



Unlocking the global potential

Jos Streppel – CFO

Sanford Bernstein Conference, London, 24 September 2008

AEGON well positioned to weather the storm

- Strong balance sheet
- Substantial financial flexibility
- Ample liquidity

Implementing new growth strategy

- Ambitious targets to increase value of new business, underlying earnings and return on equity



- Risk reductions across the group implemented over last 5 years
 - Insignificant direct equity exposure
 - Interest rate risks lowered
 - Guarantees on products lowered
 - Hedging of guarantees
 - Asset and liability matching
 - Liquidity risk management

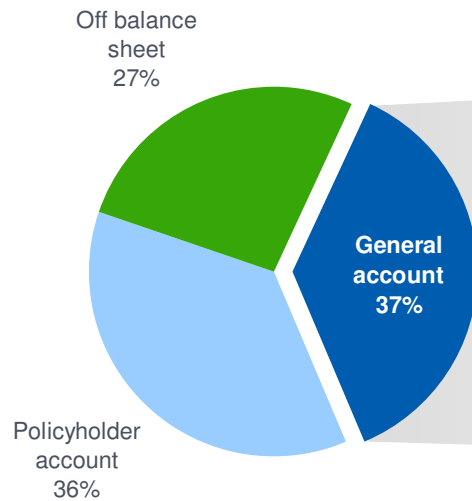
- Global risk management organization
 - Economic capital model being implemented

Insignificant direct equity exposure



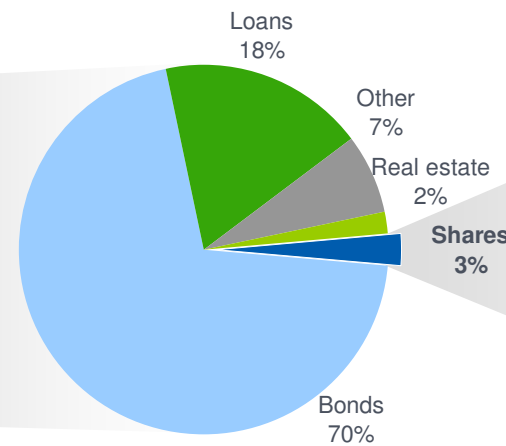
Total investments

EUR 344 billion



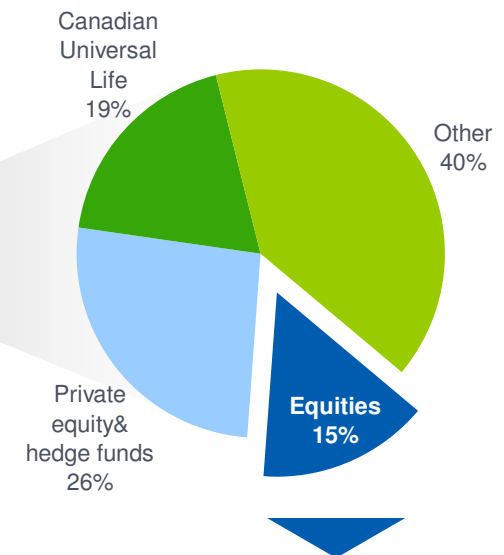
General account

EUR 127 billion



Shares

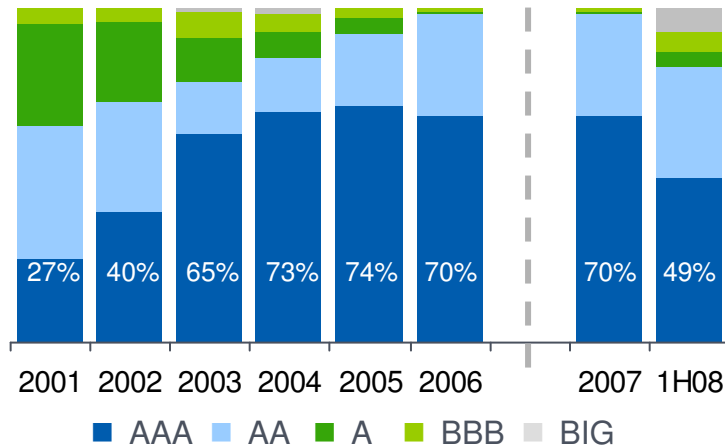
EUR 3.5 billion



Direct equity exposure limited to EUR 0.5 billion

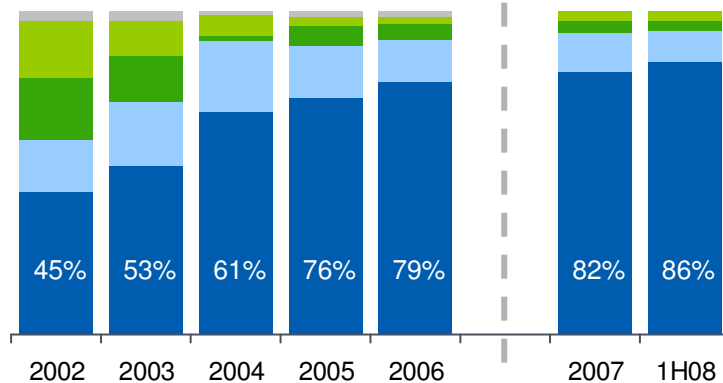
As of 30 June 2008

Subprime investments

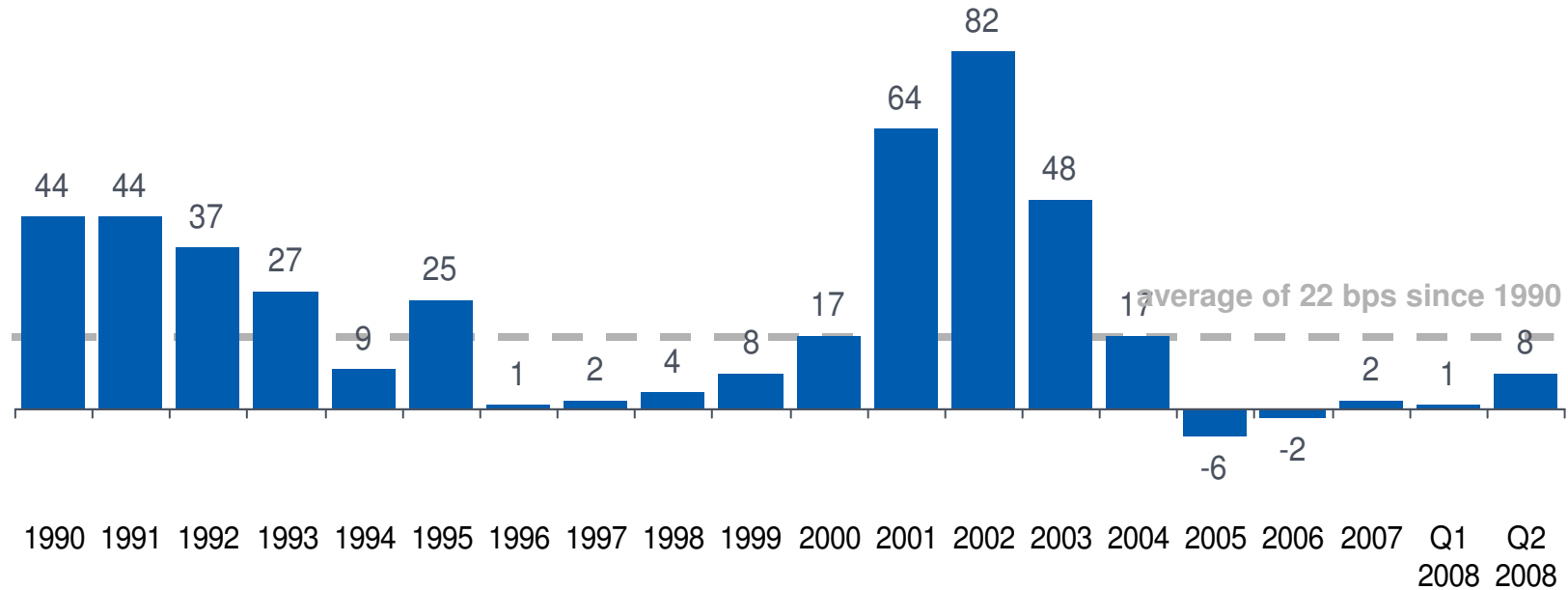


- Shift to lower risk asset classes
- Allocating more to higher rated assets
- Stress tests of various MBS exposures show manageable losses, assuming a 30% decline in the US housing market

CMBS investments

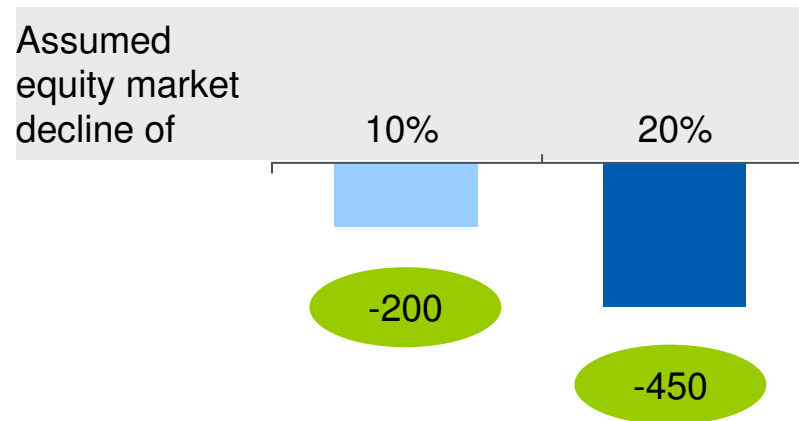


Credit losses in bps of assets (includes only bonds and mortgages)



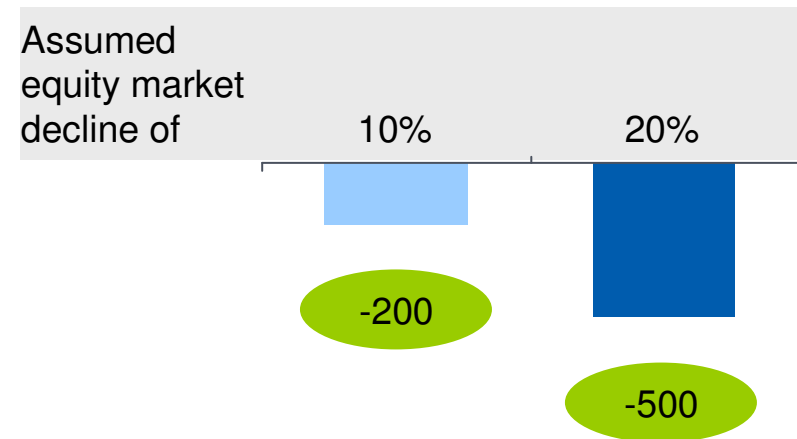
- US credit impairments of EUR 57 million before tax in Q2 2008, reflecting the high quality of AEGON’s investment portfolio
- Products are priced for expected losses of 25 – 30 basispoints

Impact on earnings* (12 month period, EUR million)



- Lower fees
- Reserve strengthening for guarantees
- DAC unlocking** (only for 20% decline)

Impact on capital* (EUR million)



- Direct exposure
- Reserve strengthening for guarantees

* Based on equity markets as of June 30, 2008

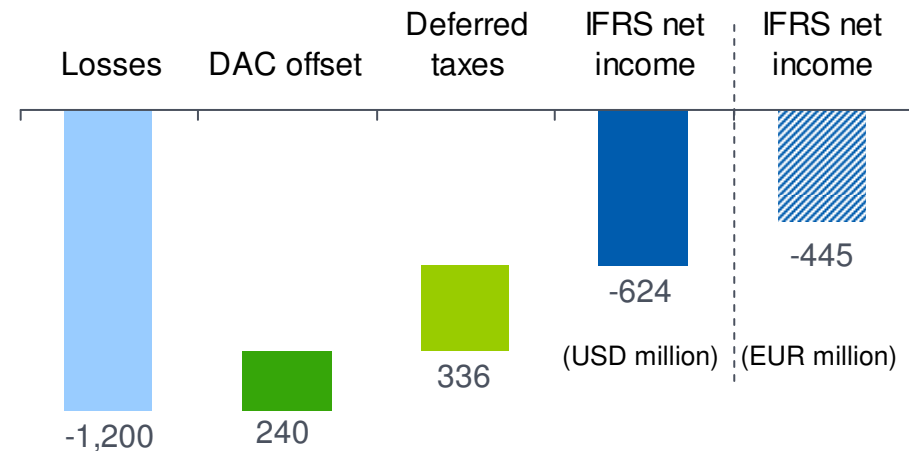
** Acceleration of amortization of deferred acquisition costs

Assumption:

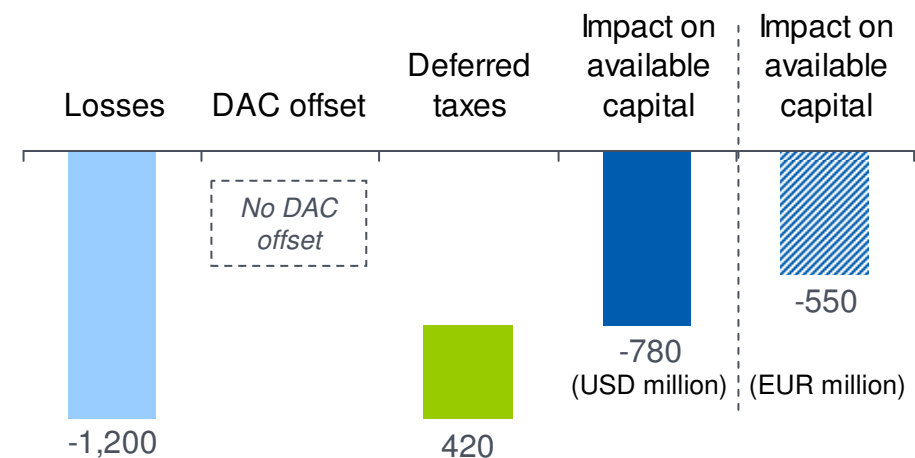
- 100 bps of losses on USD 120 billion of assets*
- 20% DAC offset (possible range 0% – 60%, depending on business line)
- 35% tax offset (depending on geography)

* includes bonds and mortgages of US fixed income portfolio

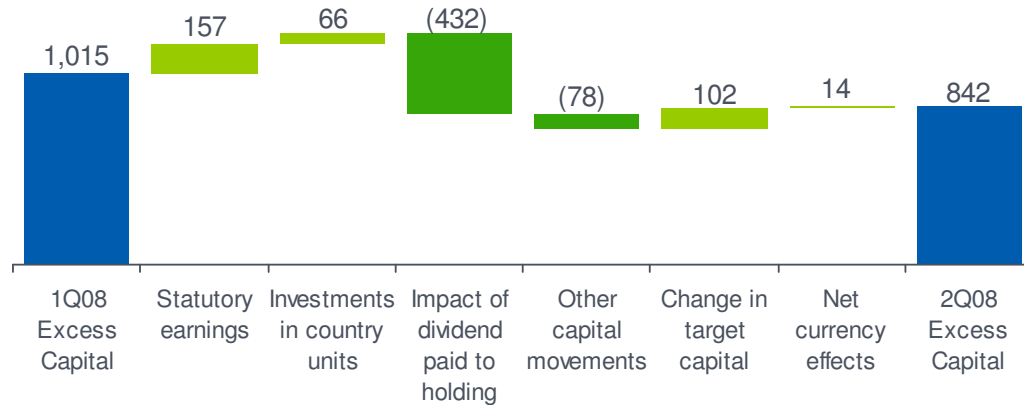
Impact on IFRS net income



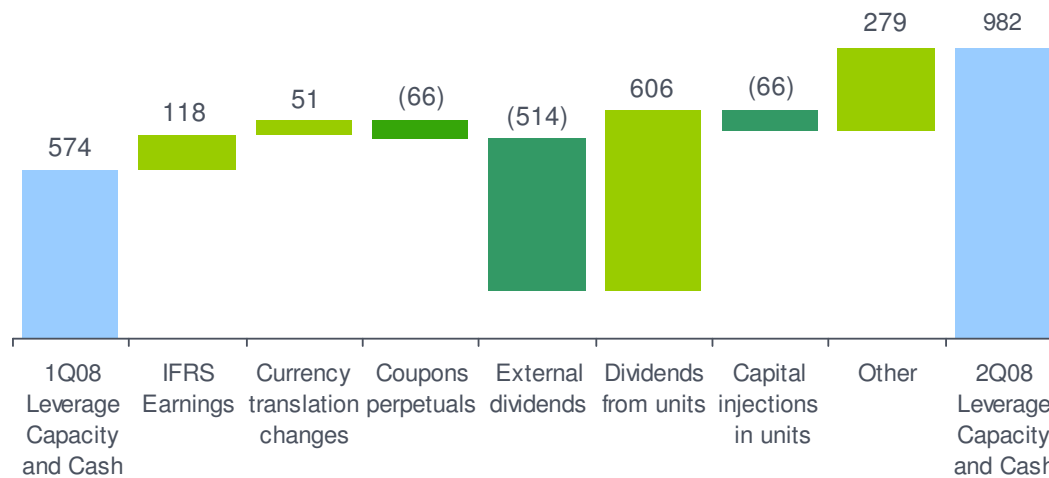
Impact on available capital



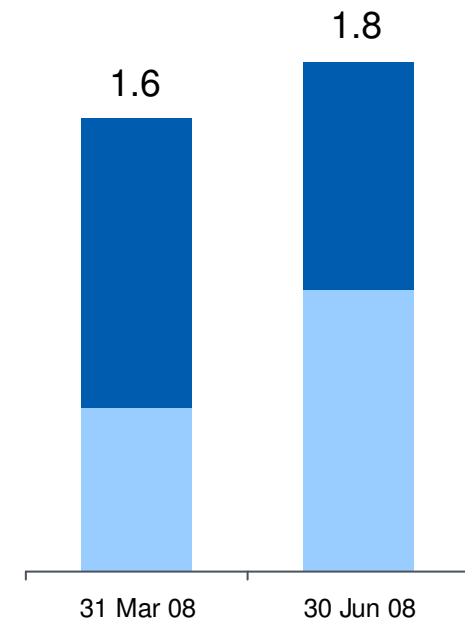
Excess capital in operating units (EUR million)



Additional leverage capacity and cash at holding (EUR million)

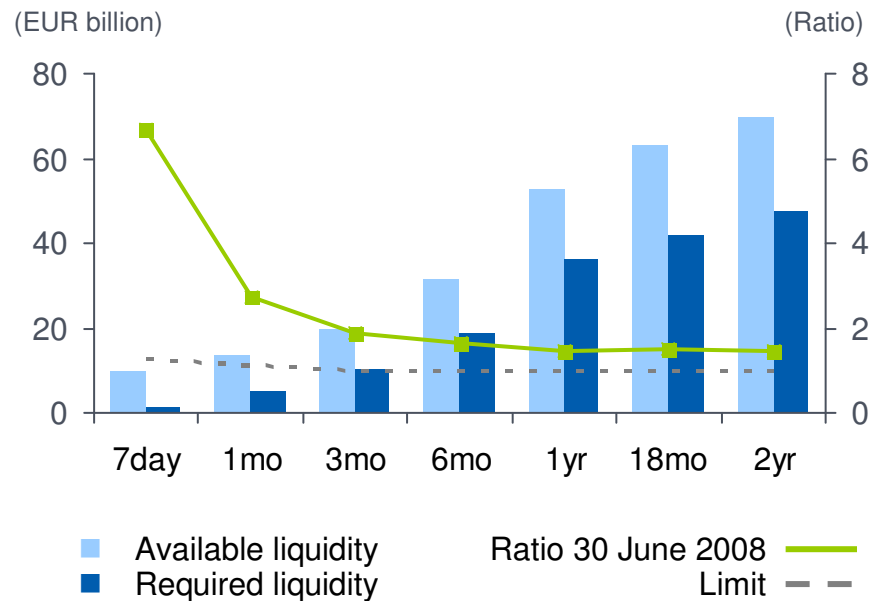


Financial flexibility (EUR billion)



- Excess capital in country units: *available capital* -/- *required capital*
- Additional leverage capacity and cash

Liquidity management



- Extreme possibility of ‘frozen’ markets for years anticipated
- Impaired capital markets liquidity test assumes an extended period and normal liquidity only resuming in 2 years
- Our liquidity position remains impressive even ignoring contingent liquidity sources
- Under a conservative best estimate basis, AEGON has positive net inflows into 2010

Even under a prolonged stress environment AEGON will not be a “forced seller” of securities into distressed markets

3 strategic priorities to improve performance



1 Reallocate capital towards businesses with higher growth and return prospects

2 Improve growth and returns from existing businesses

3 Manage AEGON as an international group



Grow value of new business to EUR 1.25 billion by 2010

- Delivering on increased 2010 target

Earnings growth of at least 10% p.a. to 2012

- Average net underlying earnings growth target in excess of 10% p.a. to 2012 from 2007 base of EUR 2,033 million (at 2007 constant currency)

Return on equity* in excess of 15% by 2012

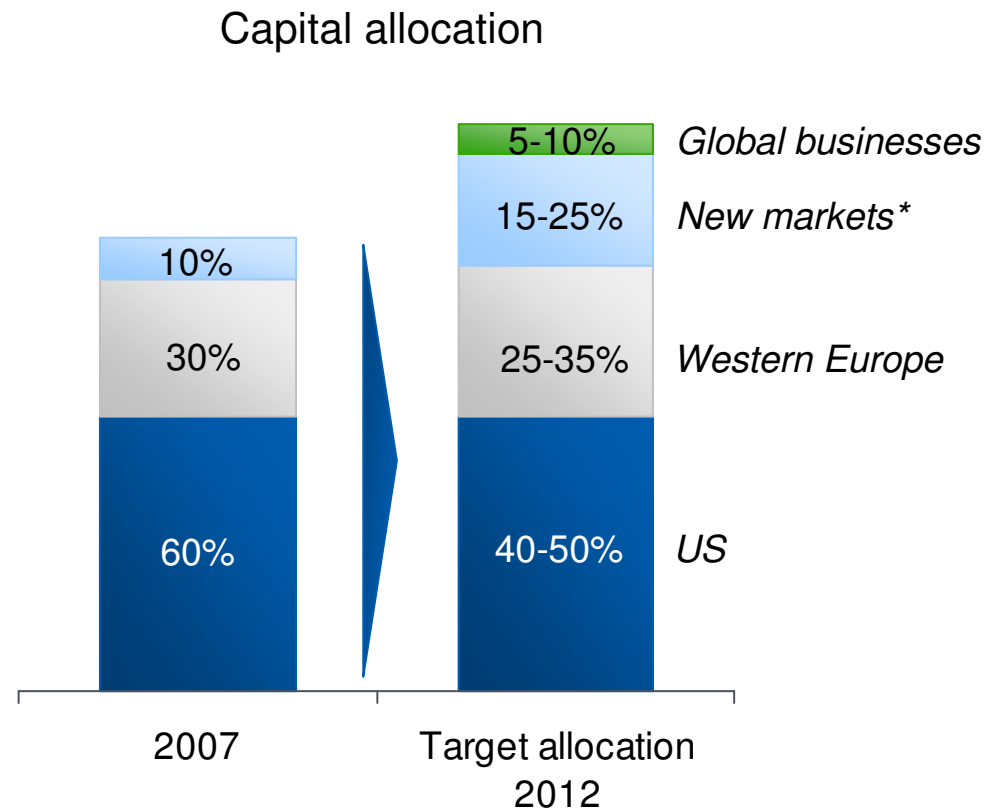
- Return on equity* to improve to at least 14% by 2010 and in excess of 15% by 2012 from 12% in 2007

* Net underlying earnings / average shareholder's equity excluding revaluation reserves

Business mix

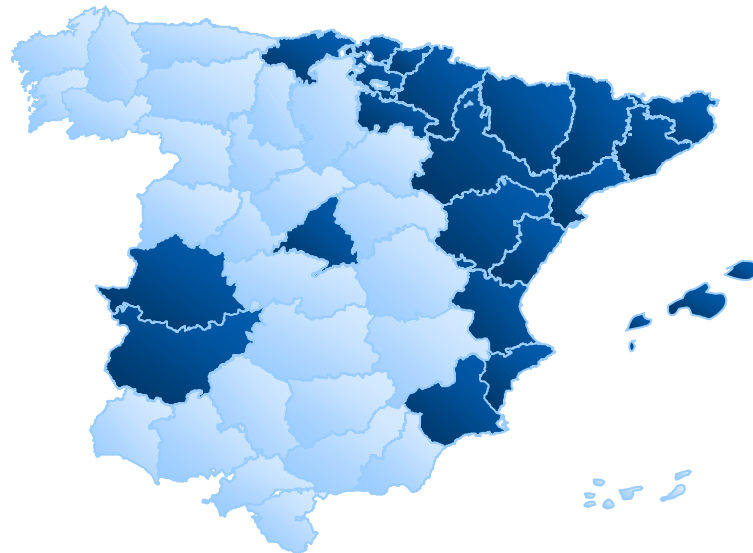
- Continuous assessment of group portfolio
- Strict strategic and financial criteria
 - Core business: fits life cycle need
 - Growth
 - Returns / risk
 - Cash generation

Geographic mix



* New markets = Central & Eastern Europe, Asia and Latin America

6th largest life insurer in Spain



■ AEGON's current footprint

Key financials 2007

Gross written premiums*	EUR 1.2 billion
Value of new business**	EUR 128 million
Embedded value**	EUR 765 million
Underlying earnings pre-tax***	EUR 33 million

JV's with regional savings banks

2004	Caja Mediterráneo
2005	Caja Badajoz
2006	Caja Navarra
2007	Caja Cantabria
2008	Caixa Terrassa

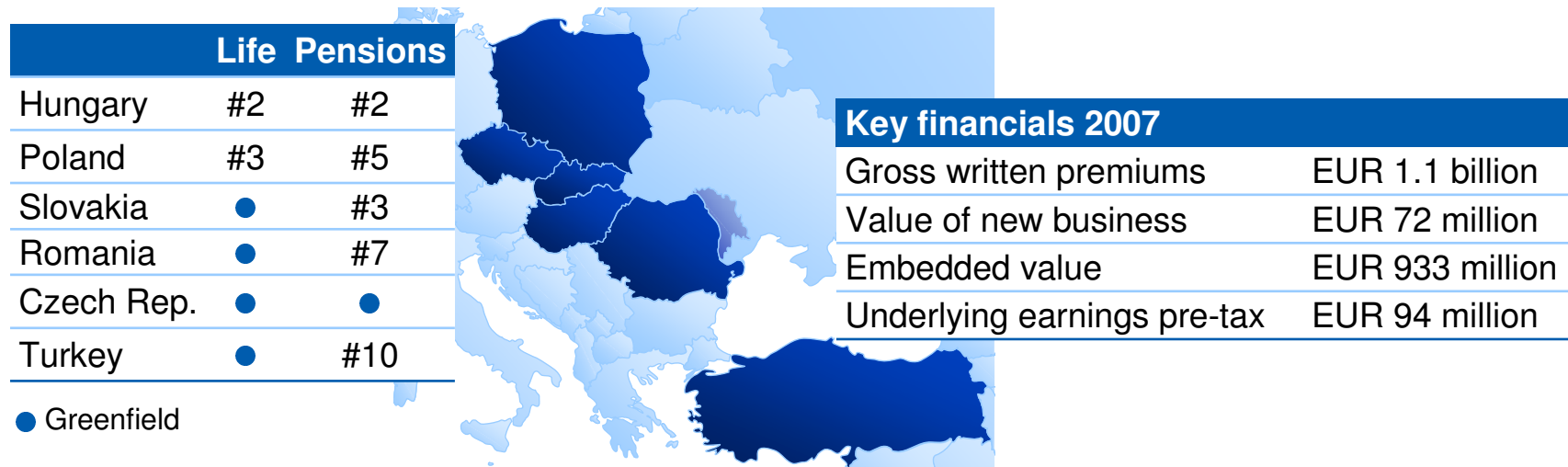
* On a pro forma basis and JV's 100% consolidated

** JV's 100% consolidated

*** AEGON's share in earnings

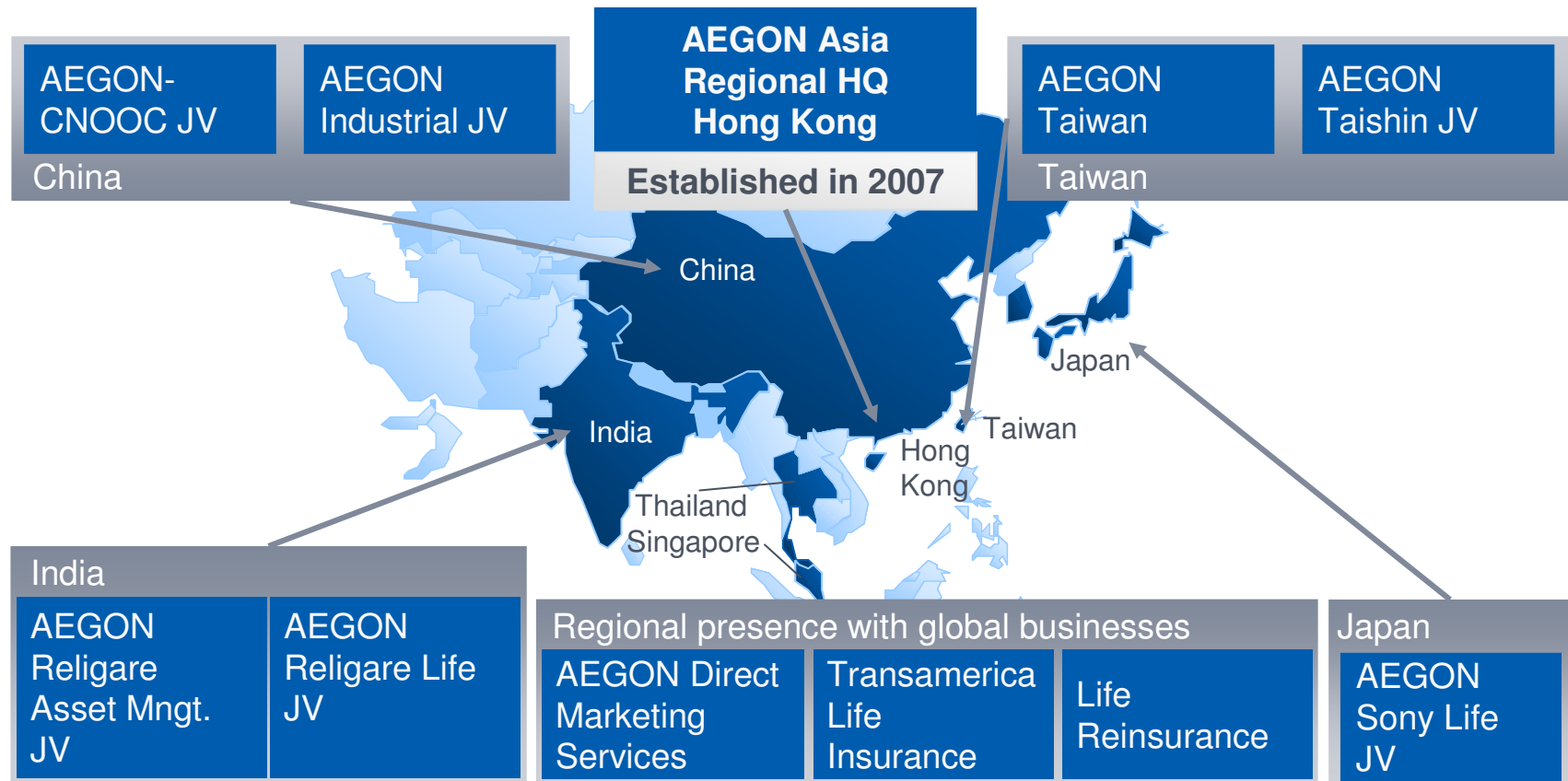
- Focus on life, pensions & health products
- Track record in deals with growth potential
- Back offices and product development centralized
- Pursuing further growth opportunities

Ambition to achieve market leadership (top 5) in all our markets



- High real wage growth and low insurance penetration across region
- Additional growth by broadening product and distribution range
- Regional synergies lead to cost-efficiencies
- Committed EUR 1 billion to the region for further expansion

Successful execution of growth strategy in Asia



- Businesses are early stage – focus on execution and build scale
- Multi-channel distribution strategy – focus on bancassurance
- Selective entry into new markets
- 10% to 15% of total value of new business targeted from Asia in 2010

- Release of EUR 315 million through innovative securitization
- Monetizing future profits from books of unit-linked business in the UK

- Enhancing the Group's financial flexibility
- Execution underlines continued trust in AEGON's capital position

- Further opportunities – such as securitizations – are explored to:
 1. Improve capital efficiency
 2. Optimize capital allocation
 3. Improve returns

Fundamental demographic and economic changes...

- increasing longevity and ageing populations
- global wealth creation, extending into new markets
- financial market volatility
- reduced safety net from government, employers and family

...generating new customers and new needs...

- shift to dis-savings in developed markets
- new middle class in emerging markets

...driving more demand for our solutions

- need for long-term protection
- need for accumulation products
- need for financial guarantees

- Strong balance sheet, substantial financial flexibility and ample liquidity
- Strategic capital management, focused on maximizing returns on capital
- Updated strategy to enhance value creation by unlocking global potential
- Pure life and pensions company with well diversified business lines
- Well positioned for growth in existing and new markets

- Ambitious management team, committed to clear targets:
 - Strong profitable growth with value of new business target of EUR 1.25 billion by 2010
 - Average underlying earnings growth of at least 10% p.a. to 2012
 - Return on equity to improve to at least 14% by 2010 and in excess of 15% by 2012



A stylized world map in shades of blue and white, with a grid of latitude and longitude lines. The map is set against a background of light blue rays emanating from the center, creating a sense of global connectivity and movement.

Unlocking the global potential

Q&A

Unlocking the global potential

A horizontal banner featuring a stylized world map in shades of blue and white. The map is overlaid with a grid of latitude and longitude lines. The background has a subtle motion blur effect, suggesting global connectivity.

Unlocking the global potential

For questions please contact Investor Relations

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Upcoming events



8-9 October 2008	Merrill Lynch Conference, <i>London</i>	Alex Wynaendts
6 November 2008	AEGON Q3 2008 Results	
13 November 2008	Cheuvreux Conference, <i>New York</i>	Jos Streppel
24 November 2008	AEGON Analyst and Investor Day, <i>London</i>	
4 December 2008	Société Générale Conference, <i>Paris</i>	Alex Wynaendts



Cautionary note regarding forward-looking statements



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The statements contained in this presentation that are not historical facts are forward-looking statements as defined in the US Private Securities Litigation Reform Act of 1995. The following are words that identify such forward-looking statements: believe, estimate, target, intend, may, expect, anticipate, predict, project, counting on, plan, continue, want, forecast, should, would, is confident, will, and similar expressions as they relate to our company. These statements are not guarantees of future performance and involve risks, uncertainties and assumptions that are difficult to predict. We undertake no obligation to publicly update or revise any forward-looking statements. Readers are cautioned not to place undue reliance on these forward-looking statements, which merely reflect company expectations at the time of writing. Actual results may differ materially from expectations conveyed in forward-looking statements due to changes caused by various risks and uncertainties. Such risks and uncertainties include but are not limited to the following:

- ◆ Changes in general economic conditions, particularly in the United States, the Netherlands and the United Kingdom;
- ◆ Changes in the performance of financial markets, including emerging markets, such as with regard to:
 - The frequency and severity of defaults by issuers in our fixed income investment portfolios; and
 - The effects of corporate bankruptcies and/or accounting restatements on the financial markets and the resulting decline in the value of equity and debt securities we hold;
- ◆ The frequency and severity of insured loss events;
- ◆ Changes affecting mortality, morbidity and other factors that may impact the profitability of our insurance products;
- ◆ Changes affecting interest rate levels and continuing low or rapidly changing interest rate levels;
- ◆ Changes affecting currency exchange rates, in particular the EUR/USD and EUR/GBP exchange rates;
- ◆ Increasing levels of competition in the United States, the Netherlands, the United Kingdom and emerging markets;
- ◆ Changes in laws and regulations, particularly those affecting our operations, the products we sell, and the attractiveness of certain products to our consumers;
- ◆ Regulatory changes relating to the insurance industry in the jurisdictions in which we operate;
- ◆ Acts of God, acts of terrorism, acts of war and pandemics;
- ◆ Changes in the policies of central banks and/or governments;
- ◆ Litigation or regulatory action that could require us to pay significant damages or change the way we do business;
- ◆ Customer responsiveness to both new products and distribution channels;
- ◆ Competitive, legal, regulatory, or tax changes that affect the distribution cost of or demand for our products;
- ◆ Our failure to achieve anticipated levels of earnings or operational efficiencies as well as other cost saving initiatives; and
- ◆ The impact our adoption of the International Financial Reporting Standards may have on our reported financial results and financial condition.

Cautionary note regarding Regulation G (non-GAAP measure)

This presentation includes non-GAAP financial measures: net underlying earnings, operating earnings before tax, value of new business and embedded value. Value of new business and embedded value are not based on IFRS, which are used to prepare and report AEGON's financial statements and should not be viewed as a substitute for IFRS financial measures. AEGON believes the non-GAAP measures shown herein, together with GAAP information, provides a meaningful measure for the investment community to evaluate AEGON's business relative to the businesses of our peers.