

## KEY PERFORMANCE INDICATORS

<i>amounts in EUR millions</i> <sup>b)</sup>	Notes	Q1 2011	Q4 2010	%	Q1 2010	%
Underlying earnings before tax	1	414	452	(8)	446	(7)
Net income	2	327	318	3	372	(12)
Sales	3	1,411	1,506	(6)	1,442	(2)
Value of new business (VNB)	4	118	129	(9)	138	(14)
Return on equity	5	7.8%	8.7%	(10)	8.9%	(12)