

KEY PERFORMANCE INDICATORS

<i>amounts in EUR millions (except per share data)</i>	Notes	Q4 2008	Q4 2007	%	At constant currency %	FY 2008	FY 2007	%	At constant currency %
Underlying earnings before tax	1	(181)	667	N.M.	N.M.	1,573	2,639	(40)	(37)
Net income	2	(1,182)	648	N.M.	N.M.	(1,082)	2,551	N.M.	N.M.
New life sales	3	598	800	(25)	(19)	2,631	3,274	(20)	(11)
Total deposits	4	11,933	9,594	24	17	40,751	44,528	(8)	(3)
Value of new business (VNB)		233	226	3	4	837	927	(10)	(2)
Return on equity	5	(8.7%)	12.5%	N.M.		6.6%	12.5%	(47)	

^{a)} The calculation of the IGD (Insurance Group Directive) capital surplus and ratio have been changed from the disclosure in the previous quarter to better reflect regulatory solvency requirements of local regulators and are based on Solvency I capital requirements on IFRS for entities within the EU, and local regulatory solvency measurements for non-EU entities. Specifically, required capital for the life insurance companies in the US is calculated as two times the upper end of the Company Action Level range (200%) as applied by the National Association of Insurance Commissioners in the US

^{b)} National Association of Insurance Commissioners Risk Based Capital

^{c)} Core capital is the sum of shareholders' equity and the EUR 3 billion in convertible core capital securities from Vereniging AEGON, funded by the Dutch State