

## FINANCIAL SUPPLEMENT Q3 2010

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AEGON N.V. - Group reporting structure



AEGON N.V.
SUMMARY FINANCIAL AND MARKET HIGHLIGHTS

|  | EUR |  |  |  |  | UR |  | excep | share dat | \& employees |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 2009 |  |  |  |  | 2010 |  |  |
| Earnings summary | $\begin{array}{r} \text { First } \\ \text { Quarter } \end{array}$ | Second Quarter | Third Quarter | Fourth Quarter | $\begin{gathered} \text { Full } \\ \text { Year } \end{gathered}$ | $\begin{array}{r} \text { First } \\ \text { Quarter } \end{array}$ | Second Quarter | Third Quarter | Fourth Quarter | YTD |
|  |  |  |  |  |  |  |  |  |  |  |
| Underlying earnings before tax |  |  |  |  |  |  |  |  |  |  |
| Life | 211 | 236 | 251 | 233 | 931 | 229 | 276 | 279 |  | 784 |
| Individual savings and retirement products | (320) | 88 | 105 | 117 | (10) | 132 | 134 | 117 |  | 383 |
| Pensions | 76 | 117 | 63 | 139 | 395 | 122 | 115 | 124 |  | 361 |
| Life reinsurance | (23) | 13 | 15 | 16 | 21 | 30 | 26 | 4 |  | 60 |
| Non-life | 11 | 20 | 17 | 19 | 67 | 15 | 20 | 2 |  | 37 |
| Distribution | 6 | 1 | (1) | (8) | (2) | 9 | 4 | 2 |  | 15 |
| Asset Management | - | - | - | - | - | 7 | 12 | 13 |  | 32 |
| Other | (63) | (72) | (69) | (48) | (252) | (69) | (74) | (83) |  | (226) |
| Share in underlying earnings before tax of associates | 4 | 12 | 9 | 10 | 35 | 13 | 9 | 15 |  | 37 |
| Underlying earnings before tax | (98) | 415 | 390 | 478 | 1,185 | 488 | 522 | 473 |  | 1,483 |
| Fair value items | (167) | (17) | (196) | (164) | (544) | (16) | 3 | 204 |  | 191 |
| Realized gains/(losses) on investments | 144 | 21 | 38 | 315 | 518 | 126 | 148 | 129 |  | 403 |
| Impairment charges | (385) | (394) | (286) | (212) | $(1,277)$ | (150) | (77) | (92) |  | (319) |
| Other income/(charges) | (24) | (352) | 48 | 5 | (323) | 23 | (60) | (14) |  | (51) |
| Run-off businesses | 77 | (9) | (34) | (47) | (13) | (60) | (49) | (28) |  | (137) |
| Income before tax | (453) | (336) | (40) | 375 | (454) | 411 | 487 | 672 |  | 1,570 |
| Income tax | 280 | 175 | 185 | 18 | 658 | (39) | (74) | (15) |  | (128) |
| Net income | (173) | (161) | 145 | 393 | 204 | 372 | 413 | 657 |  | 1,442 |
| Net underlying earnings | (64) | 331 | 348 | 390 | 1,005 | 381 | 390 | 395 |  | 1,166 |
| Shares |  |  |  |  |  |  |  |  |  |  |
| Shares outstanding | 1,516 | 1,516 | 1,707 | 1,707 | 1,707 | 1,707 | 1,707 | 1,707 |  | 1,707 |
| Weighted average shares outstanding | 1,516 | 1,516 | 1,605 | 1,707 | 1,587 | 1,707 | 1,707 | 1,707 |  | 1,707 |
| Per share data |  |  |  |  |  |  |  |  |  |  |
| Net income | (0.15) | (0.21) | 0.06 | 0.12 | (0.16) | 0.19 | 0.16 | 0.32 |  | 0.67 |
| Net income fully diluted | (0.15) | (0.21) | 0.06 | 0.12 | (0.16) | 0.19 | 0.16 | 0.32 |  | 0.67 |
| Net underlying earnings | (0.07) | 0.10 | 0.19 | 0.12 | 0.36 | 0.20 | 0.15 | 0.16 |  | 0.51 |
| Net underlying earnings fully diluted | (0.07) | 0.10 | 0.19 | 0.12 | 0.36 | 0.20 | 0.15 | 0.16 |  | 0.51 |
| Dividend | ---- | ---- | ---- | ---- | ---- | ---- | ---- | ---- |  | ---- |
| Trading statistics (Amsterdam Stock Exchange) |  |  |  |  |  |  |  |  |  |  |
| High | 5.55 | 5.00 | 6.05 | 6.10 | 6.10 | 5.15 | 5.45 | 4.90 |  | 4.90 |
| Low | 1.83 | 2.75 | 3.64 | 4.38 | 1.83 | 4.01 | 4.28 | 3.96 |  | 3.96 |
| Close | 2.92 | 4.38 | 5.80 | 4.54 | 4.54 | 5.07 | 4.43 | 4.40 |  | 4.40 |
| Volume (average daily) | 13,969,077 | 14,181,654 | 16,194,063 | 15,770,037 | 15,028,708 | 15,684,590 | 19,974,474 | 14,381,996 |  | 16,680,353 |
| Employees excl. agents | 26,827 | 25,972 | 25,650 | 25,090 | 25,090 | 25,204 | 25,127 | 24,730 |  | 24,730 |
| Agents | 4,329 | 3,491 | 3,382 | 3,292 | 3,292 | 3,044 | 3,011 | 3,147 |  | 3,147 |
| Total number of employees excluding Associates | 31,156 | 29,463 | 29,032 | 28,382 | 28,382 | 28,248 | 28,138 | 27,877 |  | 27,877 |
| AEGON's share of employees (including agents) in Associates | 1,133 | 1,551 | 2,265 | 2,582 | 2,582 | 2,854 | 3,320 | 3,157 |  | 3,157 |
| Total | 32,289 | 31,014 | 31,297 | 30,964 | 30,964 | 31,102 | 31,458 | 31,034 |  | 31,034 |



## AEGON N.V. <br> CONSOLIDATED INCOME STATEMENT



| AEGON N.V. |  |  |  |  |  |  |  |  |  | ITED |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FAIR VALUE ITEM |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  | amo | millions |
|  | EUR |  |  |  |  |  |  |  |  |  |
|  |  |  | 009 |  |  |  |  | 010 |  |  |
|  | First | Second | Third | Fourth | Full | First | Second | Third | Fourth | YTD |
|  | Quarter | Quarter | Quarter | Quarter | Year | Quarter | Quarter | Quarter | Quarter |  |
| Fair value items |  |  |  |  |  |  |  |  |  |  |
| Americas | (1) | 175 | (102) | (159) | (87) | (86) | (33) | 87 |  | (32) |
| Guarantees* | 119 | 79 | 87 | (33) | 252 | (14) | (76) | 67 |  | (23) |
| Alternative investments | (130) | (58) | (33) | (15) | (236) | (38) | - | - |  | (38) |
| Credit derivatives | (22) | 141 | 55 | (9) | 165 | 19 | (15) | 9 |  | 13 |
| Hedges** | ) | 19 | (184) | (47) | (212) | (53) | 52 | 10 |  | 9 |
| Real estate | (3) | - | (1) | (46) | (50) | (3) | (1) | (6) |  | (10) |
| Other fair value items | 35 | (6) | (26) | (9) | (6) | 3 | 7 | 7 |  | 17 |
| The Netherlands | (218) | (80) | (45) | (31) | (374) | 91 | 68 | 184 |  | 343 |
| Guarantees* | (135) | (54) | 41 | (41) | (189) | 80 | 127 | 181 |  | 388 |
| Alternative investments | (1) | 1 | (2) | (3) | (5) | 6 | - | 3 |  | 9 |
| Real estate | (4) | (29) | (103) | 7 | (129) | (1) | (42) | 2 |  | (41) |
| Other fair value items | (78) | 2 | 19 | 6 | (51) | 6 | (17) | (2) |  | (13) |
| United Kingdom | 1 | 15 | 5 | 7 | 28 | 3 | (14) | 2 |  | (9) |
| New Markets | 3 | 4 | (2) | (2) | 3 | 3 | (4) | (9) |  | (10) |
| Holdings | 48 | (131) | (52) | 21 | (114) | (27) | (14) | (60) |  | (101) |
| Total fair value items | (167) | (17) | (196) | (164) | (544) | (16) | 3 | 204 |  | 191 |

* Net of hedges.
** As of Q2 2010 Hedges include VA unlockings on equity growth assumptions.


## AEGON N.V.

## CONSOLIDATED BALANCE SHEET

UNAUDITED

|  | EUR |  |  |  | EUR |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2009 |  |  |  | 2010 |  |  |  |
|  | First | Second | Third | Fourth | First | Second | Third | Fourth |
|  | Quarter | Quarter | Quarter | Quarter | Quarter | Quarter | Quarter | Quarter |
| Investments general account | 133,130 | 131,533 | 132,617 | 134,205 | 142,254 | 151,394 | 145,625 |  |
| Investments for account of policyholders | 103,312 | 112,107 | 119,647 | 125,845 | 135,385 | 139,717 | 140,438 |  |
| Investments in associates | 584 | 660 | 716 | 696 | 734 | 748 | 759 |  |
| Deferred expenses and rebates | 13,104 | 12,160 | 11,155 | 11,481 | 11,730 | 12,956 | 11,832 |  |
| Other assets and receivables | 26,618 | 22,167 | 19,970 | 22,093 | 22,841 | 28,602 | 30,568 |  |
| Cash and cash equivalents | 6,274 | 6,816 | 7,578 | 4,314 | 4,712 | 5,328 | 7,778 |  |
| Total assets | 283,022 | 285,443 | 291,683 | 298,634 | 317,656 | 338,745 | 337,000 |  |
| Shareholders' equity | 4,899 | 7,642 | 11,649 | 12,164 | 14,545 | 17,196 | 18,048 |  |
| Convertible capital securities | 3,000 | 3,000 | 3,000 | 2,000 | 2,000 | 2,000 | 1,500 |  |
| Other equity instruments | 4,700 | 4,703 | 4,708 | 4,709 | 4,708 | 4,702 | 4,703 |  |
| Minority interest | 7 | 7 | 6 | 10 | 13 | 13 | 11 |  |
| Group equity | 12,606 | 15,352 | 19,363 | 18,883 | 21,266 | 23,911 | 24,262 |  |
| Insurance contracts general account | 101,575 | 94,081 | 92,403 | 93,790 | 99,554 | 107,207 | 100,757 |  |
| Insurance contracts for the account of policyholders | 59,635 | 63,622 | 67,468 | 69,760 | 74,953 | 76,290 | 75,508 |  |
| Investment contracts general account | 35,390 | 32,424 | 29,109 | 27,932 | 27,226 | 27,616 | 24,685 |  |
| Investment contracts for the account of policyholders | 44,386 | 50,116 | 53,817 | 57,421 | 61,411 | 64,434 | 65,828 |  |
| Other liabilities | 29,430 | 29,848 | 29,523 | 30,848 | 33,246 | 39,287 | 45,960 |  |
| Total equity and liabilities | 283,022 | 285,443 | 291,683 | 298,634 | 317,656 | 338,745 | 337,000 |  |

REVENUE GENERATING INVESTMENTS

|  | EUR |  |  |  |  |  | amounts in millions |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2009 |  |  |  | 2010 |  |  |  |
|  | $\begin{array}{r} \text { First } \\ \text { Quarter } \end{array}$ | Second Quarter | Third Quarter | Fourth Quarter | First <br> Quarter | Second Quarter | Third Quarter | Fourth Quarter |
| Investments general account | 133,130 | 131,533 | 132,617 | 134,205 | 142,254 | 151,394 | 145,625 |  |
| Investments for account of policyholders | 103,312 | 112,107 | 119,647 | 125,845 | 135,385 | 139,717 | 140,438 |  |
| Off balance sheet investments third parties | 99,609 | 100,010 | 103,674 | 102,782 | 110,273 | 117,478 | 118,831 |  |
| Total revenue generating investments | 336,051 | 343,650 | 355,938 | 362,832 | 387,912 | 408,589 | 404,894 |  |
| CAPITAL BASE |  |  |  |  |  |  |  |  |
|  | EUR |  |  |  | EUR amounts in millions |  |  |  |
|  | 2009 |  |  |  | 2010 |  |  |  |
|  | First | Second | Third | Fourth | First | Second | Third | Fourth |
|  | Quarter | Quarter | Quarter | Quarter | Quarter | Quarter | Quarter | Quarter |
| Group equity | 12,606 | 15,352 | 19,363 | 18,883 | 21,266 | 23,911 | 24,262 |  |
| Trust pass-through securtities | 154 | 137 | 133 | 130 | 139 | 161 | 148 |  |
| Subordinated borrowings | 8 | 8 | 8 | - | - | - | - |  |
| Senior debt related to insurance activities | 328 | 741 | (199) | 958 | 1,224 | 1,553 | 1,224 |  |
| Total capital base | 13,096 | 16,238 | 19,305 | 19,971 | 22,629 | 25,625 | 25,634 |  |



## AEGON N.V.

STRUCTURED ASSETS AND CORPORATE BONDS

|  |  |  | unts in millions |
| :---: | :---: | :---: | :---: |
| EUR |  |  |  |
| June 30, 2010 | March 31, 2010 | Dec 31, 2009 | Sept 30, 2009 |
| TOTAL | TOTAL | TOTAL | TOTAL |
| 28,852 | 29,388 | 27,638 | 30,959 |
| 56,224 | 49,932 | 47,247 | 44,819 |
| 4,109 | 4,302 | 4,683 | 3,971 |
| 2,070 | 1,981 | 1,878 | 1,765 |
| 7,838 | 6,939 | 5,850 | 5,518 |
| 8,042 | 7,593 | 6,983 | 6,560 |
| 7,982 | 7,691 | 7,347 | 7,220 |
| 115,117 | 107,826 | 101,626 | 100,812 |
| 12,894 | 12,273 | 11,520 | 10,711 |
| 11,144 | 10,423 | 9,952 | 10,318 |
| 24,038 | 22,696 | 21,472 | 21,029 |
| 250 | 260 | 219 | 231 |
| 1,898 | 1,852 | 1,625 | 1,441 |
| 2,009 | 1,819 | 1,609 | 1,548 |
| 4,157 | 3,931 | 3,453 | 3,220 |
| 3,203 | 3,134 | 3,077 | 2,994 |
| 2,518 | 2,487 | 2,538 | 2,562 |
| 149,033 | 140,074 | 132,166 | 130,617 |
| 2,361 | 2,180 | 2,039 | 2,000 |
| 151,394 | 142,254 | 134,205 | 132,617 |

EUR

|  | EUR |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30, 2010 |  |  |  |  |  |  |
|  | AAA | AA | A | BBB | <BBB | NR | Total |
| Structured assets by rating |  |  |  |  |  |  |  |
| Commercial MBS | 5,398 | 755 | 654 | 240 | 149 | - | 7,196 |
| Residential MBS | 4,420 | 680 | 237 | 404 | 1,779 | - | 7,520 |
| Non-housing related ABS | 3,384 | 1,051 | 1,335 | 1,161 | 370 | - | 7,301 |
| Total | 13,202 | 2,486 | 2,226 | 1,805 | 2,298 | - | 22,017 |
| Credits by rating |  |  |  |  |  |  |  |
| IG Corporates | 1,345 | 5,901 | 24,946 | 20,699 | - | 99 | 52,990 |
| High yield corporate | - | - | - | , | 3,483 | , | 3,489 |
| Emerging Markets debt | 1 | 23 | 466 | 858 | 435 | - | 1,783 |
| Total | 1,346 | 5,924 | 25,412 | 21,559 | 3,918 | 103 | 58,262 |
| Cash / Treasuries / Agencies |  |  |  |  |  |  | 30,175 |
| Total | 14,548 | 8,410 | 27,638 | 23,364 | 6,216 | 103 | 110,454 |






AEGON AMERICAS

## EARNINGS \& REVENUES







| AEGON AMERICAS FIXED ANNUITIES | USD |  |  |  |  |  |  |  | UNAUDITED |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  | amounts in millions |  |
|  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
|  | 2009 |  |  |  |  | 2010 |  |  |  |  |
|  | First | Second | Third | Fourth | Full | First | Second | Third | Fourth | YTD |
|  | Quarter | Quarter | Quarter | Quarter | Year | Quarter | Quarter | Quarter | Quarter |  |
| Earnings |  |  |  |  |  |  |  |  |  |  |
| Underlying earnings before tax | 72 | 68 | 78 | 116 | 334 | 121 | 125 | 112 |  | 358 |
| Fixed annuity balances roll forward |  |  |  |  |  |  |  |  |  |  |
| General account annuities beginning of period | 27,134 | 28,660 | 29,450 | 29,658 | 27,134 | 29,685 | 29,341 | 28,917 |  | 29,685 |
| Deposits | 2,114 | 1,288 | 686 | 643 | 4,731 | 184 | 125 | 164 |  | 473 |
| Lapses and deaths | $(1,039)$ | (899) | (775) | (770) | $(3,483)$ | (728) | (777) | (748) |  | $(2,253)$ |
| Interest credited | 249 | 321 | 337 | 291 | 1,198 | 282 | 254 | 303 |  | 839 |
| Other | 202 | 80 | (40) | (137) | 105 | (82) | (26) | (30) |  | (138) |
| Total general account annuities end of period | 28,660 | 29,450 | 29,658 | 29,685 | 29,685 | 29,341 | 28,917 | 28,606 |  | 28,606 |
| Fixed account of variable annuities | $(1,457)$ | (1,592) | $(1,530)$ | $(1,358)$ | $(1,358)$ | $(1,248)$ | $(1,179)$ | $(1,146)$ |  | $(1,146)$ |
| Total fixed annuity balances | 27,203 | 27,858 | 28,128 | 28,327 | 28,327 | 28,093 | 27,738 | 27,460 |  | 27,460 |
| General account annuity balances |  |  |  |  |  |  |  |  |  |  |
| Retail deferred annuities | 25,640 | 26,567 | 26,808 | 26,892 | 26,892 | 26,596 | 26,207 | 25,939 |  | 25,939 |
| Payout annuities | 1,716 | 1,626 | 1,611 | 1,583 | 1,583 | 1,563 | 1,544 | 1,535 |  | 1,535 |
| Total return | 995 | 946 | 933 | 905 | 905 | 879 | 859 | 824 |  | 824 |
| Equity indexed annuities | 309 | 311 | 306 | 305 | 305 | 303 | 307 | 308 |  | 308 |
| Total general account annuities end of period | 28,660 | 29,450 | 29,658 | 29,685 | 29,685 | 29,341 | 28,917 | 28,606 |  | 28,606 |
| DAC/VOBA/FSR's roll forward |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 2,024 | 1,978 | 1,517 | 857 | 2,024 | 801 | 548 | 848 |  | 801 |
| Capitalized during the period | 95 | 64 | 28 | 29 | 216 | 6 | 3 | 3 |  | 12 |
| Amortized during the period | (14) | (65) | (5) | 11 | (73) | (25) | (37) | (12) |  | (74) |
| Shadow accounting adjustments | (127) | (460) | (683) | (96) | $(1,366)$ | (234) | 334 | (294) |  | (194) |
| Balance at end of period | 1,978 | 1,517 | 857 | 801 | 801 | 548 | 848 | 545 |  | 545 |
| US retail deferred annuities yield and spread information (annualized) |  |  |  |  |  |  |  |  |  |  |
| Average yield on investments | 5.46\% | 4.91\% | 5.41\% | 5.61\% | 5.35\% | 5.50\% | 5.61\% | 5.44\% |  | 5.52\% |
| Average crediting rate | 3.82\% | 3.83\% | 3.79\% | 3.74\% | 3.80\% | 3.68\% | 3.71\% | 3.72\% |  | 3.70\% |
| Average crediting rate on new business | 3.92\% | 3.25\% | 2.68\% | 2.83\% | 3.43\% | 1.99\% | 1.62\% | 1.66\% |  | 1.81\% |
| Average gross spread | 1.64\% | 1.08\% | 1.63\% | 1.87\% | 1.55\% | 1.82\% | 1.90\% | 1.72\% |  | 1.82\% |
| Average underlying gross spread | 1.72\% | 1.22\% | 1.70\% | 1.72\% | 1.59\% | 1.76\% | 2.05\% | 1.61\% |  | 1.80\% |
| Average guaranteed rate | 2.70\% | 2.65\% | 2.63\% | 2.61\% | 2.65\% | 2.59\% | 2.61\% | 2.64\% |  | 2.61\% |
| US retail deferred annuities lapse and death rates (annualized) |  |  |  |  |  |  |  |  |  |  |
| Surrenders and withdrawals | 11.58\% | 8.15\% | 7.05\% | 6.89\% | 8.55\% | 6.53\% | 7.16\% | 6.63\% |  | 6.84\% |
| Deaths | 2.90\% | 3.33\% | 2.59\% | 2.62\% | 2.93\% | 2.63\% | 3.01\% | 2.75\% |  | 2.83\% |
| Total | 14.48\% | 11.48\% | 9.64\% | 9.51\% | 11.48\% | 9.16\% | 10.17\% | 9.38\% |  | 9.67\% |

## AEGON AMERICAS VARIABLE ANNUITIES

|  | USD |  |  |  |  | USD |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2009 |  |  |  |  | 2010 |  |  |  |  |
|  | First Quarter | Second Quarter | Third Quarter | Fourth Quarter | Full Year | First Quarter | Second Quarter | Third Quarter | Fourth Quarter | YTD |
| Earnings |  |  |  |  |  |  |  |  |  |  |
| Underlying earnings before tax | (489) | 34 | 57 | 50 | (348) | 69 | 50 | 29 |  | 148 |
| Variable annuity balances roll forward |  |  |  |  |  |  |  |  |  |  |
| Separate account annuities beginning of period | 29,499 | 27,523 | 31,027 | 34,837 | 29,499 | 36,143 | 37,340 | 35,038 |  | 36,143 |
| Deposits | 708 | 1,017 | 861 | 786 | 3,372 | 809 | 1,028 | 957 |  | 2,794 |
| Lapses and deaths | (710) | (621) | (652) | (790) | $(2,773)$ | (832) | (811) | (732) |  | $(2,375)$ |
| Other | $(1,974)$ | 3,108 | 3,601 | 1,310 | 6,045 | 1,220 | $(2,519)$ | 2,906 |  | 1,607 |
| Total separate account annuities end of period | 27,523 | 31,027 | 34,837 | 36,143 | 36,143 | 37,340 | 35,038 | 38,169 |  | 38,169 |
| Fixed account of variable annuities | 1,457 | 1,592 | 1,530 | 1,358 | 1,358 | 1,248 | 1,179 | 1,146 |  | 1,146 |
| Total variable annuity balances | 28,980 | 32,619 | 36,367 | 37,501 | 37,501 | 38,588 | 36,217 | 39,315 |  | 39,315 |
| Separate account balances by fund type |  |  |  |  |  |  |  |  |  |  |
| Fixed income | 7,807 | 8,348 | 8,172 | 7,831 | 7,831 | 7,805 | 7,205 | 8,156 |  | 8,156 |
| Equities | 19,716 | 22,679 | 26,665 | 28,312 | 28,312 | 29,535 | 27,833 | 30,013 |  | 30,013 |
| Separate account balance end of period | 27,523 | 31,027 | 34,837 | 36,143 | 36,143 | 37,340 | 35,038 | 38,169 |  | 38,169 |
| Minimum guarantee net amount at risk |  |  |  |  |  |  |  |  |  |  |
| GMDB only | 5,271 | 4,536 | 3,531 | 3,010 | 3,010 | 2,917 | 3,558 | 2,870 |  | 2,870 |
| GMDB and GMLB | 5,326 | 4,066 | 2,795 | 2,431 | 2,431 | 2,183 | 2,940 | 2,149 |  | 2,149 |
| GMLB only | 234 | 158 | 99 | 86 | 86 | 76 | 126 | 81 |  | 81 |
| Total net amount at risk | 10,831 | 8,760 | 6,425 | 5,527 | 5,527 | 5,176 | 6,624 | 5,100 |  | 5,100 |
| Separate account annuity balances |  |  |  |  |  |  |  |  |  |  |
| US deferred annuities |  |  |  |  |  |  |  |  |  |  |
| No guarantees | 3,268 | 3,237 | 3,579 | 3,704 | 3,704 | 3,832 | 3,654 | 3,919 |  | 3,919 |
| GMDB Only | 12,180 | 13,656 | 15,003 | 15,284 | 15,284 | 15,573 | 14,252 | 15,204 |  | 15,204 |
| GMDB and GMLB | 11,439 | 13,301 | 15,266 | 16,104 | 16,104 | 16,836 | 16,094 | 17,894 |  | 17,894 |
| GMLB Only | 636 | 833 | 989 | 1,051 | 1,051 | 1,099 | 1,038 | 1,152 |  | 1,152 |
| Total separate account annuity balances | 27,523 | 31,027 | 34,837 | 36,143 | 36,143 | 37,340 | 35,038 | 38,169 |  | 38,169 |
| Gross investment return to policyholder | -5.73\% | 12.16\% | 11.97\% | 3.77\% | 22.77\% | 3.53\% | -6.48\% | 8.60\% |  | 5.17\% |
| DAC/VOBA/FSR's roll forward |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 1,122 | 859 | 827 | 839 | 1,122 | 870 | 870 | 1,051 |  | 870 |
| Capitalized during the period | 39 | 65 | 47 | 47 | 198 | 51 | 64 | 62 |  | 177 |
| Amortized during the period | (263) | (25) | (1) | 11 | (278) | (44) | 116 | (89) |  | (17) |
| Shadow accounting adjustments | (39) | (72) | (34) | (5) | (150) | (7) | 1 | (1) |  | (7) |
| Other | - | - | - | (22) | (22) | - | - | - |  |  |
| Balance at end of period | 859 | 827 | 839 | 870 | 870 | 870 | 1,051 | 1,023 |  | 1,023 |
| US deferred annuities lapse and death rates (annualized) |  |  |  |  |  |  |  |  |  |  |
| Surrenders and withdrawals | 8.69\% | 6.99\% | 6.48\% | 7.53\% | 7.10\% | 7.84\% | 7.34\% | 7.00\% |  | 7.40\% |
| Deaths | 1.44\% | 1.43\% | 1.34\% | 1.13\% | 1.27\% | 1.34\% | 1.34\% | 1.24\% |  | 1.31\% |
| Total | 10.13\% | 8.42\% | 7.82\% | 8.66\% | 8.37\% | 9.18\% | 8.68\% | 8.24\% |  | 8.71\% |






## AEGON AMERICAS

SELECTED INFORMATION ON INTERNATIONAL BUSINESS *
unts in million


* Please note that the information provided on this page is also included in information per Line of Business on previous pages in this document.

| AEGON AMERICAS | UNAUDITED |
| :--- | ---: |
| INVESTMENTS GENERAL ACCOUNT |  |
| amounts in millions, except for the impairment data |  |
|  | USD |



## AEGON AMERICAS <br> STRUCTURED ASSETS AND CORPORATE BONDS

USD

| $\begin{array}{llllll}\text { Structured assets by rating } & \text { AAA } & \text { AA } & \text { A } & \text { BBB } & \text { cBBB }\end{array}$ |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |
| Commercial MBS | 7,128 | 805 | 845 | 314 | 195 | - | 9,287 |
| Residential MBS | 4,067 | 294 | 250 | 549 | 2,427 | - | 7,587 |
| Non-housing related ABS | 3,660 | 888 | 869 | 1,210 | 380 | - | 7,007 |
| Total | 14,855 | 1,987 | 1,964 | 2,073 | 3,002 | - | 23,881 |
| Credits by rating |  |  |  |  |  |  |  |
| IG Corporates | 923 | 5,717 | 24,735 | 24,476 | - | - | 55,851 |
| High yield corporate | - | - | - | - | 4,121 | 3 | 4,124 |
| Emerging Markets debt | - | 5 | 618 | 1,099 | 548 | - | 2,270 |
| Total | 923 | 5,722 | 25,353 | 25,575 | 4,669 | 3 | 62,245 |
| Cash / Treasuries / Agencies |  |  |  |  |  |  | 21,510 |
| Total | 15,778 | 7,709 | 27,317 | 27,648 | 7,671 | 3 | 107,636 |




IFRS Basis - Includes Available for Sale and Fair Value Through Profit/Loss assets.
Corporate bonds, excluding Emerging Market Debt and Convertible Bonds


IFRS Basis - Includes AFS and FVTPL assets.

## AEGON AMERICAS <br> INVESTMENTS PORTFOLIO - AEGON US

## unaudited

```
USD
```

| RATINGS COMMERCIAL MBS BY VINTAGE' |  |  |  |  |  |  |  | Amortized cost | $\begin{aligned} & \text { Fair } \\ & \text { value } \end{aligned}$ | Netunrealized gain/(loss) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2009 | 2008 | 2007 | 2006 | 2005 | Pre-2005 |  |  |  |
| Commercial MBS (incl. CDOs - backed by CRE \& commercial MBS) |  |  |  |  |  |  |  |  |  |  |
| AAA | 131 | 92 | 195 | 1,578 | 1,939 | 1,084 | 1,882 | 6,901 | 7,126 | 225 |
| AA | 4 | 12 | 99 | 210 | 213 | 64 | 350 | 952 | 799 | (153) |
| A | - | - | 161 | 396 | 228 | 45 | 93 | 923 | 830 | (93) |
| BBB | - |  |  | 222 | 88 | 65 | 4 | 379 | 298 | (81) |
| <BBB | - | - | - | 195 | 110 | 7 | 48 | 360 | 195 | (165) |
| Total commercial MBS (incl. CDOs - backed by CRE \& commercial MBS) | 135 | 104 | 455 | 2,601 | 2,578 | 1,265 | 2,377 | 9,515 | 9,248 | (267) |



Ratings based on hierarchy of S\&P, Moody's, Fitch, Internal, NAIC.
${ }^{2}$ SSNR $=$ Super senior.
SNR $=$ Senior.
SSUP = Senior support
IFRS Basis - Includes Available for Sale and Fair Value Through ProfitLoss assets.

## AEGON AMERICAS <br> INVESTMENTS PORTFOLIO - AEGON US

amounts in millions
USD
September 30, 2010

| RATINGS NON-HOUSING RELATED ABS ${ }^{1}$ |  |  |  |  |  Amortized <br> <BBB cost |  |  | $\begin{array}{r} \text { Net } \\ \text { unrealized } \\ \text { gain/(loss) } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | AAA | AA | A | BB |  |  |  |  |
| Non-housing related ABS |  |  |  |  |  |  |  |  |
| Credit cards | 1,611 | 251 | 407 | 920 | 15 | 3,204 | 3,269 | 65 |
| Auto loans | 465 | 58 | 37 | 15 | 181 | 756 | 772 | 16 |
| Small business loans | 256 | 160 | 20 | 85 | 91 | 612 | 457 | (155) |
| CDOs - backed by ABS, corporate bonds, bank loans | 557 | 395 | 41 | 27 | 55 | 1,075 | 956 | (119) |
| Other ABS | 740 | 141 | 435 | 146 | 118 | 1,580 | 1,441 | (139) |
| Total non-housing related ABS (incl. CDOs) | 3,629 | 1,005 | 940 | 1,193 | 460 | 7,227 | 6,895 | (332) |

[^0]

[^1]
## AEGON AMERICAS <br> INVESTMENTS PORTFOLIO - AEGON US

SUBPRIME COLLATERAL \& EXPOSURE

|  |  |  | ortized cost |  |  |  | Net | alized gain/(l) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Insured | Senior | Mezzanine | Sub/residual | Total | Insured | Senior | Mezzanine | Sub/residual | Total |
| Collateral |  |  |  |  |  |  |  |  |  |  |
| Fixed rate $1^{\text {st }}$ lien | 295 | 844 | 209 | - | 1,348 | (67) | (68) | (52) | - | (187) |
| Hybrid / ARM $1^{\text {st }}$ lien | 85 | 166 | 149 | - | 400 | (34) | (52) | (69) | - | (155) |
| Closed end $2^{\text {nd }}$ lien ${ }^{1}$ | 452 | 55 | 8 | 2 | 517 | (151) | (4) | (1) | - | (156) |
| Total collateral | 832 | 1,065 | 366 | 2 | 2,265 | (252) | (124) | (122) | - | (498) |
|  |  | Amortiz | cost |  |  | Fair |  |  |  |  |
|  | Subprime mortg | $\begin{aligned} & 1^{\text {st }} \text { lien } \\ & \text { gaes } \end{aligned}$ | $2^{\text {nd }}$ lien ${ }^{1}$ |  | Subprime mortg | $\begin{aligned} & 1^{\text {st }} \text { lien } \\ & \text { ges } \end{aligned}$ | $2^{\text {nd }}$ lien ${ }^{1}$ |  |  | $\begin{array}{r} \text { Net } \\ \text { unrealized } \end{array}$ |
|  | Fixed rate | Floating rate |  | Total | Fixed rate | Floating rate |  | Total |  | gain/(loss) |
| Exposure by coupon type ${ }^{2}$ |  |  |  |  |  |  |  |  |  |  |
| AAA | 554 | 116 | 54 | 724 | 525 | 107 | 49 | 681 |  | (43) |
| AA | 87 | 149 | 5 | 241 | 68 | 120 | 4 | 192 |  | (49) |
| A | 33 | - | 3 | 36 | 24 | - | 3 | 27 |  | (9) |
| BBB | 20 | 43 | 2 | 65 | 16 | 33 | 2 | 51 |  | (14) |
| <BBB | 164 | 217 | 1 | 382 | 136 | 110 | 2 | 248 |  | (134) |
| Wrapped | 259 | 106 | 452 | 817 | 196 | 71 | 301 | 568 |  | (249) |
| Total exposure | 1,117 | 631 | 517 | 2,265 | 965 | 441 | 361 | 1,767 |  | (498) |

${ }^{1}$ Second lien collateral composed primarily of loans to Prime and Alt-A borrowers
${ }^{2}$ Ratings based on hierarchy of S\&P, Moody's, Fitch, Internal, NAIC.

| AEGON AMERICAS INVESTMENTS PORTFOLIO - AEGON US |  |  |  |  |  | ITED |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| USD |  |  |  |  |  |  |
| MORTGAGE LOAN PORTFOLIO-60+ DAYS DELINQUENT, IN FORECLOSURE, AND RESTRUCTURED |  |  |  |  |  |  |
|  | Impairments (Recoveries) through Profit/Loss |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  | IFRS <br> Carrying Value | First Quarter | Second Quarter | Third Quarter | Fourth Quarter | YTD |
| Commercial Mortgages |  |  |  |  |  |  |
| 60+ Days Delinquent | 117 | 3 | 11 | 2 |  | 16 |
| In Foreclosure | 32 | 4 | - | 1 |  | 5 |
| Troubled Debt Restructuring | 97 | - | (1) | - |  | (1) |
| Performing | 12,338 | 15 | 3 | 2 |  | 20 |
| Commercial mortgages total | 12,584 | 22 | 13 | 5 |  | 40 |
| Agricultural Loans |  |  |  |  |  |  |
| 60+ Days Delinquent | 8 | - | 1 | - |  | 1 |
| In Foreclosure | 171 | - | 2 | - |  | 2 |
| Troubled Debt Restructuring | - | 1 | - | - |  | 1 |
| Performing | 428 | - | - | - |  | - |
| Agricultural loans total | 607 | 1 | 3 | - |  | 4 |
| Grand total | 13,191 | 23 | 16 | 5 |  | 44 |
|  | Mortgage carrying value at transfer | Impairments (Recoveries) through Profit/Loss |  |  |  |  |
|  |  | 2010 |  |  |  |  |
|  |  | First Quarter | Second Quarter | Third Quarter | Fourth Quarter |  |
| Transferred to REO ${ }^{1}$ - Q3 2010 | 62 | - | - | 17 |  |  |
| Transferred to REO ${ }^{1}$ - YTD 2010 | 165 | - | - | - |  |  |

${ }^{1}$ REO $=$ Real estate owned.

## AEGON THE NETHERLANDS





## AEGON THE NETHERLANDS





| AEGON THE NETHERLANDS | UNAUDITED |
| :---: | :---: |
| INVESTMENTS GENERAL ACCOUNT |  |
| amounts in millions, except for the impairment data <br> EUR |  |
|  |  |
|  | $\begin{gathered} \text { September 30, } \\ 2010 \end{gathered}$ |
| Cash / Treasuries / Agencies | 11,414 |
| Investment grade corporates | 5,278 |
| High yield (and other) corporates | 140 |
| Emerging markets debt | 56 |
| Commercial MBS | 2 |
| Residential MBS | 1,356 |
| Non-housing related ABS | 1,188 |
| Subtotal | 19,434 |
| Residential mortgage loans | 13,470 |
| Commercial mortgage loans | 54 |
| Total mortgages | 13,524 |
| Convertibles \& preferred stock | 16 |
| Common equity \& bond funds | 465 |
| Private equity \& hedge funds | 410 |
| Total equity like | 891 |
| Real estate | 2,038 |
| Other | 1,553 |
| Investments general account (excluding policy loans) | 37,440 |
| Policyholder loans | 17 |
| Investments general account | 37,457 |
| Impairments as bps (quarterly) | 1 |



## AEGON THE NETHERLANDS

## STRUCTURED ASSETS AND CORPORATE BONDS

amounts in millions

|  | EUR |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30, 2010 |  |  |  |  |  |  |
|  | AAA | AA | A | BBB | <BBB | NR | Total |
| Structured assets by rating |  |  |  |  |  |  |  |
| Commercial MBS | 1 | 1 | - | - | - | - | 2 |
| Residential MBS | 1,279 | 70 | 7 | - | - | - | 1,356 |
| Non-housing related ABS | 507 | 345 | 161 | 83 | 92 | - | 1,188 |
| Total | 1,787 | 416 | 168 | 83 | 92 | - | 2,546 |
| Credits by rating |  |  |  |  |  |  |  |
| IG Corporates | 544 | 764 | 2,924 | 1,046 | - | - | 5,278 |
| High yield corporate | - | - | - | - | 140 | - | 140 |
| Emerging Markets debt | 1 | - | 1 | 21 | 33 | - | 56 |
| Total | 545 | 764 | 2,925 | 1,067 | 173 | - | 5,474 |
| Cash / Treasuries / Agencies |  |  |  |  |  |  | 11,414 |
| Total | 2,332 | 1,180 | 3,093 | 1,150 | 265 | - | 19,434 |

## AEGON UNITED KINGDOM




## AEGON UNITED KINGDOM <br> EARNINGS \& REVENUES

UNAUDITED

|  | EUR |  |  |  |  | EUR |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2009 |  |  |  |  | 2010 |  |  |  |  |
| Underlying earnings before tax by line of business | $\begin{array}{r} \text { First } \\ \text { quarter } \end{array}$ | Second quarter | Third quarter | Fourth quarter | Full | First quarter | Second quarter | Third quarter | Fourth quarter | YTD |
| Life | 7 | 13 | 11 | 11 | 42 | 21 | 17 | 27 |  | 65 |
| Pensions | 4 | 9 | (16) | 31 | 28 | 9 | 7 | 1 |  | 17 |
| Distribution | (3) | (2) | (4) | (9) | (18) | (2) | (2) | - |  | (4) |
| Underlying earnings before tax | 8 | 20 | (9) | 33 | 52 | 28 | 22 | 28 |  | 78 |
| Fair value items | 1 | 15 | 5 | 7 | 28 | 3 | (14) | 2 |  | (9) |
| Realized gains/(losses) on investments | 7 | 15 | 31 | 26 | 79 | 3 | 3 | - |  | 6 |
| Impairment charges | (14) | (35) | (80) | (55) | (184) | (8) | (1) | (3) |  | (12) |
| Other income/(charges) | (24) | 32 | 50 | 9 | 67 | 23 | 23 | 15 |  | 61 |
| Income before tax | (22) | 47 | (3) | 20 | 42 | 49 | 33 | 42 |  | 124 |
| Income tax attributable to policyholder return | 24 | (32) | (49) | (9) | (66) | (24) | (23) | (26) |  | (73) |
| Income before tax on shareholders return | 2 | 15 | (52) | 11 | (24) | 25 | 10 | 16 |  | 51 |
| Income tax on shareholders return | 5 | 5 | 19 | 4 | 33 | (2) | 17 | 37 |  | 52 |
| Net income | 7 | 20 | (33) | 15 | 9 | 23 | 27 | 53 |  | 103 |
| Net underlying earnings | 12 | 24 | (2) | 32 | 66 | 25 | 36 | 62 |  | 123 |
| Revenues |  |  |  |  |  |  |  |  |  |  |
| Life insurance gross premiums | 1,820 | 1,796 | 1,740 | 1,658 | 7,014 | 1,947 | 2,008 | 1,796 |  | 5,751 |
| Investment income | 510 | 559 | 688 | 539 | 2,296 | 559 | 597 | 713 |  | 1,869 |
| Fee and commission income | 39 | 37 | 49 | 49 | 174 | 38 | 41 | 42 |  | 121 |
| Total revenues | 2,369 | 2,392 | 2,477 | 2,246 | 9,484 | 2,544 | 2,646 | 2,551 |  | 7,741 |



## AEGON UNITED KINGDOM

## PENSIONS




Source: Association of British Insurers, data only available one quarter in arrears (includes UK and offshore deposits).

| AEGON UNITED KINGDOM INVESTMENTS GENERAL ACCOUNT | UNAUDITED |
| :---: | :---: |
|  |  |
| amounts in millions, except for the impairment data GBP |  |
|  |  |
|  | $\begin{gathered} \text { September 30, } \\ 2010 \end{gathered}$ |
| Cash / Treasuries / Agencies | 1,198 |
| Investment grade corporates | 5,175 |
| High yield (and other) corporates | 267 |
| Emerging markets debt | 54 |
| Commercial MBS | 332 |
| Residential MBS | 363 |
| Non-housing related ABS | 818 |
| Subtotal | 8,207 |
| Residential mortgage loans |  |
| Commercial mortgage loans |  |
| Total mortgages | - |
| Convertibles \& preferred stock | - |
| Common equity \& bond funds | 50 |
| Private equity \& hedge funds |  |
| Total equity like | 50 |
| Real estate | - |
| Other | 8 |
| Investments general account (excluding policy loans) | 8,265 |
| Policyholder loans | - |
| Investments general account | 8,265 |
| Impairments as bps (quarterly) | 3 |


| amounts in millions |  |  |  |
| :---: | :---: | :---: | :---: |
| GBP |  |  |  |
| June 30, 2010 | March 31, 2010 | Dec 31, 2009 | Sept 30, 2009 |
| 1,117 | 766 | 558 | 454 |
| 5,005 | 5,044 | 4,912 | 4,899 |
| 260 | 284 | 263 | 250 |
| 54 | 52 | 48 | 49 |
| 321 | 292 | 279 | 269 |
| 263 | 235 | 209 | 190 |
| 784 | 767 | 704 | 611 |
| 7,804 | 7,440 | 6,973 | 6,722 |
| - | - | - | - |
| - | - | - | - |
| - | - | - | - |
| 44 | 49 | 47 | 46 |
| 44 | 49 | 47 | 46 |
| - | - | - | - |
| 8 | 9 | 10 | 10 |
| 7,856 | 7,498 | 7,030 | 6,778 |
| - | - | - | - |
| 7,856 | 7,498 | 7,030 | 6,778 |

## AEGON UNITED KINGDOM

STRUCTURED ASSETS AND CORPORATE BONDS

## GBP

| GBP |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30, 2010 |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| Commercial MBS | 149 | 141 | 28 | 9 | 5 | - | 332 |
| Residential MBS | - | 336 | 27 | - | - | - | 363 |
| Non-housing related ABS | 159 | 40 | 455 | 164 | - | - | 818 |
| Total | 308 | 517 | 510 | 173 | 5 | - | 1,513 |
| Credits by rating |  |  |  |  |  |  |  |
| IG Corporates | 94 | 662 | 3,009 | 1,410 | - | - | 5,175 |
| High yield corporate | - | - | - | - | 267 | - | 267 |
| Emerging Markets debt | - | 17 | 10 | 27 | - | - | 54 |
| Total | 94 | 679 | 3,019 | 1,437 | 267 | - | 5,496 |
| Cash / Treasuries / Agencies |  |  |  |  |  |  | 1,198 |
| Total | 402 | 1,196 | 3,529 | 1,610 | 272 | - | 8,207 |

## AEGON NEW MARKETS







## AEGON FRANCE

## UNAUDITED

## EARNINGS

|  | EUR |  |  |  |  | EUR amounts in milions |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2009 |  |  |  |  | 2010 |  |  |  |  |
| Underlying earnings before tax | $\begin{array}{r} \text { First } \\ \text { quarter } \end{array}$ | Second quarter | $\begin{aligned} & \text { Third } \\ & \text { quarter } \end{aligned}$ | Fourth quarter | $\begin{aligned} & \text { Full } \\ & \text { year } \end{aligned}$ | $\begin{array}{r} \text { First } \\ \text { quarter } \end{array}$ | Second quarter | Third quarter | Fourth quarter | YTD |
| Share in net result of associates | - | 7 | 1 | 5 | 13 | 6 | 7 | 8 |  | 21 |



*Please note that the numbers provided in this line are also included in other primary segments.
${ }^{* *}$ Includes pooled fund sales that are recognized on the balance sheet of AEGON UK. These assets are eliminated in our consolidated revenue generating investments.

| NEW MARKETS | UNAUDITED |
| :---: | :---: |
| INVESTMENTS GENERAL ACCOUNT |  |
| amounts in millions, except for the impairment data EUR |  |
|  |  |
|  | $\begin{gathered} \text { September 30, } \\ 2010 \end{gathered}$ |
| Cash / Treasuries / Agencies | 1,137 |
| Investment grade corporates | 771 |
| High yield (and other) corporates | 17 |
| Emerging markets debt | - |
| Commercial MBS | 2 |
| Residential MBS | 183 |
| Non-housing related ABS | 27 |
| Subtotal | 2,137 |
| Residential mortgage loans | 353 |
| Commercial mortgage loans | 1 |
| Total mortgages | 354 |
| Convertibles \& preferred stock | - |
| Common equity \& bond funds | 68 |
| Private equity \& hedge funds | 6 |
| Total equity like | 74 |
| Real estate | - |
| Other | 318 |
| Investments general account (excluding policy loans) | 2,883 |
| Policyholder loans | 7 |
| Investments general account | 2,890 |
| Impairments as bps (quarterly) | - |


$\quad$ amounts in millions

## NEW MARKETS

STRUCTURED ASSETS AND CORPORATE BONDS


## Other corporate information

## PUBLIC RATINGS

| Company public ratings as of September 30, 2010 | Standard <br> \& Poor's ${ }^{1)}$ | Fitch ratings ${ }^{2)}$ | Moody's Investor Service ${ }^{3)}$ | A.M. <br> Best |
| :---: | :---: | :---: | :---: | :---: |
| AEGON USA | AA- | AA- | A1 | A+ |
| AEGON Scottish Equitable | A+ | - | - | - |
| Credit ratings |  |  |  |  |
| AEGON N.V. - Senior debt rating | A- | A- | A3 | - |
| AEGON N.V. - Junior Perpetual Capital Securities (JPCS) | BBB | BBB | Baa2 | - |
| AEGON N.V. - Commercial paper | A2 | F1 | P2 | - |

${ }^{1)}$ The outlook for the Standard \& Poor's long-term ratings is negative.
${ }^{2)}$ The outlook for the Fitch ratings is stable.
${ }^{3)}$ The outlook for the Moody's long-term ratings is negative.

## Glossary on lines of business

The description of each line of business provides general guidance to the reader but is not intended to be exhaustive and may change from time to time.

## Life and protection

Included in the line life and protection are products with mortality, morbidity and longevity risks. Reported in life and protection are traditional life and universal life products, including endowment, term and whole life insurance products sold by AEGON Americas and AEGON The Netherlands. Also included are annuity products sold by AEGON The Netherlands and term insurance and annuity products sold by AEGON UK. Most of the business written by countries in the Other countries segment is also reported in this line with the exception of general insurance business sold by Hungary and pension business of the CEE countries and Spain

Accident and health business comprises products with morbidity risk like accidental death and dismemberment insurance, critical illness, cancer treatment, disability, income protection and long-term care insurance in the Americas, the Netherlands, the UK and Spain. Also included are sick leave products sold by AEGON The Netherlands.

Individual savings and retirement products
The line individual savings and retirement products includes products with no or insignificant longevity risk, primarily fixed and variable annuity products sold by AEGON Americas. The products are primarily in the accumulation phase but also includes immediate and pay-out annuities. In addition, the (long-term) saving products sold by AEGON The Netherlands and retail mutual fund sold by AEGON Americas and Hungary are included. Also included in this line are investment products sold by the Czech Republic and Taiwan.

Pensions and asset management
The line pensions- and asset management includes both individual and group pension business and 401(k) and similar products, typically sponsored by or obtained through an employer. It comprises products in the accumulation phase as well as in the payout phase. This line includes products sold by AEGON Americas' divisions Diversified Investment Advisors and Transamerica Retirement Services, group pension products sold by AEGON The Netherlands, AEGON UK's individual and group pension business as well as the pension business of the CEE countries and Spain. In addition, asset management services provided to third parties are included in this line.
nstitutional product
Institutional products includes earnings from spread-based products like Guaranteed Investment Contracts (GICs) and funding agreements sold by AEGON Americas which are marketed to institutional clients such as pension funds, retirement plans, college savings plans, money market funds. This line also includes synthetic GIC products. Institutional products also include bank- or corporate-owned life insurance (BOLI) COLI) sold to corporations as a method of funding employee benefit plans.

## Reinsurance

The reinsurance line includes the business assumed by Transamerica Reinsurance of AEGON Americas. No changes have been made to what was previously reported in this line.

General insurance
General insurance includes mainly automotive insurance, liability insurance, household insurance and fire protection. General insurance is sold in the Netherlands and Hungary. No changes have been made to what was previously reported in this line.

Distribution
Distribution includes commissions earned by independent financial advisors in the Netherlands (UnirobeMeeùs and Nedasco) and the UK (Positive Solutions, Origen).

Other
Other is used to report any items which cannot be directly allocated to a specific line of business. No changes have been made to what was previously reported in this line.

Interest charges and other
Interest charges and other includes funding interest expenses and holding expenses. No changes have been made to what was previously reported in this line.

## Disclaimers

## Local currencies and constant currency exchange rates

This financial supplement contains certain information about our results and financial condition in USD for the Americas and GBP for the United Kingdom, because those businesses operate and are managed primarily in those currencies. Certain comparative information presented on a constant currency basis eliminates the effects of changes in currency exchange rates. None of this information is a substitute for or superior to financial information about us presented in EUR, which is the currency of our primary financial statements.

## Forward-looking statements

The statements contained in this financial supplement 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: aim, believe, estimate, target, intend, may, expect, anticipate, predict, project, counting on, plan, continue, want, forecast, goal, 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;
- Lowering of one or more of our debt ratings issued by recognized rating organizations and the adverse impact such action may have on our ability to raise capital and on our liquidity and financial condition;
- Lowering of one or more of insurer financial strenght ratings of our insurance subsidiaries and the adverse impact such action may have on premium writings, policy retention, profitablity of its insurance subsidiaries and liquidity;
- The effect of the European Union's Solvency II requirements and other regulations in other jurisdictions affecting the capital we are required to maintain;
- 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;
- The impact of acquisitions and divestitures, restructerings, product withdrawels and other unusual tems, including our ability to integrate acquisitions and to obtain the anticipated results and synergies from acquisitions;
- 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.

Further details of potential risks and uncertainties affecting the company are described in the company's filings with Euronext Amsterdam and the US Securities and Exchange Commission, including the Annual Report on Form 20-F. These forward-looking statements speak only as of the date of this document. Except as required by any applicable law or regulation, the company expressly disclaims any obligation or undertaking to release publicly any updates or revisions to any forward-looking statements contained herein to reflect any change in the company's expectations with regard thereto or any change in events, conditions or circumstances on which any such statement is based.

## Corporate and shareholder information

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## About AEGON

Throughout their working lives and into retirement, millions of people around the world rely on AEGON to help them secure their long-term financial futures.
As an international life insurance, pension and investment company, AEGON has businesses in over twenty markets in the Americas, Europe and Asia. AEGON companies employ approximately 28,000 people and have some 40 million customers across the globe.

AEGON uses its strength and expertise to create added value for customers, employees, shareholders and the wider community. AEGON does this by encouraging innovation and by growing its businesses profitably and sustainably.

AEGON's aim is to be a leading force in global financial services.


[^0]:    ${ }^{1}$ Ratings based on hierarchy of S\&P, Moody's, Fitch, Internal, NAIC

[^1]:    ${ }^{1}$ Ratings based on hierarchy of S\&P, Moody's, Fitch, Internal, NAIC.
    ${ }^{2}$ Second lien collateral composed primarily of loans to Prime and Alt-A borrowers

[^2]:    AEGON's Q3 2010 press release and Condensed Consolidated Interim Financial Statements are available on www.aegon.com.

