

KEY PERFORMANCE INDICATORS

<i>amounts in EUR millions</i> ^{b)}	Notes	Q3 2011	Q2 2011	%	Q3 2010	%	YTD 2011	YTD 2010	%
Underlying earnings before tax	1	361	401	(10)	452	(20)	1,176	1,381	(15)
Net income	2	60	404	(85)	657	(91)	791	1,442	(45)
Sales	3	1,620	1,261	28	1,595	2	4,292	4,512	(5)
Value of new business (VNB)	4	58	103	(44)	109	(47)	279	385	(28)
Return on equity	5	6.9%	8.1%	(15)	9.3%	(26)	7.4%	8.9%	(17)