

## About Aegon Americas

Operating under the Transamerica brand, the Americas is Aegon's largest market, and almost two-thirds of the company'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 among the top ten largest providers of variable annuities, individual universal life & individual term life in the US.



Serving **6 million**  
Americans at the worksite  
September 30, 2017



**USD 467 billion**  
Revenue-generating investments  
December 31, 2017



Almost **11,000** employees  
December 31, 2017

- The companies making up the Transamerica brand date back to the mid-19<sup>th</sup> 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's operations are based in Baltimore, Maryland and Cedar Rapids, Iowa.
- Aegon has a 50% stake in Mongeral Aegon, Brazil's fourth largest independent life insurer. In Mexico, Aegon and Transamerica have joined forces with Administradora Akaan to create an asset management company named Akaan Transamerica.
- Transamerica works with academics and athletes to validate and promote the importance of Wealth + Health. In addition to working with MIT's AgeLab and the American Heart Association, Transamerica has been the shirt sponsor for Tim Howard (goalkeeper with the U.S. national soccer team and Colorado Rapids) since 2015. Transamerica also sponsors PGA major winners Zach Johnson and Stewart Cink.

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

Life expectancy at birth (2050)	84.1 years
Percentage of population over 65 (2050)	21.4%
Life insurance premiums (2016)	USD 559 billion
Penetration rate life (premiums as % of GDP; 2016)	3.02%
Gross national income per capita (2016)	USD 56,180

<sup>1)</sup> Sources: UN, Swiss Re., World Bank

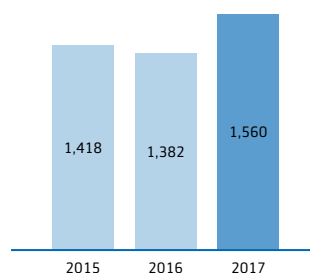
The United States is the world's largest life insurance market, accounting for more than 20% of the total global market. Demand for long-term financial security is growing as the US population ages and the private sector takes on more responsibility for retirement provision.

### Fast facts: Aegon Americas

Number of employees	10,951 (December 31, 2017)
Business lines	Life insurance, savings, pensions, accident & health, and asset management
Main distribution channels	Brokers, banks, agents, direct and worksite marketing
Chief Executive Officer	Mark Mullin

## Financials

Underlying earnings before tax (in USD millions)



Sales (in USD billions)

