



# BY THE NUMBERS

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September 2020

The Global Fixed Income Business of  
Prudential Financial, Inc.

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As of September 30, 2020

<b>Prudential Financial, Inc. (PFI)* AUM:</b>	<b>\$ 1.65 trillion</b>
<b>PGIM AUM:</b>	<b>\$ 1.44 trillion<sup>1</sup></b>
<b>PGIM Fixed Income AUM:</b>	<b>\$ 946 billion</b>

## AUM by Category (\$ billions)

Institutional	\$402
Proprietary	357
Retail	187

## AUM of Select Strategies (\$ billions)

Core Plus	\$100
US Corporate	70
Core	49
Emerging Markets Debt	45
US Corporate (Long Duration)	39
US Broad Market High Yield	28
Global Bonds	28
Global Corporate	26
Long Duration LDI	26
Core Conservative	24
US Senior Secured Loans	21
Long Duration Government/Credit	9
US Higher Quality High Yield	8
Absolute Return	3

## 323 Investment Professionals

- ✓ 125 Investment Managers/Senior Executives/Traders/Product Managers
- ✓ 69 Quantitative Research/Risk Management
- ✓ 129 Fundamental Research Analysts/Economists
- ✓ Senior Investment Professionals average 25 years investment experience and 17 years with PGIM

## AUM by Client Type (\$ billions)

Corporate Assets	\$515
Corporate Pensions	122
Retail	187
Public Plans	77
Sovereign Wealth Funds	25
Taft-Hartley Plans	12
Central Banks	6
Endowments and Foundations	2

## AUM by Sector (\$ billions)

Corporates	\$357
Governments/Agencies	182
Securitized Products	109
Money Markets	74
Emerging Markets Debt	70
High Yield	66
Bank Loans	33
Municipals	32
Mortgages	21
Other <sup>2</sup>	2

## 992 Fixed Income Employees Based Globally

- ✓ 323 Investment Professionals
- ✓ 157 Client Advisory Group Professionals
- ✓ 378 Operations, Technology, and Data Professionals
- ✓ 83 Business Management, Finance and Administrative Staff
- ✓ 51 Legal and Compliance Professionals

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As of September 30, 2020

## Manage Assets for:

- ✓ 18 Sovereign Wealth Funds and Central Banks
- ✓ 45 of the 100 largest US Pension Funds<sup>3</sup>
- ✓ 33 of the 100 largest Global Pension Funds<sup>4</sup>
- ✓ 19 of the 100 largest European Pension Funds<sup>5</sup>

## Fortune 100 and 500 Clients<sup>6</sup>

- ✓ 4 of the top 10 Fortune 100 companies
- ✓ 12 of the top 20 Fortune 100 companies
- ✓ 40 Fortune 100 companies
- ✓ 109 of the Fortune 500 companies

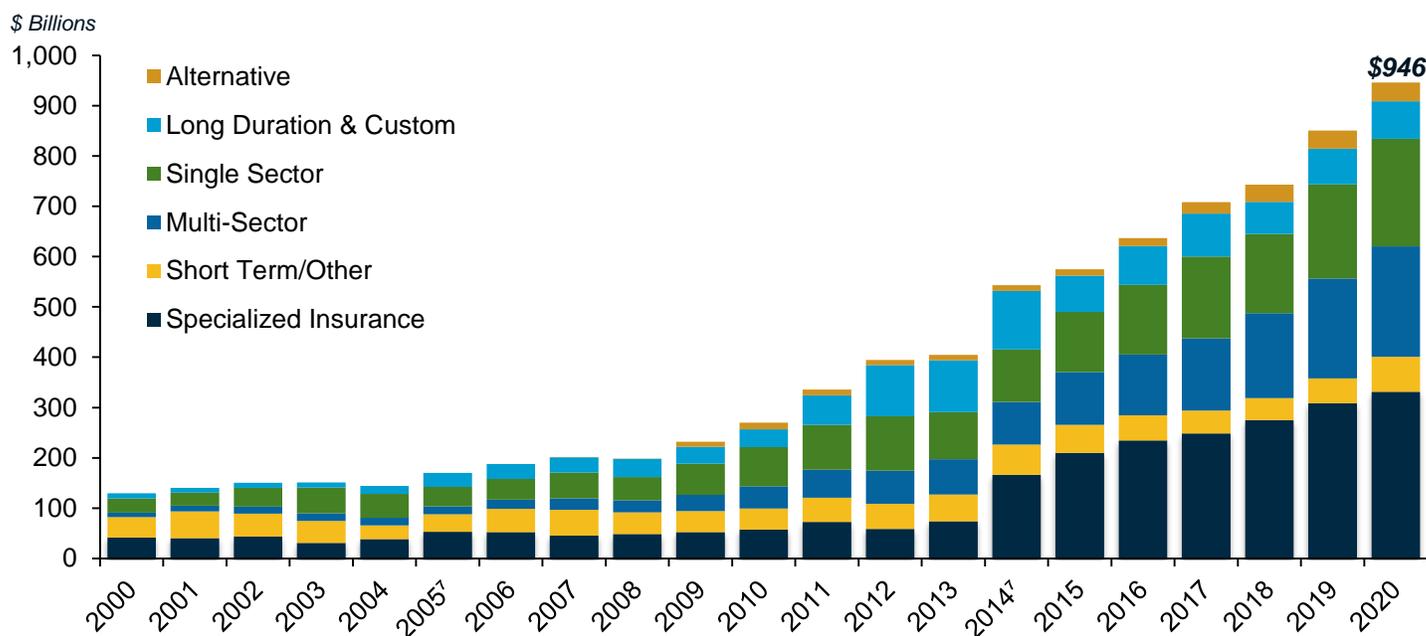
## Clients

- ✓ 863 clients
- ✓ 170+ clients for more than 10 years
- ✓ Added 23 clients in 3Q 2020
- ✓ Raised \$153 billion in institutional assets over the last three-year period

## 88 Clients Entrust Us to Manage \$1 Billion or More

- ✓ 53 North America
- ✓ 18 EMEA
- ✓ 9 Japan
- ✓ 8 Asia/Australia (Ex-Japan)

## Historical Asset Growth



Assets as of September 30, 2020. Asset class breakdown based on company estimates and are subject to change. <sup>1</sup>Includes all assets managed by PGIM, Inc., the principal asset management business of PFI. Assets include public and private fixed income, public equity – both fundamental and quantitative and real estate. <sup>2</sup>Other includes Japanese equities and Japanese real estate equities. <sup>3</sup>Source of US Pension Fund data: Pensions & Investments Top 1000 US Pension Funds published February, 2020 and S&P's MMD Top 100 US Pensions. <sup>4</sup>Source of Global Pension Fund data: P&I/Willis Towers Watson 300 Largest Pension Funds ranking, data as of December 31, 2019, published September 2020. <sup>5</sup>Source of European Pension Fund data: IPE Top 1000 European Pension Funds – 2020. <sup>6</sup>Source of Fortune 500 list: Fortune issued June, 2020. Beginning with first quarter 2019, PGIM Fixed Income's methodology of reporting clients has changed to include individual Collateralized Loan Obligation (CLO) vehicles. <sup>7</sup>In 2005 the inclusion of an acquired business contributed \$11 billion to the Firm's assets under management. In 2014, the affiliate PGIM Japan business merged into PGIM Fixed Income contributing \$100 billion.

## NOTICE

Source(s) of data (unless otherwise noted): PGIM Fixed Income as of September 30, 2020.

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