

## About Aegon Americas

Operating under the Transamerica brand, the Americas is Aegon's largest market, and more than half of the Group's underlying earnings are generated here. Transamerica's dedicated professionals work to help people take the steps necessary to live better today so they can worry less about tomorrow. The company recognizes the connection between financial and physical well-being and how both are essential for achieving a lifetime of financial security. Transamerica is a leading provider of life insurance, investments and retirement solutions in the U.S.



**USD 1,258 million**  
Underlying earnings before tax  
2019



**USD 453 billion**  
Revenue-generating investments  
June 30, 2020



Over **8,500** employees  
June 30, 2020

- The companies making up the Transamerica brand date back to the mid-19th century.
- Transamerica provides a broad range of life insurance and investment products, individual and group pension plans, as well as asset management services.
- The company uses a variety of distribution channels to help customers access its products and services in the way they prefer – from advisors and brokers to worksite and direct channels.
- The company is headquartered in Baltimore, Maryland with significant operations in Cedar Rapids, Iowa and Denver, Colorado.
- Aegon has a 50% stake in Mongeral Aegon, Brazil's fourth largest independent life insurer.
- Transamerica's commitment to Wealth + Health doesn't end with its customers and employees. With its sponsorships, Transamerica promotes a healthy lifestyle and financial fitness in its communities. The company collaborates with the American Heart Association (AHA), the largest voluntary health organization dedicated to being a relentless force for a world of longer, healthier lives. Transamerica works with AHA to deliver content, tools, and strategies to help financial professionals and employers better serve their audiences. In addition, Transamerica is working with Massachusetts Institute of Technology (MIT) AgeLab, in a long-term research collaboration to design, develop and deploy innovations that have an impact on how the world's aging population will live, work and play in the future. To validate and promote the importance of Wealth + Health, Transamerica sponsors the Colorado Rapids of Major League Soccer, in addition to supporting golf, from PGA major winners Zach Johnson and Stewart Cink, to the American Junior Golf Association.

### Fast facts Aegon Americas

CEO	Mark Mullin
Business lines	Life, long term care and supplemental health insurance, annuities, mutual funds, exchange-traded funds, employee benefits, retirement plans, individual retirement accounts, Advice Center, and stable value solutions.
Main distribution channels	Agents, advisors, direct and worksite marketing.

The United States is the world's largest life insurance market, accounting for more than 20% of the total global market<sup>1)</sup>. Demand for long-term financial security is growing as the US population ages and the private sector takes on more responsibility for retirement provision.

### Fast facts US market<sup>1)</sup>

Life expectancy at birth (2050-2055)	83.76 years
Percentage of population over 65 (2050)	22.4%
Life insurance premiums (2019)	USD 629 billion
Penetration rate life (premiums as % of GDP; 2019)	2.92%
Gross national income per capita (2019)	USD 65,760