          | All other countries             | 54           | 47           | 59           | 67           | 83           |
| <u>1,401</u>                                              | <u>1,229</u> | Total                           | <u>278</u>   | <u>333</u>   | <u>328</u>   | <u>354</u>   | <u>386</u>   |
| Annualized new business premiums by distribution channel: |              |                                 |              |              |              |              |              |
| 833                                                       | 775          | Life Planners                   | 177          | 220          | 181          | 205          | 227          |
| 436                                                       | 400          | Gibraltar Life Advisors         | 89           | 92           | 122          | 111          | 111          |
| 132                                                       | 54           | Banks                           | 12           | 21           | 25           | 38           | 48           |
| <u>1,401</u>                                              | <u>1,229</u> | Total                           | <u>278</u>   | <u>333</u>   | <u>328</u>   | <u>354</u>   | <u>386</u>   |
| <b>Constant exchange rate basis (2):</b>                  |              |                                 |              |              |              |              |              |
| Net premiums, policy charges and fee income:              |              |                                 |              |              |              |              |              |
| 3,877                                                     | 3,684        | Japan, excluding Gibraltar Life | 899          | 1,043        | 951          | 938          | 945          |
| 2,780                                                     | 2,327        | Gibraltar Life                  | 571          | 585          | 721          | 771          | 703          |
| 1,468                                                     | 1,432        | All other countries             | 375          | 359          | 359          | 365          | 385          |
| <u>8,125</u>                                              | <u>7,443</u> | Total                           | <u>1,845</u> | <u>1,987</u> | <u>2,031</u> | <u>2,074</u> | <u>2,033</u> |
| Annualized new business premiums:                         |              |                                 |              |              |              |              |              |
| 556                                                       | 548          | Japan, excluding Gibraltar Life | 122          | 169          | 120          | 132          | 135          |
| 557                                                       | 469          | Gibraltar Life                  | 102          | 108          | 149          | 149          | 151          |
| 291                                                       | 245          | All other countries             | 64           | 60           | 66           | 76           | 89           |
| <u>1,404</u>                                              | <u>1,262</u> | Total                           | <u>288</u>   | <u>337</u>   | <u>335</u>   | <u>357</u>   | <u>375</u>   |
| Annualized new business premiums by distribution channel: |              |                                 |              |              |              |              |              |
| 847                                                       | 793          | Life Planners                   | 186          | 229          | 186          | 208          | 224          |
| 425                                                       | 414          | Gibraltar Life Advisors         | 90           | 87           | 124          | 110          | 104          |
| 132                                                       | 55           | Banks                           | 12           | 21           | 25           | 39           | 47           |
| <u>1,404</u>                                              | <u>1,262</u> | Total                           | <u>288</u>   | <u>337</u>   | <u>335</u>   | <u>357</u>   | <u>375</u>   |

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

(2) Foreign denominated activity translated to U.S. dollars at uniform exchange rates for all periods presented, including Japanese yen 99 per U.S. dollar; Korean won 1040 per U.S. dollar. U.S. denominated activity is included based on the amounts as transacted in U.S. dollars.

INTERNATIONAL INSURANCE AND INVESTMENTS DIVISION - SALES RESULTS AND SUPPLEMENTARY INFORMATION

|                                                                                    | <u>2008</u><br><u>4Q</u> | <u>2009</u><br><u>1Q</u> | <u>2Q</u>    | <u>3Q</u>    | <u>4Q</u>    |
|------------------------------------------------------------------------------------|--------------------------|--------------------------|--------------|--------------|--------------|
| Face amount of individual policies in force at end of period (in billions) (1)(2): |                          |                          |              |              |              |
| (Constant exchange rate basis)                                                     |                          |                          |              |              |              |
| Japan, excluding Gibraltar Life                                                    | 264                      | 266                      | 267          | 269          | 270          |
| Gibraltar Life                                                                     | 196                      | 195                      | 193          | 198          | 198          |
| All other countries                                                                | 101                      | 102                      | 103          | 104          | 106          |
| Total                                                                              | <u>561</u>               | <u>563</u>               | <u>563</u>   | <u>571</u>   | <u>574</u>   |
| Number of individual policies in force at end of period (in thousands) (2):        |                          |                          |              |              |              |
| Japan, excluding Gibraltar Life                                                    | 2,313                    | 2,353                    | 2,373        | 2,400        | 2,425        |
| Gibraltar Life                                                                     | 3,796                    | 3,787                    | 3,760        | 3,894        | 3,897        |
| All other countries                                                                | 1,348                    | 1,359                    | 1,375        | 1,402        | 1,434        |
| Total                                                                              | <u>7,457</u>             | <u>7,499</u>             | <u>7,508</u> | <u>7,696</u> | <u>7,756</u> |
| International life insurance policy persistency:                                   |                          |                          |              |              |              |
| <u>Excluding Gibraltar Life:</u>                                                   |                          |                          |              |              |              |
| 13 months                                                                          | 92.6%                    | 92.2%                    | 91.8%        | 91.5%        | 91.6%        |
| 25 months                                                                          | 86.2%                    | 85.0%                    | 84.7%        | 84.2%        | 84.6%        |
| <u>Gibraltar Life:</u>                                                             |                          |                          |              |              |              |
| 13 months                                                                          | 91.1%                    | 91.2%                    | 91.2%        | 91.1%        | 91.6%        |
| 25 months                                                                          | 84.0%                    | 83.4%                    | 83.1%        | 83.2%        | 83.6%        |
| Number of Life Planners at end of period:                                          |                          |                          |              |              |              |
| Japan                                                                              | 3,071                    | 3,078                    | 2,987        | 3,043        | 3,094        |
| All other countries                                                                | <u>3,294</u>             | <u>3,319</u>             | <u>3,388</u> | <u>3,441</u> | <u>3,515</u> |
| Total life planners                                                                | <u>6,365</u>             | <u>6,397</u>             | <u>6,375</u> | <u>6,484</u> | <u>6,609</u> |
| Gibraltar Life Advisors                                                            | 6,330                    | 6,170                    | 6,376        | 6,060        | 6,398        |

- (1) Foreign denominated activity translated to U.S. dollars at uniform exchange rates for all periods presented, including Japanese yen 99 per U.S. dollar; Korean won 1040 per U.S. dollar. U.S. denominated activity is included based on the amounts as transacted in U.S. dollars.
- (2) Direct business only; policy count includes annuities.

INVESTMENT PORTFOLIO COMPOSITION  
(in millions)

|                                                                        | December 31, 2009      |                       |                               |            | December 31, 2008      |                       |                               |            |
|------------------------------------------------------------------------|------------------------|-----------------------|-------------------------------|------------|------------------------|-----------------------|-------------------------------|------------|
|                                                                        | Consolidated Portfolio | Closed Block Business | Financial Services Businesses |            | Consolidated Portfolio | Closed Block Business | Financial Services Businesses |            |
|                                                                        |                        |                       | Amount                        | % of Total |                        |                       | Amount                        | % of Total |
| Fixed maturities:                                                      |                        |                       |                               |            |                        |                       |                               |            |
| Public, available for sale, at fair value                              | 140,805                | 29,537                | 111,268                       | 58.4%      | 126,149                | 27,424                | 98,725                        | 57.5%      |
| Public, held to maturity, at amortized cost                            | 4,009                  | —                     | 4,009                         | 2.1%       | 3,002                  | —                     | 3,002                         | 1.7%       |
| Private, available for sale, at fair value                             | 32,418                 | 12,994                | 19,424                        | 10.2%      | 30,047                 | 11,479                | 18,568                        | 10.8%      |
| Private, held to maturity, at amortized cost                           | 1,111                  | —                     | 1,111                         | 0.6%       | 806                    | —                     | 806                           | 0.5%       |
| Trading account assets supporting insurance liabilities, at fair value | 16,020                 | —                     | 16,020                        | 8.4%       | 13,875                 | —                     | 13,875                        | 8.1%       |
| Other trading account assets, at fair value (1)                        | 1,783                  | 167                   | 1,616                         | 0.8%       | 848                    | 120                   | 728                           | 0.4%       |
| Equity securities, available for sale, at fair value                   | 6,883                  | 3,085                 | 3,798                         | 2.0%       | 6,059                  | 2,400                 | 3,659                         | 2.1%       |
| Commercial loans                                                       | 29,644                 | 8,363                 | 21,281                        | 11.2%      | 30,840                 | 8,748                 | 22,092                        | 12.9%      |
| Policy loans                                                           | 10,146                 | 5,418                 | 4,728                         | 2.5%       | 9,703                  | 5,423                 | 4,280                         | 2.5%       |
| Other long-term investments (2)                                        | 4,356                  | 1,545                 | 2,811                         | 1.5%       | 4,664                  | 1,629                 | 3,035                         | 1.8%       |
| Short-term investments (3)                                             | 5,640                  | 1,338                 | 4,302                         | 2.3%       | 4,358                  | 1,484                 | 2,874                         | 1.7%       |
| Subtotal (4)                                                           | 252,815                | 62,447                | 190,368                       | 100.0%     | 230,351                | 58,707                | 171,644                       | 100.0%     |
| Invested assets of other entities and operations (5)                   | 7,737                  | —                     | 7,737                         |            | 11,674                 | —                     | 11,674                        |            |
| Total investments                                                      | 260,552                | 62,447                | 198,105                       |            | 242,025                | 58,707                | 183,318                       |            |

Fixed Maturities by Credit Quality (4):

|                                                   | December 31, 2009             |                        |                         |            |            | December 31, 2008             |                        |                         |            |            |
|---------------------------------------------------|-------------------------------|------------------------|-------------------------|------------|------------|-------------------------------|------------------------|-------------------------|------------|------------|
|                                                   | Financial Services Businesses |                        |                         |            |            | Financial Services Businesses |                        |                         |            |            |
|                                                   | Amortized Cost                | Gross Unrealized Gains | Gross Unrealized Losses | Fair Value | % of Total | Amortized Cost                | Gross Unrealized Gains | Gross Unrealized Losses | Fair Value | % of Total |
| Public Fixed Maturities:                          |                               |                        |                         |            |            |                               |                        |                         |            |            |
| NAIC Rating (6)                                   |                               |                        |                         |            |            |                               |                        |                         |            |            |
| 1                                                 | 94,368                        | 3,767                  | 1,845                   | 96,290     | 83.5%      | 85,474                        | 4,228                  | 4,425                   | 85,277     | 83.8%      |
| 2                                                 | 14,682                        | 699                    | 790                     | 14,591     | 12.7%      | 15,573                        | 163                    | 2,893                   | 12,843     | 12.6%      |
| Subtotal - High or Highest Quality Securities (7) | 109,050                       | 4,466                  | 2,635                   | 110,881    | 96.2%      | 101,047                       | 4,391                  | 7,318                   | 98,120     | 96.4%      |
| 3                                                 | 2,743                         | 44                     | 314                     | 2,473      | 2.1%       | 3,009                         | 16                     | 800                     | 2,225      | 2.2%       |
| 4                                                 | 1,657                         | 22                     | 345                     | 1,334      | 1.2%       | 1,639                         | 2                      | 565                     | 1,076      | 1.1%       |
| 5                                                 | 685                           | 19                     | 202                     | 502        | 0.4%       | 379                           | 14                     | 123                     | 270        | 0.3%       |
| 6                                                 | 197                           | 25                     | 69                      | 153        | 0.1%       | 36                            | 4                      | 4                       | 36         | 0.0%       |
| Subtotal - Other Securities                       | 5,282                         | 110                    | 930                     | 4,462      | 3.8%       | 5,063                         | 36                     | 1,492                   | 3,607      | 3.6%       |
| Total                                             | 114,332                       | 4,576                  | 3,565                   | 115,343    | 100.0%     | 106,110                       | 4,427                  | 8,810                   | 101,727    | 100.0%     |

Private Fixed Maturities:

|                                                   |        |     |     |        |        |        |     |       |        |        |
|---------------------------------------------------|--------|-----|-----|--------|--------|--------|-----|-------|--------|--------|
| NAIC Rating (6)                                   |        |     |     |        |        |        |     |       |        |        |
| 1                                                 | 5,795  | 259 | 121 | 5,933  | 28.9%  | 6,284  | 112 | 408   | 5,988  | 30.9%  |
| 2                                                 | 10,510 | 454 | 379 | 10,585 | 51.5%  | 11,341 | 92  | 1,310 | 10,123 | 52.2%  |
| Subtotal - High or Highest Quality Securities (7) | 16,305 | 713 | 500 | 16,518 | 80.4%  | 17,625 | 204 | 1,718 | 16,111 | 83.1%  |
| 3                                                 | 2,267  | 50  | 131 | 2,186  | 10.6%  | 2,405  | 24  | 381   | 2,048  | 10.5%  |
| 4                                                 | 1,193  | 18  | 118 | 1,093  | 5.3%   | 1,037  | 14  | 244   | 807    | 4.2%   |
| 5                                                 | 482    | 6   | 36  | 452    | 2.2%   | 283    | 7   | 59    | 231    | 1.2%   |
| 6                                                 | 313    | 24  | 39  | 298    | 1.5%   | 232    | 8   | 39    | 201    | 1.0%   |
| Subtotal - Other Securities                       | 4,255  | 98  | 324 | 4,029  | 19.6%  | 3,957  | 53  | 723   | 3,287  | 16.9%  |
| Total                                             | 20,560 | 811 | 824 | 20,547 | 100.0% | 21,582 | 257 | 2,441 | 19,398 | 100.0% |

- (1) Other trading account assets, at fair value includes \$466 million of asset-backed securities purchased under the Federal Reserve's Term Asset-Backed Securities Loan Facility, which are predominately financed by non-recourse borrowings under the program.
- (2) Other long-term investments consist of real estate and non-real estate related investments in joint ventures (other than our investment in operating joint ventures, which includes our investment in Wachovia Securities as of December 31, 2008) and partnerships, investment real estate held through direct ownership, and other miscellaneous investments.
- (3) Short-term investments have virtually no sub-prime exposure.
- (4) Excludes (i) assets of our securities brokerage, securities trading, banking operations and real estate and relocation services, (ii) assets of our asset management operations, including assets managed for third parties, and (iii) those assets classified as "separate account assets" on our balance sheet.
- (5) Includes invested assets of securities brokerage, trading, banking operations, real estate and relocation services, and asset management operations. Excludes assets of our asset management operations managed for third parties and those assets classified as "separate account assets" on our balance sheet.
- (6) Reflects equivalent ratings for investments of the international insurance operations. Includes, as of December 31, 2009 and December 31, 2008, respectively, 157 securities with amortized cost of \$1,294 million (fair value \$1,299 million) and 142 securities with amortized cost of \$1,214 million (fair value, \$1,054 million) that have been categorized based on expected NAIC designations pending receipt of SVO ratings.
- (7) As a result of the NAIC rating methodology for non-agency residential mortgage-backed securities, may include certain securities rated BB and below by external rating agencies as of December 31, 2009.

FINANCIAL SERVICES BUSINESSES INVESTMENT PORTFOLIO COMPOSITION  
(in millions)

|                                                                        | December 31, 2009 |               | December 31, 2008 |               |
|------------------------------------------------------------------------|-------------------|---------------|-------------------|---------------|
|                                                                        | Amount            | % of Total    | Amount            | % of Total    |
| <b>Japanese Insurance Operations:</b>                                  |                   |               |                   |               |
| Fixed maturities:                                                      |                   |               |                   |               |
| Public, available for sale, at fair value                              | 50,406            | 73.0%         | 42,223            | 70.6%         |
| Public, held to maturity, at amortized cost                            | 4,009             | 5.8%          | 3,002             | 5.0%          |
| Private, available for sale, at fair value                             | 2,671             | 3.9%          | 2,803             | 4.7%          |
| Private, held to maturity, at amortized cost                           | 1,111             | 1.6%          | 806               | 1.3%          |
| Trading account assets supporting insurance liabilities, at fair value | 1,236             | 1.8%          | 1,077             | 1.8%          |
| Other trading account assets, at fair value                            | 804               | 1.2%          | 519               | 0.9%          |
| Equity securities, available for sale, at fair value                   | 1,508             | 2.2%          | 2,071             | 3.5%          |
| Commercial loans                                                       | 3,675             | 5.3%          | 3,373             | 5.6%          |
| Policy loans                                                           | 1,760             | 2.5%          | 1,547             | 2.6%          |
| Other long-term investments (1)                                        | 1,524             | 2.2%          | 2,143             | 3.6%          |
| Short-term investments                                                 | 313               | 0.5%          | 266               | 0.4%          |
| Total                                                                  | <u>69,017</u>     | <u>100.0%</u> | <u>59,830</u>     | <u>100.0%</u> |

|                                                                                   | December 31, 2009 |               | December 31, 2008 |               |
|-----------------------------------------------------------------------------------|-------------------|---------------|-------------------|---------------|
|                                                                                   | Amount            | % of Total    | Amount            | % of Total    |
| <b>Financial Services Businesses excluding Japanese Insurance Operations (2):</b> |                   |               |                   |               |
| Fixed maturities:                                                                 |                   |               |                   |               |
| Public, available for sale, at fair value                                         | 60,862            | 50.1%         | 56,502            | 50.5%         |
| Public, held to maturity, at amortized cost                                       | —                 | 0.0%          | —                 | 0.0%          |
| Private, available for sale, at fair value                                        | 16,753            | 13.8%         | 15,765            | 14.1%         |
| Private, held to maturity, at amortized cost                                      | —                 | 0.0%          | —                 | 0.0%          |
| Trading account assets supporting insurance liabilities, at fair value            | 14,784            | 12.2%         | 12,798            | 11.5%         |
| Other trading account assets, at fair value                                       | 812               | 0.7%          | 209               | 0.2%          |
| Equity securities, available for sale, at fair value                              | 2,290             | 1.9%          | 1,588             | 1.4%          |
| Commercial loans                                                                  | 17,606            | 14.5%         | 18,719            | 16.7%         |
| Policy loans                                                                      | 2,968             | 2.4%          | 2,733             | 2.5%          |
| Other long-term investments (1)                                                   | 1,287             | 1.1%          | 892               | 0.8%          |
| Short-term investments                                                            | 3,989             | 3.3%          | 2,608             | 2.3%          |
| Total                                                                             | <u>121,351</u>    | <u>100.0%</u> | <u>111,814</u>    | <u>100.0%</u> |

- (1) Other long-term investments consist of real estate and non-real estate related investments in joint ventures and partnerships, investment real estate held through direct ownership, derivatives and other miscellaneous investments.
- (2) Excludes (i) assets of our securities brokerage, securities trading, banking operations and real estate and relocation services, (ii) assets of our asset management operations, including assets managed for third parties, and (iii) those assets classified as “separate account assets” on our balance sheet.

FINANCIAL SERVICES BUSINESSES INVESTMENT RESULTS  
(in millions)

|                                                         | Quarter Ended December 31      |        |                                 |                                |        |                                 |
|---------------------------------------------------------|--------------------------------|--------|---------------------------------|--------------------------------|--------|---------------------------------|
|                                                         | 2009                           |        |                                 | 2008                           |        |                                 |
|                                                         | Investment Income<br>Yield (3) | Amount | Realized<br>Gains /<br>(Losses) | Investment Income<br>Yield (3) | Amount | Realized<br>Gains /<br>(Losses) |
| Financial Services Businesses (1):                      |                                |        |                                 |                                |        |                                 |
| Fixed maturities                                        | 4.39%                          | 1,441  | (36)                            | 4.91%                          | 1,497  | (353)                           |
| Equity securities                                       | 5.85%                          | 50     | 17                              | 4.84%                          | 53     | (685)                           |
| Commercial loans                                        | 5.77%                          | 241    | (49)                            | 5.83%                          | 249    | (34)                            |
| Policy loans                                            | 5.22%                          | 60     | 1                               | 5.05%                          | 51     | —                               |
| Short-term investments and cash equivalents             | 0.39%                          | 10     | —                               | 2.32%                          | 66     | 4                               |
| Other investments                                       | 1.42%                          | 16     | (174)                           | 2.21%                          | 19     | 245                             |
| Gross investment income before investment expenses      | 4.21%                          | 1,818  | (241)                           | 4.78%                          | 1,935  | (823)                           |
| Investment expenses                                     | -0.17%                         | (63)   | —                               | -0.16%                         | (54)   | —                               |
| Subtotal                                                | 4.04%                          | 1,755  | (241)                           | 4.62%                          | 1,881  | (823)                           |
| Investment results of other entities and operations (2) |                                | 306    | (112)                           |                                | 221    | 165                             |
| Less, investment income relating to divested businesses |                                | (2)    |                                 |                                | (3)    |                                 |
| Total                                                   |                                | 2,059  | (353)                           |                                | 2,099  | (658)                           |

|                                                         | Twelve Months Ended December 31 |        |                                 |                                |        |                                 |
|---------------------------------------------------------|---------------------------------|--------|---------------------------------|--------------------------------|--------|---------------------------------|
|                                                         | 2009                            |        |                                 | 2008                           |        |                                 |
|                                                         | Investment Income<br>Yield (3)  | Amount | Realized<br>Gains /<br>(Losses) | Investment Income<br>Yield (3) | Amount | Realized<br>Gains /<br>(Losses) |
| Financial Services Businesses (1):                      |                                 |        |                                 |                                |        |                                 |
| Fixed maturities                                        | 4.54%                           | 5,691  | (822)                           | 4.86%                          | 5,662  | (1,597)                         |
| Equity securities                                       | 6.32%                           | 225    | (402)                           | 5.01%                          | 223    | (941)                           |
| Commercial loans                                        | 5.80%                           | 964    | (270)                           | 6.01%                          | 974    | (37)                            |
| Policy loans                                            | 5.19%                           | 225    | 2                               | 5.24%                          | 208    | —                               |
| Short-term investments and cash equivalents             | 0.54%                           | 66     | 1                               | 2.82%                          | 304    | 4                               |
| Other investments                                       | 3.16%                           | 138    | 171                             | 4.26%                          | 140    | (39)                            |
| Gross investment income before investment expenses      | 4.40%                           | 7,309  | (1,320)                         | 4.87%                          | 7,511  | (2,610)                         |
| Investment expenses                                     | -0.17%                          | (218)  | —                               | -0.16%                         | (295)  | —                               |
| Subtotal                                                | 4.23%                           | 7,091  | (1,320)                         | 4.71%                          | 7,216  | (2,610)                         |
| Investment results of other entities and operations (2) |                                 | 1,152  | (291)                           |                                | 1,244  | 196                             |
| Less, investment income relating to divested businesses |                                 | (12)   |                                 |                                | (30)   |                                 |
| Total                                                   |                                 | 8,231  | (1,611)                         |                                | 8,430  | (2,414)                         |

- (1) Excludes assets of our securities brokerage, securities trading, and banking operations, real estate and relocation services, commercial loans and trading account assets supporting insurance liabilities where the investment results generally accrue to contractholders, assets of our asset management operations, including assets managed for third parties, and those assets classified as “separate account assets” on our balance sheet.
- (2) Includes investment income of securities brokerage, securities trading, banking operations, real estate and relocation services, commercial loans, discontinued real estate operations, and trading account assets supporting insurance liabilities where the investment results generally accrue to contractholders.
- (3) Yields are based on quarterly average carrying values except for fixed maturities, equity securities and securities lending activity. Yields for fixed maturities are based on amortized cost. Yields for equity securities are based on cost. Yields for fixed maturities and short term investment and cash equivalents are calculated net of liabilities and rebate expenses corresponding to securities lending activity. Yields exclude investment income and assets related to commercial loans and trading account assets supporting insurance liabilities where the investment results generally accrue to contractholders and investment income on assets other than those included in invested assets. Prior period yields are presented on a basis consistent with the current presentation.

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

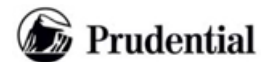
|                                                    | Quarter Ended December 31      |        |                                 |                                |        |                                 |
|----------------------------------------------------|--------------------------------|--------|---------------------------------|--------------------------------|--------|---------------------------------|
|                                                    | 2009                           |        |                                 | 2008                           |        |                                 |
|                                                    | Investment Income<br>Yield (1) | Amount | Realized<br>Gains /<br>(Losses) | Investment Income<br>Yield (1) | Amount | Realized<br>Gains /<br>(Losses) |
| Japanese Insurance Operations:                     |                                |        |                                 |                                |        |                                 |
| Fixed maturities                                   | 2.79%                          | 403    | (79)                            | 3.07%                          | 360    | (23)                            |
| Equity securities                                  | 2.77%                          | 11     | (11)                            | 2.71%                          | 16     | (333)                           |
| Commercial loans                                   | 4.68%                          | 42     | —                               | 4.74%                          | 38     | 1                               |
| Policy loans                                       | 4.02%                          | 18     | —                               | 4.15%                          | 14     | —                               |
| Short-term investments and cash equivalents        | 0.68%                          | 3      | —                               | 2.08%                          | 6      | —                               |
| Other investments                                  | 6.08%                          | 31     | 74                              | 6.66%                          | 37     | 997                             |
| Gross investment income before investment expenses | 2.97%                          | 508    | (16)                            | 3.30%                          | 471    | 642                             |
| Investment expenses                                | -0.17%                         | (30)   | —                               | -0.19%                         | (28)   | —                               |
| Total                                              | 2.80%                          | 478    | (16)                            | 3.11%                          | 443    | 642                             |
| Twelve Months Ended December 31                    |                                |        |                                 |                                |        |                                 |
|                                                    | 2009                           |        |                                 | 2008                           |        |                                 |
|                                                    | Investment Income<br>Yield (1) | Amount | Realized<br>Gains /<br>(Losses) | Investment Income<br>Yield (1) | Amount | Realized<br>Gains /<br>(Losses) |
| Japanese Insurance Operations:                     |                                |        |                                 |                                |        |                                 |
| Fixed maturities                                   | 2.88%                          | 1,519  | (321)                           | 2.95%                          | 1,314  | (130)                           |
| Equity securities                                  | 3.13%                          | 58     | (334)                           | 2.91%                          | 73     | (570)                           |
| Commercial loans                                   | 4.86%                          | 167    | (8)                             | 4.76%                          | 144    | 17                              |
| Policy loans                                       | 3.91%                          | 63     | 2                               | 3.92%                          | 50     | —                               |
| Short-term investments and cash equivalents        | 0.62%                          | 11     | —                               | 2.26%                          | 21     | —                               |
| Other investments                                  | 6.27%                          | 129    | (305)                           | 8.77%                          | 139    | 994                             |
| Gross investment income before investment expenses | 3.07%                          | 1,947  | (966)                           | 3.24%                          | 1,741  | 311                             |
| Investment expenses                                | -0.17%                         | (108)  | —                               | -0.19%                         | (107)  | —                               |
| Total                                              | 2.90%                          | 1,839  | (966)                           | 3.05%                          | 1,634  | 311                             |

- (1) Yields are based on quarterly average carrying values except for fixed maturities, equity securities and securities lending activity. Yields for fixed maturities are based on amortized cost. Yields for equity securities are based on cost. Yields for fixed maturities and short term investments and cash equivalents are calculated net of liabilities and rebate expenses corresponding to securities lending activity. Yields exclude investment income and assets related to trading account assets supporting insurance liabilities where the investment results generally accrue to contractholders and investment income on assets other than those included in invested assets. Prior period yields are presented on a basis consistent with the current presentation.

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

|                                                                            | Quarter Ended December 31       |        |                                 |                                |        |                                 |
|----------------------------------------------------------------------------|---------------------------------|--------|---------------------------------|--------------------------------|--------|---------------------------------|
|                                                                            | 2009                            |        |                                 | 2008                           |        |                                 |
|                                                                            | Investment Income<br>Yield (2)  | Amount | Realized<br>Gains /<br>(Losses) | Investment Income<br>Yield (2) | Amount | Realized<br>Gains /<br>(Losses) |
| Financial Services Businesses excluding Japanese Insurance Operations (1): |                                 |        |                                 |                                |        |                                 |
| Fixed maturities                                                           | 5.64%                           | 1,038  | 43                              | 6.05%                          | 1,137  | (330)                           |
| Equity securities                                                          | 8.61%                           | 39     | 28                              | 7.61%                          | 37     | (352)                           |
| Commercial loans                                                           | 6.07%                           | 199    | (49)                            | 6.08%                          | 211    | (35)                            |
| Policy loans                                                               | 5.94%                           | 42     | 1                               | 5.53%                          | 37     | —                               |
| Short-term investments and cash equivalents                                | 0.33%                           | 7      | —                               | 2.34%                          | 60     | 4                               |
| Other investments                                                          | -2.19%                          | (15)   | (248)                           | -5.31%                         | (18)   | (752)                           |
| Gross investment income before investment expenses                         | 5.03%                           | 1,310  | (225)                           | 5.60%                          | 1,464  | (1,465)                         |
| Investment expenses                                                        | -0.18%                          | (33)   | —                               | -0.15%                         | (26)   | —                               |
| Total                                                                      | 4.85%                           | 1,277  | (225)                           | 5.45%                          | 1,438  | (1,465)                         |
|                                                                            |                                 |        |                                 |                                |        |                                 |
|                                                                            | Twelve Months Ended December 31 |        |                                 |                                |        |                                 |
|                                                                            | 2009                            |        |                                 | 2008                           |        |                                 |
|                                                                            | Investment Income<br>Yield (2)  | Amount | Realized<br>Gains /<br>(Losses) | Investment Income<br>Yield (2) | Amount | Realized<br>Gains /<br>(Losses) |
| Financial Services Businesses excluding Japanese Insurance Operations (1): |                                 |        |                                 |                                |        |                                 |
| Fixed maturities                                                           | 5.73%                           | 4,172  | (501)                           | 6.06%                          | 4,348  | (1,467)                         |
| Equity securities                                                          | 9.84%                           | 167    | (68)                            | 7.73%                          | 150    | (371)                           |
| Commercial loans                                                           | 6.05%                           | 797    | (262)                           | 6.30%                          | 830    | (54)                            |
| Policy loans                                                               | 5.94%                           | 162    | —                               | 5.87%                          | 158    | —                               |
| Short-term investments and cash equivalents                                | 0.53%                           | 55     | 1                               | 2.89%                          | 283    | 4                               |
| Other investments                                                          | 0.39%                           | 9      | 476                             | 0.03%                          | 1      | (1,033)                         |
| Gross investment income before investment expenses                         | 5.22%                           | 5,362  | (354)                           | 5.75%                          | 5,770  | (2,921)                         |
| Investment expenses                                                        | -0.16%                          | (110)  | —                               | -0.15%                         | (188)  | —                               |
| Total                                                                      | 5.06%                           | 5,252  | (354)                           | 5.60%                          | 5,582  | (2,921)                         |

- (1) Excludes assets of our securities brokerage, securities trading, and banking operations, real estate and relocation services, commercial loans and trading account assets supporting insurance liabilities where the investment results generally accrue to contractholders, assets of our asset management operations, including assets managed for third parties, and those assets classified as "separate account assets" on our balance sheet.
- (2) Yields are based on quarterly average carrying values except for fixed maturities, equity securities and securities lending activity. Yields for fixed maturities are based on amortized cost. Yields for equity securities are based on cost. Yields for fixed maturities and short term investment and cash equivalents are calculated net of liabilities and rebate expenses corresponding to securities lending activity. Yields exclude investment income and assets related to commercial loans and trading account assets supporting insurance liabilities where the investment results generally accrue to contractholders and investment income on assets other than those included in invested assets. Prior periods yields are presented on a basis consistent with the current presentation.



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

| Year ended<br>31-Dec<br>2007 |                                                                                                                 | 2008  |       |       |         | 2009  |       |       |
|------------------------------|-----------------------------------------------------------------------------------------------------------------|-------|-------|-------|---------|-------|-------|-------|
|                              |                                                                                                                 | 1Q    | 2Q    | 3Q    | 4Q      | 1Q    | 2Q    | 3Q    |
|                              | Revenues (1):                                                                                                   |       |       |       |         |       |       |       |
| 10,794                       | Premiums                                                                                                        | 3,102 | 2,961 | 2,798 | 2,997   | 3,261 | 3,320 | 3,361 |
| 3,122                        | Policy charges and fee income                                                                                   | 824   | 809   | 709   | 781     | 734   | 766   | 693   |
| 8,200                        | Net investment income                                                                                           | 2,110 | 2,145 | 2,076 | 2,099   | 2,064 | 2,053 | 2,055 |
| 4,348                        | Asset management fees, commissions and other income                                                             | 879   | 935   | 765   | (2)     | 1,943 | 201   | 498   |
| 26,464                       | Total revenues                                                                                                  | 6,915 | 6,850 | 6,348 | 5,875   | 8,002 | 6,340 | 6,607 |
|                              | Benefits and Expenses (1):                                                                                      |       |       |       |         |       |       |       |
| 10,829                       | Insurance and annuity benefits                                                                                  | 3,082 | 2,944 | 3,040 | 3,472   | 3,464 | 2,928 | 3,115 |
| 3,094                        | Interest credited to policyholders' account balances                                                            | 806   | 803   | 853   | 881     | 1,086 | 725   | 831   |
| 1,187                        | Interest expense                                                                                                | 298   | 248   | 287   | 303     | 247   | 239   | 228   |
| (2,248)                      | Deferral of acquisition costs                                                                                   | (588) | (588) | (559) | (567)   | (578) | (641) | (782) |
| 935                          | Amortization of acquisition costs                                                                               | 338   | 315   | 238   | 512     | 1,205 | (70)  | 102   |
| 8,132                        | General and administrative expenses                                                                             | 2,048 | 2,001 | 1,873 | 2,458   | 2,001 | 2,033 | 2,180 |
| 21,929                       | Total benefits and expenses                                                                                     | 5,984 | 5,723 | 5,732 | 7,059   | 7,425 | 5,214 | 5,674 |
| 4,535                        | Adjusted operating income (loss) before income taxes                                                            | 931   | 1,127 | 616   | (1,184) | 577   | 1,126 | 933   |
|                              | Reconciling items:                                                                                              |       |       |       |         |       |       |       |
| (41)                         | Realized investment losses, net, and related adjustments                                                        | (665) | (527) | (564) | (511)   | (710) | (872) | (183) |
| (52)                         | Related charges                                                                                                 | (13)  | 41    | 17    | —       | 44    | (5)   | (51)  |
| (93)                         | Total realized investment losses, net, and related charges and adjustments                                      | (678) | (486) | (547) | (511)   | (666) | (877) | (234) |
| —                            | Investment gains (losses) on trading account assets supporting insurance liabilities, net                       | (262) | (123) | (534) | (815)   | 145   | 686   | 694   |
| 13                           | Change in experience-rated contractholder liabilities due to asset value changes                                | 200   | 94    | 388   | 481     | (45)  | (347) | (458) |
| 274                          | Divested businesses                                                                                             | (67)  | 10    | (219) | (230)   | (32)  | (24)  | 25    |
| (336)                        | Equity in earnings of operating joint ventures and earnings attributable to noncontrolling interests            | (36)  | (32)  | 213   | 509     | 3     | 14    | (92)  |
| (142)                        | Total reconciling items, before income taxes                                                                    | (843) | (537) | (699) | (566)   | (595) | (548) | (65)  |
|                              | Income (loss) from continuing operations before income taxes and equity in earnings of operating joint ventures | 88    | 590   | (83)  | (1,750) | (18)  | 578   | 868   |
| 1,120                        | Income tax expense (benefit)                                                                                    | 41    | 37    | (94)  | (464)   | (7)   | 49    | (145) |
| 3,273                        | Income (loss) from continuing operations before equity in earnings of operating joint ventures                  | 47    | 553   | 11    | (1,286) | (11)  | 529   | 1,013 |

- (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 other than those classified as divested businesses. Benefits and expenses exclude charges related to realized investment gains, net of losses; change in experience-rated contractholder liabilities due to asset value changes and benefits and expenses of divested businesses and include charges for income attributable to non controlling interests.

RECLASSIFIED COMBINED STATEMENTS OF OPERATIONS - CORPORATE AND OTHER OPERATIONS  
(in millions)

| Year ended<br>31-Dec<br>2007 |                                                      | 2008 |      |      |       | 2009  |       |       |
|------------------------------|------------------------------------------------------|------|------|------|-------|-------|-------|-------|
|                              |                                                      | 1Q   | 2Q   | 3Q   | 4Q    | 1Q    | 2Q    | 3Q    |
|                              | Revenues (1):                                        |      |      |      |       |       |       |       |
| (9)                          | Premiums                                             | (4)  | (2)  | (3)  | (1)   | (3)   | (8)   | 2     |
| (29)                         | Policy charges and fee income                        | (1)  | (6)  | (18) | (6)   | (7)   | (6)   | (7)   |
| 759                          | Net investment income                                | 181  | 143  | 141  | 114   | 31    | 80    | 64    |
| (191)                        | Asset management fees, commissions and other income  | (81) | (49) | (54) | (56)  | (33)  | (60)  | (56)  |
| 530                          | Total revenues                                       | 95   | 86   | 66   | 51    | (12)  | 6     | 3     |
|                              | Benefits and Expenses (1):                           |      |      |      |       |       |       |       |
| 39                           | Insurance and annuity benefits                       | 22   | 18   | 32   | 123   | 45    | (16)  | 7     |
| (126)                        | Interest credited to policyholders' account balances | (43) | (46) | (51) | (52)  | (47)  | (31)  | (22)  |
| 662                          | Interest expense                                     | 178  | 143  | 181  | 185   | 170   | 175   | 171   |
| 51                           | Deferral of acquisition costs                        | 15   | 16   | 9    | 6     | 5     | 11    | 10    |
| (47)                         | Amortization of acquisition costs                    | (10) | (8)  | (9)  | (18)  | (11)  | (7)   | 1     |
| 83                           | General and administrative expenses                  | (16) | (17) | (58) | 95    | (8)   | 36    | 37    |
| 662                          | Total benefits and expenses                          | 146  | 106  | 104  | 339   | 154   | 168   | 204   |
| (132)                        | Adjusted operating loss before income taxes          | (51) | (20) | (38) | (288) | (166) | (162) | (201) |

- (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 other than those classified as divested businesses. Benefits and expenses exclude charges related to realized investment gains, net of losses; change in experience-rated contractholder liabilities due to asset value changes and benefits and expenses of divested businesses and include charges for income attributable to non controlling interests.

RECLASSIFIED SUPPLEMENTAL INFORMATION - INTERNATIONAL INSURANCE SEGMENT  
(dollar amounts in millions, unless otherwise noted)

| Year ended<br>December 31<br>2007                                                  |                                 | 2008         |              |              |              | 2009         |              |              |
|------------------------------------------------------------------------------------|---------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
|                                                                                    |                                 | 1Q           | 2Q           | 3Q           | 4Q           | 1Q           | 2Q           | 3Q           |
| Constant exchange rate basis (1):                                                  |                                 |              |              |              |              |              |              |              |
| Net premiums, policy charges and fee income:                                       |                                 |              |              |              |              |              |              |              |
| 3,434                                                                              | Japan, excluding Gibraltar Life | 993          | 896          | 896          | 899          | 1,043        | 951          | 938          |
| 2,361                                                                              | Gibraltar Life                  | 580          | 616          | 560          | 571          | 585          | 721          | 771          |
| 1,381                                                                              | All other countries             | 350          | 348          | 365          | 375          | 359          | 359          | 365          |
| <u>7,176</u>                                                                       | Total                           | <u>1,923</u> | <u>1,860</u> | <u>1,821</u> | <u>1,845</u> | <u>1,987</u> | <u>2,031</u> | <u>2,074</u> |
| Annualized new business premiums:                                                  |                                 |              |              |              |              |              |              |              |
| 550                                                                                | Japan, excluding Gibraltar Life | 169          | 129          | 128          | 122          | 169          | 120          | 132          |
| 382                                                                                | Gibraltar Life                  | 99           | 151          | 117          | 102          | 108          | 149          | 149          |
| 277                                                                                | All other countries             | 66           | 61           | 54           | 64           | 60           | 66           | 76           |
| <u>1,209</u>                                                                       | Total                           | <u>334</u>   | <u>341</u>   | <u>299</u>   | <u>288</u>   | <u>337</u>   | <u>335</u>   | <u>357</u>   |
| Annualized new business premiums by distribution channel:                          |                                 |              |              |              |              |              |              |              |
| 827                                                                                | Life Planners                   | 235          | 190          | 182          | 186          | 229          | 186          | 208          |
| 360                                                                                | Gibraltar Life Advisors         | 93           | 129          | 102          | 90           | 87           | 124          | 110          |
| 22                                                                                 | Banks                           | 6            | 22           | 15           | 12           | 21           | 25           | 39           |
| <u>1,209</u>                                                                       | Total                           | <u>334</u>   | <u>341</u>   | <u>299</u>   | <u>288</u>   | <u>337</u>   | <u>335</u>   | <u>357</u>   |
| Face amount of individual policies in force at end of period (in billions) (1)(2): |                                 |              |              |              |              |              |              |              |
| 254                                                                                | Japan, excluding Gibraltar Life | 258          | 260          | 262          | 264          | 266          | 267          | 269          |
| 199                                                                                | Gibraltar Life                  | 198          | 197          | 198          | 196          | 195          | 193          | 198          |
| 100                                                                                | All other countries             | 100          | 101          | 101          | 101          | 102          | 103          | 104          |
| <u>553</u>                                                                         | Total                           | <u>556</u>   | <u>558</u>   | <u>561</u>   | <u>561</u>   | <u>563</u>   | <u>563</u>   | <u>571</u>   |

- (1) Foreign denominated activity translated to U.S. dollars at uniform exchange rates for all periods presented, including Japanese yen 99 per U.S. dollar; Korean per U.S. dollar. won 1040 per U.S. dollar. U.S. denominated activity is included based on the amounts as transacted in U.S. dollars.
- (2) Direct business only; policy count includes annuities.

## **KEY DEFINITIONS AND FORMULAS**

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

Adjusted operating income is a non-GAAP measure of performance of our Financial Services Businesses that excludes “Realized investment gains (losses), net”, as adjusted, and related charges and adjustments; net investment gains and losses on trading account assets supporting insurance liabilities; change in experience-rated contractholder liabilities due to asset value changes; results of divested businesses and discontinued operations; earnings attributable to noncontrolling interests; and the related tax effects thereof. Adjusted operating income includes equity in earnings of operating joint ventures and the related tax effects thereof. Revenues and benefits and expenses shown as components of adjusted operating income, are presented on the same basis as pre-tax adjusted operating income and are adjusted for the items above as well.

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 excludes gains and losses from changes in value of certain assets and liabilities relating to foreign currency exchange movements that have been economically hedged, as well as gains and losses on certain investments that are classified as other trading account assets and debt that is carried at fair value.

Adjusted operating income does not equate to “Income from continuing operations” as determined in accordance with GAAP but is the measure of profit or loss we use to evaluate segment performance. Adjusted operating income is not a substitute for income determined in accordance with GAAP, and our definition of adjusted operating income may differ from that used by other companies. The items above are important to an understanding of our overall results of operations. However, we believe that the presentation of adjusted operating income as we measure it for management purposes enhances the understanding of our results of operations by highlighting the results from ongoing operations and the underlying profitability factors of our businesses.

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

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

### **3. Annualized New Business Premiums:**

Premiums from new sales that are expected to be collected over a one year period. Group insurance annualized new business premiums exclude new premiums resulting from rate changes on existing policies, from additional coverage issued under our Servicemembers’ Group Life Insurance contract, and from excess premiums on group universal life insurance that build cash value but do not purchase face amounts. Group insurance annualized new business premiums include premiums from the takeover of claim liabilities. Group disability amounts include long-term care products. Excess (unscheduled) and single premium business for the company’s domestic individual life and international insurance operations are included in annualized new business premiums based on a 10% credit.

### **4. Assets Under Management:**

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

### **5. Attributed Equity:**

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

### **6. Book value per share of Common Stock:**

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

### **7. Borrowings - Capital Debt:**

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

### **8. Borrowings - Investment Related:**

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

### **9. Borrowings - Securities Business Related:**

Debt issued to finance primarily the liquidity of our broker-dealers, and our capital markets and other securities business related operations including our discontinued commercial mortgage conduit related activities.

### **10. Borrowings - Specified Other Businesses:**

Borrowings associated with consumer banking activities, the individual annuity business, real estate franchises, and relocation services.

## **KEY DEFINITIONS AND FORMULAS**

### **11. Client Assets:**

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

### **12. Earned Premiums:**

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

### **13. Earnings Per Share of Common Stock:**

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

### **14. Full Service:**

The Full Service line of business provides retirement plan products and services to public, private and not-for-profit organizations. This business provides recordkeeping, plan administration, actuarial advisory services, participant education and communication services, trustee services and institutional and retail investment funds. This business mainly services defined contribution and defined benefit plans; non-qualified plans are also serviced. For clients with both defined contribution and defined benefit plans, integrated recordkeeping services are available. For participants leaving these plans, a range of rollover products are provided through a broker-dealer bank.

### **15. Full Service Stable Value:**

Our Full Service Stable Value products represent fixed rate options on investment funds offered to customers. These products contain an obligation to pay interest at a specified rate for a specific period of time. Upon termination these products repay account balances at market value immediately or may be liquidated at book value over time. Substantially all of these products are either fully or partially participating, with annual or semi-annual resets giving effect to previous investment experience. These products are issued through the general account, separate accounts or client-owned trusts. Profits from partially participating general account products result from the spread between the rate of return on investment assets and the interest rates credited to the customer, less expenses. For fully participating products, generally subject to a minimum interest rate guarantee, we earn fee income.

### **16. General Account:**

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

### **17. Gibraltar Life Advisors:**

Insurance representatives for Gibraltar Life.

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

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

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

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

### **20. Individual Annuity Account Values in General Account and Separate Account:**

Amounts represent the breakdown of invested customer funds in annuities either written or reinsured by the Company.

### **21. Individual Annuities - Net Amounts at Risk:**

Living Benefit Features - For guarantees of benefits that are payable at annuitization, the net amount at risk is generally defined as the present value of the minimum guaranteed annuity payments available to the contractholder determined in accordance with the terms of the contract in excess of the current account balance. For guarantees of benefits that are payable at withdrawal, the net amount at risk is generally defined as the present value of the minimum guaranteed withdrawal payments available to the contractholder determined in accordance with the terms of the contract in excess of the current account balance. For guarantees of accumulation balances, the net amount at risk is generally defined as the guaranteed minimum accumulation balance minus the current account balance.

Death Benefit Features - Net amount at risk is generally defined as the current guaranteed minimum death benefit in excess of the current account balance at the balance sheet date.

## KEY DEFINITIONS AND FORMULAS

### 22. Insurance and Annuity Benefits:

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

### 23. International Life Planners:

Insurance agents in our insurance operations outside the United States, excluding Gibraltar Life Advisors. Excludes Life Planners associated with discontinued Philippine operations.

### 24. Non-recourse and Limited-recourse Debt:

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

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

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

An alternative measure to operating return on average equity (based on adjusted operating income) is return on average equity (based on income from continuing operations). Return on average equity (based on income from continuing operations) represents income from continuing operations after-tax attributable to Prudential Financial, Inc. 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 18.13% for the twelve months ended December 31, 2009, -5.61% for the twelve months ended December 31, 2008, 30.32% for the three months ended December 31, 2009, 21.11% for the three months ended September 30, 2009, 12.79% for the three months ended June 30, 2009, 0.14% for the three months ended March 31, 2009 and -39.94% for the three months ended December 31, 2008.

### 26. Policy Persistency - Group Insurance:

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

### 27. Policy Persistency - International Insurance:

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

### 28. Prudential Agents:

Insurance agents in our insurance operations in the United States.

### 29. Prudential Agent productivity:

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

### 30. Ratio of capital debt to total capitalization:

For the purposes of this ratio, we measure "debt" as the sum of senior debt supporting capital needs and 25% of Junior Subordinated Notes supporting capital needs, and we measure "total capitalization" as the sum of senior debt supporting capital needs, 100% of Junior Subordinated Notes supporting capital needs, and attributed equity of the Financial Services Businesses excluding accumulated other comprehensive income related to unrealized gains and losses on investments and pension / postretirement benefits.

### 31. Separate Accounts:

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

### 32. Wrap-Fee Products:

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

## RATINGS AND INVESTOR INFORMATION

### INSURANCE CLAIMS PAYING RATINGS as of February 10, 2010

|                                                               | A.M. Best | Standard & Poor's | Moody's | Fitch Ratings |
|---------------------------------------------------------------|-----------|-------------------|---------|---------------|
| The Prudential Insurance Company of America                   | A+        | AA-               | A2      | A+            |
| PRUCO Life Insurance Company                                  | A+        | AA-               | A2      | A+            |
| PRUCO Life Insurance Company of New Jersey                    | A+        | AA-               | NR *    | A+            |
| Prudential Annuities Life Assurance Corporation               | A+        | AA-               | NR      | A+            |
| Prudential Retirement Insurance and Annuity Company           | A+        | AA-               | A2      | A+            |
| The Prudential Life Insurance Co., Ltd. (Prudential of Japan) | NR        | AA-               | NR      | NR            |
| Gibraltar Life Insurance Company, Ltd.                        | NR        | AA-               | A2      | NR            |

### CREDIT RATINGS:

as of February 10, 2010

#### Prudential Financial, Inc.:

|                                    |       |      |      |      |
|------------------------------------|-------|------|------|------|
| Short-Term Borrowings              | AMB-1 | A-1  | P-2  | F2   |
| Long-Term Senior Debt (1)          | a-    | A    | Baa2 | BBB  |
| Junior Subordinated Long-Term Debt | bbb   | BBB+ | Baa3 | BBB- |

#### The Prudential Insurance Company of America:

|                           |   |   |      |    |
|---------------------------|---|---|------|----|
| Capital and surplus notes | a | A | Baa1 | A- |
|---------------------------|---|---|------|----|

#### Prudential Funding, LLC:

|                       |       |      |     |    |
|-----------------------|-------|------|-----|----|
| Short-Term Debt       | AMB-1 | A-1+ | P-2 | F1 |
| Long-Term Senior Debt | a+    | AA-  | A3  | A  |

#### PRICOA Global Funding I

|                       |     |     |    |    |
|-----------------------|-----|-----|----|----|
| Long-Term Senior Debt | aa- | AA- | A2 | A+ |
|-----------------------|-----|-----|----|----|

\* NR indicates not rated.

(1) Includes the retail medium-term notes program.

### INVESTOR INFORMATION:

#### Corporate Offices:

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

#### Investor Information Hotline:

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

#### Web Site:

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

#### Common Stock:

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

**Prudential Financial, Inc.**  
**Financial Services Businesses**  
**Information Regarding Certain General Account Investments**  
**Residential Mortgage-Backed, Commercial Mortgage-Backed, and Asset-Backed Securities, and Commercial Mortgage and Other Loans**  
**December 31, 2009**  
**(\$ millions)**

| General Account Investments                | Amortized Cost | Gross Unrealized Gains | Gross Unrealized Losses | Fair Value     |
|--------------------------------------------|----------------|------------------------|-------------------------|----------------|
| Asset-backed securities (a)                | 8,855          | 119                    | 1,444                   | 7,530          |
| Residential mortgage-backed securities (b) | 9,547          | 345                    | 88                      | 9,804          |
| Commercial mortgage-backed securities (c)  | 7,747          | 251                    | 170                     | 7,828          |
| Commercial mortgage and other loans (d)    |                | Gross Carrying Value   | Allowance For Losses    | Net Book Value |
|                                            |                | 21,691                 | (410)                   | 21,281         |

**(a) Supplemental information for asset-backed securities:**

|                                                           | Vintage        | LOWEST RATING AGENCY RATING |       |     |       |              | Total Amortized Cost | Total Fair Value |
|-----------------------------------------------------------|----------------|-----------------------------|-------|-----|-------|--------------|----------------------|------------------|
|                                                           |                | AAA                         | AA    | A   | BBB   | BB and below |                      |                  |
| Collateralized by sub-prime mortgages:                    |                |                             |       |     |       |              |                      |                  |
| Enhanced short-term portfolio                             |                |                             |       |     |       |              |                      |                  |
|                                                           | 2009           | —                           | —     | —   | —     | —            | —                    | —                |
|                                                           | 2008           | —                           | —     | —   | —     | —            | —                    | —                |
|                                                           | 2007           | 15                          | 11    | 13  | 6     | 373          | 418                  | 300              |
|                                                           | 2006           | 16                          | 103   | 27  | 107   | 537          | 790                  | 655              |
|                                                           | 2005           | 4                           | 6     | —   | —     | 6            | 16                   | 15               |
|                                                           | 2004 and prior | —                           | —     | —   | —     | —            | —                    | —                |
| Total enhanced short-term portfolio (1)                   |                | 35                          | 120   | 40  | 113   | 916          | 1,224                | 970              |
| All other portfolios                                      |                |                             |       |     |       |              |                      |                  |
|                                                           | 2009           | —                           | —     | —   | —     | —            | —                    | —                |
|                                                           | 2008           | —                           | —     | —   | —     | —            | —                    | —                |
|                                                           | 2007           | 1                           | 14    | —   | —     | 276          | 291                  | 182              |
|                                                           | 2006           | 19                          | 135   | 54  | 46    | 1,000        | 1,254                | 838              |
|                                                           | 2005           | —                           | 70    | 80  | 84    | 255          | 489                  | 297              |
|                                                           | 2004 and prior | 48                          | 310   | 230 | 116   | 308          | 1,012                | 693              |
| Total all other portfolios                                |                | 68                          | 529   | 364 | 246   | 1,839        | 3,046                | 2,010            |
| Total collateralized by sub-prime mortgages (2)           |                | 103                         | 649   | 404 | 359   | 2,755        | 4,270                | 2,980            |
| Other asset-backed securities:                            |                |                             |       |     |       |              |                      |                  |
| Externally managed investments in the European market (3) |                |                             |       |     |       |              |                      |                  |
| Collateralized by auto loans                              |                | 519                         | 19    | 3   | 31    | 6            | 578                  | 580              |
| Collateralized by credit cards                            |                | 548                         | —     | 17  | 585   | 3            | 1,153                | 1,161            |
| Collateralized by non-sub-prime mortgages                 |                | 1,154                       | 78    | 9   | 41    | 19           | 1,301                | 1,307            |
| Other (4)                                                 |                | 199                         | 426   | 54  | 117   | 247          | 1,043                | 972              |
| Total asset-backed securities                             |                | 2,523                       | 1,172 | 585 | 1,526 | 3,049        | 8,855                | 7,530            |

- (1) Our Enhanced Short-term portfolio is used primarily to invest cash proceeds of securities lending and repurchase activities, commercial paper issuances and cash generated from certain trading and operating activities. The investment policy statement of this portfolio requires that securities purchased for this portfolio have a remaining expected average life of 2 years or less when acquired.

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**Prudential Financial, Inc.**

**Financial Services Businesses**

**Information Regarding Certain General Account Investments**

**Residential Mortgage-Backed, Commercial Mortgage-Backed, and Asset-Backed Securities, and Commercial Mortgage and Other Loans**

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**(\$ millions)**

- (2) The weighted average estimated subordination percentage of our general account asset-backed securities collateralized by sub-prime mortgages attributable to the Financial Services Businesses, excluding those supported by guarantees from monoline bond insurers, was 29% as of December 31, 2009. The subordination percentage represents the current weighted average estimated percentage of the capital structure subordinated to our investment holding that is available to absorb losses before the security incurs the first dollar loss of principal. As of December 31, 2009, based on amortized cost, approximately 70% of these asset-backed securities collateralized by sub-prime mortgages have estimated credit subordination percentages of 20% or more, and 40% have estimated credit subordination percentages of 30% or more.

In addition to subordination, certain securities, referred to as front pay or second pay securities, benefit from the prioritization of principal cash flows within the senior tranches of the structure. In most instances, these shorter duration senior securities have priority to principal cash flows over other securities in the structure, including longer duration senior securities. Included within the \$4.270 billion of asset-backed securities collateralized by sub-prime mortgages attributable to the Financial Services Businesses as of December 31, 2009 were \$1.054 billion of securities, on an amortized cost basis, that represent front pay or second pay securities, depending on the overall structure of the securities.

- (3) Externally managed investments in the European markets reflects our investment in medium term notes that are collateralized by portfolios of assets primarily consisting of European fixed income securities and derivatives, including 44% European corporate and bank bonds, 24% bank capital, 11% European asset-backed securities, and 21% other. As of December 31, 2009, the amortized cost and fair value shown in the table above includes the \$(205) million impact of a bifurcated embedded derivative.
- (4) Includes collateralized debt obligations with amortized cost of \$448 million and fair value of \$431 million, with none secured by sub-prime mortgages. Also includes asset backed-securities collateralized by education loans, equipment leases, timeshares, aircraft, and franchises.

Excluded from the table above are asset-backed securities held outside the general account in other entities and operations with amortized cost of \$242 million and fair value of \$243 million. Based on amortized cost, 90% of these securities have credit ratings of A or above and the remaining 10% have credit ratings of BBB or below. As of December 31, 2009, the asset-backed securities include less than 1% of securities collateralized by sub-prime mortgages. Also included are collateralized debt obligations with amortized cost of \$21 million and fair value of \$7 million.

Also excluded from the table above are asset-backed securities classified as trading and carried at fair value, including \$857 million of trading account assets supporting insurance liabilities, the investment results of which are expected to ultimately accrue to contract holders. An additional \$0.9 billion of asset-backed securities as of December 31, 2009 are classified as other trading, including \$38 million held outside the general account, 92% of which have credit ratings of AAA and 8% of which have credit ratings of B and \$0.9 billion included in our general account, 87% of which have credit ratings of A or above, 10% of which have credit ratings of BBB, and the remaining 3% have BB and below credit ratings.

**Prudential Financial, Inc.**  
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**(b) Supplemental information for residential mortgage-backed securities:**

As of December 31, 2009, based on amortized cost, \$9.475 billion of the general account residential mortgage-backed securities attributable to the Financial Services Businesses were publicly traded agency pass-through securities, which are supported by implicit or explicit government guarantees and have credit ratings of AA or above. Collateralized mortgage obligations, including approximately \$39 million secured by "ALT-A" mortgages, represented the remaining \$72 million (and less than 1% of total fixed maturities in the Financial Services Businesses), of which 43% have credit ratings of A or above, 16% have BBB credit ratings and the remaining 41% have below investment grade ratings.

Excluded from the above are residential mortgage-backed securities held outside the general account in other entities and operations with amortized cost of \$770 million and fair value of \$795 million, 99% of which have credit ratings of A or better and the remaining 1% of which have credit ratings of BB and below.

Also excluded from the above are of residential mortgage-backed securities classified as trading, including \$1.4 billion of trading account assets supporting insurance liabilities and carried at fair value, the investment results of which are expected to ultimately accrue to contract holders, and \$158 million of other trading account assets.

**(c) Supplemental information for commercial mortgage-backed securities:**

| Vintage        | LOWEST RATING AGENCY RATING |            |            |            |              | Total Amortized Cost | Total Fair Value |
|----------------|-----------------------------|------------|------------|------------|--------------|----------------------|------------------|
|                | AAA                         | AA         | A          | BBB        | BB and below |                      |                  |
| 2009           | —                           | —          | —          | —          | —            | —                    | —                |
| 2008           | 176                         | —          | 20         | 56         | 79           | 331                  | 306              |
| 2007           | 1,575                       | —          | —          | 29         | 101          | 1,705                | 1,729            |
| 2006           | 2,798                       | 274        | 63         | —          | 10           | 3,145                | 3,190            |
| 2005           | 1,503                       | 32         | —          | 12         | 13           | 1,560                | 1,614            |
| 2004 and prior | 851                         | 119        | 21         | 10         | 5            | 1,006                | 989              |
| Total (1) (2)  | <u>6,903</u>                | <u>425</u> | <u>104</u> | <u>107</u> | <u>208</u>   | <u>7,747</u>         | <u>7,828</u>     |

- (1) The weighted average estimated subordination percentage of our general account investments in commercial mortgage-backed securities attributable to the Financial Services Businesses was 32% as of December 31, 2009. The subordination percentage represents the current weighted average estimated percentage of the capital structure subordinated to our investment holding that is available to absorb losses before the security incurs the first dollar loss of principal. The weighted average estimated subordination percentage includes an adjustment for that portion of the capital structure which has been effectively defeased by US Treasury securities. As of December 31, 2009, based on amortized cost, approximately 92% of these commercial mortgage-backed securities have estimated credit subordination percentages of 20% or more, and 76% have estimated credit subordination percentages of 30% or more.
- (2) Included in the table above are non-us commercial mortgage-backed securities of \$12 million in AAA, none in AA, \$20 million in A, \$97 million in BBB and \$203 million in BB and below.

Excluded from the table above are commercial mortgage-backed securities held outside the general account in other entities and operations with amortized cost of \$87 million and fair value of \$92 million, 92% of which have credit ratings of A or better and the remaining 8% have credit ratings of BB and below. Also excluded from the table above are commercial mortgage-backed securities classified as trading and carried at fair value, including \$1.9 billion of trading account assets supporting insurance liabilities, the investment results of which are expected to ultimately accrue to contract holders, and \$136 million of other trading account assets.

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**Financial Services Businesses**  
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**(d) Supplemental information for commercial mortgage and other loans:**

| <u>Commercial mortgages by property type:</u> | <u>Gross<br/>Carrying<br/>Value</u> | <u>% of<br/>Total</u> |
|-----------------------------------------------|-------------------------------------|-----------------------|
| Industrial buildings                          | 4,290                               | 19.8%                 |
| Retail stores                                 | 4,123                               | 19.0%                 |
| Office buildings                              | 4,001                               | 18.5%                 |
| Apartment complexes                           | 2,881                               | 13.3%                 |
| Other                                         | 1,809                               | 8.3%                  |
| Hospitality                                   | 1,137                               | 5.2%                  |
| Agricultural properties                       | 1,081                               | 5.0%                  |
| Subtotal of commercial mortgages              | 19,322                              | 89.1%                 |
| Uncollateralized loans                        | 1,349                               | 6.2%                  |
| Collateralized by residential properties      | 909                                 | 4.2%                  |
| Other collateralized loans                    | 111                                 | 0.5%                  |
| Total commercial mortgage and other loans     | <u>21,691</u>                       | <u>100.0%</u>         |

| <u>Commercial mortgage and other loans by status:</u> | <u>Gross<br/>Carrying<br/>Value</u> |
|-------------------------------------------------------|-------------------------------------|
| Current                                               | 21,385                              |
| Delinquent, not in foreclosure                        | 179                                 |
| Delinquent, in foreclosure                            | 6                                   |
| Restructured                                          | 121                                 |
| Total commercial mortgage and other loans             | <u>21,691</u>                       |

As of December 31, 2009, based on amortized cost, the weighted average loan to value and debt service coverage ratios of general account investments in commercial mortgages attributable to the Financial Services Businesses was 65% and 1.80 times, respectively.

**Prudential Financial, Inc.**

**Closed Block Business**

**Information Regarding Certain General Account Investments**

**Residential Mortgage-Backed, Commercial Mortgage-Backed, and Asset-Backed Securities, and Commercial Mortgage and Other Loans**

**December 31, 2009**

**(\$ millions)**

|                                            | Amortized<br>Cost | Gross<br>Unrealized<br>Gains | Gross<br>Unrealized<br>Losses | Fair<br>Value        |
|--------------------------------------------|-------------------|------------------------------|-------------------------------|----------------------|
| Asset-backed securities (a)                | 4,602             | 36                           | 1,048                         | 3,590                |
| Residential mortgage-backed securities (b) | 2,571             | 117                          | 40                            | 2,648                |
| Commercial mortgage-backed securities (c)  | 3,662             | 47                           | 47                            | 3,662                |
|                                            |                   | Gross<br>Carrying<br>Value   | Allowance<br>For Losses       | Net<br>Book<br>Value |
| Commercial mortgage and other loans (d)    |                   | 8,487                        | (124)                         | 8,363                |

**(a) Supplemental information for asset-backed securities:**

|                                                           |  | LOWEST RATING AGENCY RATING |     |     |     |                 | Total<br>Amortized<br>Cost | Total<br>Fair<br>Value |
|-----------------------------------------------------------|--|-----------------------------|-----|-----|-----|-----------------|----------------------------|------------------------|
| Vintage                                                   |  | AAA                         | AA  | A   | BBB | BB and<br>below |                            |                        |
| Collateralized by sub-prime mortgages:                    |  |                             |     |     |     |                 |                            |                        |
| Enhanced short-term portfolio                             |  |                             |     |     |     |                 |                            |                        |
| 2009                                                      |  | —                           | —   | —   | —   | —               | —                          | —                      |
| 2008                                                      |  | —                           | —   | —   | —   | —               | —                          | —                      |
| 2007                                                      |  | 13                          | 12  | 13  | 6   | 259             | 303                        | 224                    |
| 2006                                                      |  | 16                          | 106 | 28  | 109 | 413             | 672                        | 565                    |
| 2005                                                      |  | 4                           | 6   | —   | —   | 7               | 17                         | 15                     |
| 2004 and prior                                            |  | —                           | —   | —   | —   | —               | —                          | —                      |
| Total enhanced short-term portfolio (1)                   |  | 33                          | 124 | 41  | 115 | 679             | 992                        | 804                    |
| All other portfolios                                      |  |                             |     |     |     |                 |                            |                        |
| 2009                                                      |  | —                           | —   | —   | —   | —               | —                          | —                      |
| 2008                                                      |  | —                           | —   | —   | —   | —               | —                          | —                      |
| 2007                                                      |  | 27                          | 10  | 1   | 1   | 268             | 307                        | 194                    |
| 2006                                                      |  | 100                         | —   | 38  | 53  | 852             | 1,043                      | 672                    |
| 2005                                                      |  | 17                          | 146 | 53  | 60  | 104             | 380                        | 255                    |
| 2004 and prior                                            |  | 27                          | 336 | 76  | 73  | 201             | 713                        | 522                    |
| Total all other portfolios                                |  | 171                         | 492 | 168 | 187 | 1,425           | 2,443                      | 1,643                  |
| Total collateralized by sub-prime mortgages (2)           |  | 204                         | 616 | 209 | 302 | 2,104           | 3,435                      | 2,447                  |
| Other asset-backed securities:                            |  |                             |     |     |     |                 |                            |                        |
| Collateralized by credit cards                            |  | 151                         | —   | 54  | 342 | 2               | 549                        | 538                    |
| Collateralized by auto loans                              |  | 103                         | 10  | —   | 10  | —               | 123                        | 124                    |
| Externally managed investments in the European market (3) |  | —                           | —   | 99  | 99  | —               | 198                        | 218                    |
| Collateralized by education loans                         |  | 81                          | 20  | —   | —   | —               | 101                        | 94                     |
| Other (4)                                                 |  | 43                          | 49  | 24  | 5   | 75              | 196                        | 169                    |
| Total asset-backed securities                             |  | 582                         | 695 | 386 | 758 | 2,181           | 4,602                      | 3,590                  |

- (1) Our Enhanced Short-term portfolio is used primarily to invest cash proceeds of securities lending and repurchase activities, and cash generated from certain trading and operating activities. The investment policy statement of this portfolio requires that securities purchased for this portfolio have a remaining expected average life of 2 years or less when acquired.

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**Prudential Financial, Inc.**

**Closed Block Business**

**Information Regarding Certain General Account Investments**

**Residential Mortgage-Backed, Commercial Mortgage-Backed, and Asset-Backed Securities, and Commercial Mortgage and Other Loans**

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**(\$ millions)**

- (2) The weighted average estimated subordination percentage of our asset-backed securities collateralized by sub-prime mortgages attributable to the Closed Block Business, excluding those supported by guarantees from monoline bond insurers, was 31% as of December 31, 2009. The subordination percentage represents the current weighted average estimated percentage of the capital structure subordinated to our investment holding that is available to absorb losses before the security incurs the first dollar loss of principal. As of December 31, 2009, based on amortized cost, approximately 74% of these asset-backed securities collateralized by sub-prime mortgages have credit estimated subordination percentages of 20% or more, and 43% have estimated credit subordination percentages of 30% or more.
- In addition to subordination, certain securities, referred to as front pay or second pay securities, benefit from the prioritization of principal cash flows within the senior tranches of the structure. In most instances, these shorter duration senior securities have priority to principal cash flows over other securities in the structure, including longer duration senior securities. Included within the \$3.435 billion of asset-backed securities collateralized by sub-prime mortgages attributable to the Closed Block Business as of December 31, 2009 were \$1.051 million of securities, on an amortized cost basis, that represent front pay or second pay securities, depending on the overall structure of the securities.
- (3) Externally managed investments in the European markets reflects our investment in medium term notes that are collateralized by portfolios of assets primarily consisting of European fixed income securities and derivatives, including 44% European corporate and bank bonds, 24% bank capital, 11% European asset-backed securities, and 21% other. As December 31, 2009, the amortized cost and fair value shown in the table above includes the \$(84) million impact of a bifurcated embedded derivative.
- (4) Includes collateralized debt obligations with amortized cost of \$69 million and fair value of \$60 million, with none secured by sub-prime mortgages. Also includes asset backed-securities collateralized by equipment leases, timeshares, aircraft, and franchises.

Excluded from the table above are \$40 million of asset-backed securities classified as trading and carried at fair value.

**(b) Supplemental information for residential mortgage-backed securities:**

As of December 31, 2009, based on amortized cost, \$2.266 billion of the residential mortgage-backed securities attributable to the Closed Block Business were publicly traded agency pass-through securities, which are supported by implicit or explicit government guarantees and have credit ratings of AAA. Collateralized mortgage obligations, including approximately \$125 million secured by "ALT-A" mortgages, represented the remaining \$305 million of residential mortgage-backed securities (and 1% of total fixed maturities in the Closed Block Business), of which 58% have A credit ratings or above, and 42% have below investment grade ratings.

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**(\$ millions)**

**(c) Supplemental information for commercial mortgage-backed securities:**

| Vintage        | LOWEST RATING AGENCY RATING |     |    |     |              | Total Amortized Cost | Total Fair Value |
|----------------|-----------------------------|-----|----|-----|--------------|----------------------|------------------|
|                | AAA                         | AA  | A  | BBB | BB and below |                      |                  |
| 2009           | —                           | —   | —  | —   | —            | —                    | —                |
| 2008           | 15                          | —   | —  | —   | —            | 15                   | 15               |
| 2007           | 431                         | —   | —  | —   | 4            | 435                  | 442              |
| 2006           | 779                         | 62  | 11 | —   | —            | 852                  | 842              |
| 2005           | 1,248                       | 22  | —  | —   | —            | 1,270                | 1,274            |
| 2004 and prior | 1,007                       | 40  | 42 | 1   | —            | 1,090                | 1,089            |
| Total (1)      | 3,480                       | 124 | 53 | 1   | 4            | 3,662                | 3,662            |

- (1) The weighted average estimated subordination percentage of our general account investments in commercial mortgage-backed securities attributable to the Closed Block Business was 29% as of December 31, 2009. The subordination percentage represents the current weighted average estimated percentage of the capital structure subordinated to our investment holding that is available to absorb losses before the security incurs the first dollar loss of principal. The weighted average estimated subordination percentage includes an adjustment for that portion of the capital structure which has been effectively defeased by US Treasury securities. As of December 31, 2009, based on amortized cost, approximately 86% of these commercial mortgage-backed securities have estimated credit subordination percentages of 20% or more, and 50% have estimated credit subordination percentages of 30% or more.

**(d) Supplemental information for commercial mortgage and other loans:**

| Commercial mortgages by property type:    | Gross Carrying Value | % of Total |
|-------------------------------------------|----------------------|------------|
| Industrial buildings                      | 1,861                | 21.9%      |
| Office buildings                          | 1,859                | 21.9%      |
| Retail stores                             | 1,677                | 19.7%      |
| Apartment complexes                       | 1,376                | 16.2%      |
| Agricultural properties                   | 710                  | 8.4%       |
| Other properties                          | 550                  | 6.5%       |
| Hospitality                               | 453                  | 5.3%       |
| Subtotal of commercial mortgages          | 8,486                | 99.9%      |
| Uncollateralized loans                    | —                    | 0.0%       |
| Collateralized by residential properties  | 1                    | 0.1%       |
| Other collateralized loans                | —                    | 0.0%       |
| Total commercial mortgage and other loans | 8,487                | 100.0%     |

| Commercial mortgage and other loans by status: | Gross Carrying Value |
|------------------------------------------------|----------------------|
| Current                                        | 8,461                |
| Delinquent, not in foreclosure                 | 13                   |
| Delinquent, in foreclosure                     | 3                    |
| Restructured                                   | 10                   |
| Total commercial mortgage and other loans      | 8,487                |

As of December 31, 2009, based on amortized cost, the weighted average loan to value and debt service coverage ratios of general account investments in commercial mortgages attributable to the Closed Block Business was 58% and 1.88 times, respectively.