

**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 program and grow for the long term is what we do best.



## Principal Total Retirement Suite<sup>SM</sup> helps you streamline your program

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



### Defined benefit plans

No. 1 for number of total DB clients<sup>1</sup>

### Defined contribution plans

A leading provider of DC plans<sup>2</sup>

### Employee stock ownership plans

No. 1 recordkeeper of ESOPs<sup>3</sup>

### Nonqualified plans

No. 1 provider of nonqualified deferred compensation plans<sup>4</sup>

## Principal ranked number one in four categories—

satisfaction with plan provider, range of investment products, participant website and online capabilities and in-plan retirement income offering — in a survey that assessed more than 30 defined contribution plan service providers.<sup>7</sup>

Retirement is the heart of our business. Over 96% of our assets under management are from retirement operations!<sup>5</sup>



**94%**

Indicate we're easy to do business with<sup>6</sup>



**94%**

Overall satisfaction with Principal<sup>6</sup>

<sup>1</sup> PLANSPONSOR DB Administration Survey, May 2015

<sup>2</sup> Based on number of recordkeeping plans, PLANSPONSOR Recordkeeping Survey, June 2016 - #4 with 51,262 plans

<sup>3</sup> Based on the number of plans, PLANSPONSOR Recordkeeping Survey, June 2016 (803 plans)

<sup>4</sup> Based on total number of NQDC plans. July 2015 PLANSPONSOR NQDC Buyer's Guide (#1, 2,551 plans)

<sup>5</sup> As of December 2016

<sup>6</sup> 2015 client satisfaction for all plans, Chatham Partners and the Principal Financial Group survey.

<sup>7</sup> Market Strategies International Cogent Reports™ Retirement Planscape®: Maximizing Plan Provider and Investment Manager Success in the DC Retirement Market, May 2017. Principal tied for number one in the participant website and online capabilities category.

## Us at a glance

### We're a member of Fortune 500

\$591.6 billion <sup>8</sup>	Total assets under management
\$195 billion <sup>8</sup>	Assets under management in retirement plans
137	Years of experience in financial services
70	Years of experience in retirement
21.9 million <sup>8</sup>	Customers worldwide
5.1 million <sup>8</sup>	Participants in retirement plans

### Our distinctions

- One of the “**100 Best Places to Work in IT**” for the past 15 years.<sup>9</sup>
- We received a perfect score of **100 percent on the Human Rights Campaign 2016 Corporate Equality Index (CEI)**.<sup>10</sup>
- We're recognized as one of the “**100 Best Companies for Working Mothers**”.<sup>11</sup>
- One of the **InformationWeek Elite 100**.<sup>12</sup>
- We earned the 2017 **Military Friendly® Employer designation**.<sup>13</sup>

<sup>8</sup> Principal.com, December 31, 2016

<sup>9</sup> Computerworld magazine, June 2016.

<sup>10</sup> The Human Rights Campaign, a national benchmarking survey and report on corporate policies and practices related to LGBT workplace equality, December 2016. This is the second year in a row to earn a perfect score of 100 percent.

<sup>11</sup> Working Mother magazine - this is the 14th year Principal has been recognized on this list, September 2016.

<sup>12</sup> InformationWeek - 19th year Principal has been on InformationWeek Elite, formally the InformationWeek 500, May 2016.

<sup>13</sup> Victory Media, November 2016.



[principal.com](http://principal.com)

### Additional details to keep in mind

Chatham Partners is not an affiliate of any member company of the Principal Financial Group.

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