



LARRY D. ZIMPLEMAN

Larry D. Zimpleman is president and chief executive officer of The Principal Financial Group® and a member of the Board of Directors. He is responsible for overall management of the company. He also serves as Chairman of the Board and a director of the Principal Funds.

Zimpleman joined the company in 1971 as an actuarial intern. From 1976 to 1997 he served in various management and leadership positions at the officer level in the pension department. He was named vice president in 1997, senior vice president in 1999, executive vice president in 2001, president of Retirement and Investor Services in 2003, and president and chief operating officer in 2006. He was named to his current role in 2008.

Zimpleman currently serves as a member of the Board of Trustees for Drake University. He is also a member of the Board of the Employee Benefit Research Institute. In both 2002 and 2006, Zimpleman was elected to serve as a delegate to the National SAVER Summit held in Washington, D.C.

Zimpleman earned his bachelor's degree and his master's degree in business administration from Drake University in Des Moines, Iowa. Zimpleman has previously sat on the board of directors and the audit committee for the Nippon Life Insurance Company of America. He is Fellow of the Society of Actuaries, an Enrolled Actuary, a member of the American Academy of Actuaries, a member of the Des Moines Actuaries' Club, and a past president of the American Academy of Actuaries. He is also a past member of the Board of Governors of the Society of Actuaries.

About the Principal Financial Group

The Principal Financial Group[®] (The Principal[®])¹ is a leader in offering businesses, individuals and institutional clients a wide range of financial products and services, including retirement and investment services, life and health insurance, and banking through its diverse family of financial services companies. A member of the Fortune 500, the Principal Financial Group has \$311.1 billion in assets under management² and serves some 18.6 million customers worldwide from offices in Asia, Australia, Europe, Latin America and the United States. Principal Financial Group, Inc. is traded on the New York Stock Exchange under the ticker symbol PFG. For more information, visit www.principal.com.

¹ “The Principal Financial Group” and “The Principal” are registered service marks of Principal Financial Services, Inc., a member of the Principal Financial Group.

² As of December 31, 2007