**Q2 2016 Results**

“Our results this quarter underline the need to accelerate the execution of our strategy.”

Alex Wynaendts
CEO Aegon

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**UNDERLYING EARNINGS PER REGION (EUR MILLION)**

<table>
<thead>
<tr>
<th>Region</th>
<th>Q2 2015 Underlying Earnings</th>
<th>Q1 2016 Underlying Earnings</th>
<th>Q2 2015 Net Income</th>
<th>Q1 2016 Net Income</th>
</tr>
</thead>
<tbody>
<tr>
<td>Americas</td>
<td>2,765 EUR million</td>
<td>2,335 EUR million</td>
<td>18.1 EUR billion</td>
<td>30.1 EUR billion</td>
</tr>
<tr>
<td>Europe</td>
<td>435 EUR million</td>
<td>505 EUR million</td>
<td>143 EUR million</td>
<td>143 EUR million</td>
</tr>
<tr>
<td>Asia</td>
<td>(385) EUR million</td>
<td>(385) EUR million</td>
<td>319 EUR million</td>
<td>319 EUR million</td>
</tr>
</tbody>
</table>

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**STRATEGIC OBJECTIVES**

- **Customer Loyalty**: We are accelerating our customer strategy in India to enhance customer experience by increasing our specialized direct sales force.
- **Empowered Employees**: Aegon improves its digital capabilities by investing in digital knowledge and training; the third class of the Aegon Analytical Academy started this year.
- **Operational Excellence**: Kames Capital, Aegon’s asset management business in the UK, received the highest possible rating in the United Nation’s most recent Principles for Responsible Investment Survey.
- **Optimized Portfolio**: Aegon was the first company to receive approval from the Dutch Central Bank to launch ‘Stap’, a General Pension Fund (APF) in the Netherlands.