

Value Stands Out at PGIM Fixed Income

Transcript

Greg Peters, Co-Chief Investment Officer: Value is defined very differently depending on your lens. So, whether you're a pension fund, an endowment, a corporate client, it's about solving their needs.

John Vibert, President and Chief Executive Officer: PGIM Fixed Income is a global active fixed income manager with a broad array of capabilities across public and also private fixed income markets. We have investment professionals who are focused on finding value for our clients across fixed income markets globally.

Greg: The hallmark of PGIM Fixed Income is teamwork—working together, collaboration. The investment process builds upon that team-based approach. That really allows us to lever our capabilities and our understanding across geographies, across disciplines.

John: It's a collaborative effort. It's a conversation with our clients. The most important thing we can do is to listen to them and then respond in a way that is intellectually honest and then make sure that we deliver the best that fixed income has for those clients.

Greg: For us to remain competitive, we have to listen. We have to have our ear to the ground of what our client needs are. Transparency is key. We will be as honest and thoughtful as we possibly can and not just give an answer to give an answer. Partnering with clients, providing educational resources, working together—that type of relationship building goes beyond just managing the portfolio. That sustainable relationship is really what creates a strong long tenured partnership.

John: The key is to remain true to core convictions, core precepts around fixed income fundamentals and that means sticking with our rigorous, bottom-up fundamental-oriented investment style and also combining that with really rigorous and independent risk management.

Greg: It's a scenario-based approach, a very analytically driven approach that allows us to understand the risk before it happens, both modelled and fundamental, that really allows us to manage our portfolios in a more meaningful way.

John: Value stands out at PGIM Fixed Income. In our investment process and our commitment to our clients and the people that make up this outstanding organization whose unwavering dedication has driven our success for decades.