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## Srinivas D. Reddy

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Srinivas D. (Sri) Reddy is senior vice president, retirement and income solutions at Principal Financial Group®. He is responsible for the Income Solutions business, which includes retail annuities, pension risk transfer, Principal Bank and our trust & custody businesses.

Prior to joining Principal, Reddy was the head of the investments and retirement income businesses for Prudential Retirement. Before that, he led all the product lines for USAA's investment management and life insurance companies and held several roles at ING where his experience ranged from managing wholesale and direct distribution groups to product development in both the defined contribution

business as well as the rollover & retirement income business. Previously, he served as a consultant with Ernst & Young.

Reddy has a bachelor's degree in Economics from Baylor University and a master's degree in International Management from Thunderbird, The American Graduate School of International Management and holds the Chartered Financial Analyst (CFA) designation. He has also completed his coaching certification through the Neuroleadership Institute. Reddy is a frequent contributor to national media outlets and an expert resource on a range of retirement and financial security topics. He also serves and has served on various industry and regulatory groups including previously as the chair of the ERISA Advisory Council at the U.S. Department of Labor and currently on the board of the Insured Retirement Institute.