

We're Principal®.

We help people plan for a life that never goes according to plan.

Bringing innovative tools, resources and best-in-class service and support to help you manage a strong retirement program.



Principal Total Retirement SuiteSM helps you streamline your retirement program

As a single service provider, we offer comprehensive services for your program with any combination of these four plan types:



Defined benefit plans

No. 1 for number of total DB clients¹

Defined contribution plans

A leading provider of DC plans²

Employee stock ownership plans

No. 1 recordkeeper of ESOPs³

Nonqualified plans

No. 1 provider of nonqualified deferred compensation plans⁴

Retirement is the heart of our business. 95% of our assets under management are from retirement operations!⁵

As a retirement plan service provider, Principal ranked number one in four categories.²

- ✓ Satisfaction with plan provider
- ✓ Range of investment products
- ✓ Participant website and online capabilities
- ✓ In-plan retirement income offering

¹ PLANSPONSOR DB Administration Survey, May 2018.

² Based on number of recordkeeping plans, PLANSPONSOR Recordkeeping Survey, July 2018 - #5 (53,223 plans).

³ Based on the number of plans, PLANSPONSOR Recordkeeping Survey, July 2018 (892 plans).

⁴ Based on total number of NQDC Section 409A plans only, PLANSPONSOR Recordkeeping Survey, July 2018 (1,835 plans).

⁵ Sept. 30, 2018.

Us at a glance

We're a member of the Fortune 500

\$673.8 billion ⁶	Total assets under management
\$228 billion ⁶	Assets under management in retirement plans
138	Years of experience in financial services
71	Years of experience in retirement
22 million ⁶	Customers worldwide
5.4 million ⁶	Participants in retirement plans

Best in class for security of both participant and plan sponsor websites.⁷

One of the World's Most Ethical Companies.⁸

Our distinctions

- Recognized as **America's Best Employer for Women in 2018**.⁹
- For the third consecutive year, we received a perfect score of **100 percent on the Human Rights Campaign 2018 Corporate Equality Index (CEI)**.¹⁰
- For the 16th time, we've been recognized as one of the **"100 Best Companies for Working Mothers"**.¹¹
- We earned the 2018 **Military Friendly® Employer designation**.¹²

⁶ Principal.com, March 31, 2018.

⁷ Q3 2017 Dalbar WebMonitor Rankings: Principal ranked #2.

⁸ Ethisphere Institute, 2018.

⁹ Forbes, July 2018

¹⁰The Human Rights Campaign, a national benchmarking survey and report on corporate policies and practices related to LGBTQ workplace equality, November 2017. This is the second year in a row to earn a perfect score of 100 percent.

¹¹Working Mother magazine, July 2018.

¹²Victory Media, November 2017.

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Additional details to keep in mind

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