

## FINANCIAL SUPPLEMENT

## Q3 2011

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AEGON N.V. - Group reporting structure


AEGON N.V.
EARNINGS OVERVIEW - GEOGRAPHICALLY


Earnings of 2010 have been restated to reflect the reclassification of the BOLI/COLI and Life reinsurance businesses

AEGON N.V.
SUMMARY FINANCIAL AND MARKET HIGHLIGHTS
UNAUDITED except per share data \& employe

## Earnings summary

## Underlying earnings before tax

 LifeIndividual savings and retirement products
Pensions
Non-life
Non-life
Asset Management
Other
Other
Share in underlying earnings before tax of associates
Underlying earnings before tax*
Fair value items
Realized gains/(losses) on investments
mpairment charges
Other income/(charges)
Run-orf businesses
Income tax

## Net income

Net underlying earnings*
Shares

Shares outstanding
Weighted average shares outstanding

## re dat

Net income excl. premium convertible core capital securities
Net income fully diluted
Net underlying earnings
Net underlying earnings fully diluted
Dividend
Common shareholders' equity per share
Trading statistics (Amsterdam Stock Exchange)
High
Low
Low
Close
Volume (average daily)
Employees excl. agents Agents
Total number of employees excluding Associates
AEGON's share of employees (including agents) in Associates
Total

EUR
EUR
*Run-off businesses of 2010 have been restated to reflect the reclassification of the BOLI/COLI and Life reinsurance businesses


* Sales represents New life sales + A\&H premiums + General insurance premiums $+1 / 10$ of Gross deposits


AEGON N.V.
FAIR VALUE ITEMS GEOGRAPHICALLY

|  | EUR |  |  |  |  |  |  |  | amounts in millions |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 |  |  |  |  | 2011 |  |  |  |  |
|  | $\begin{array}{r} \text { First } \\ \text { Quarter } \end{array}$ | Second Quarter | Third Quarter | Fourth Quarter | $\begin{aligned} & \text { Full } \\ & \text { Year } \end{aligned}$ | First Quarter | Second Quarter | Third Quarter | Fourth Quarter | YTD |
| Fair value items |  |  |  |  |  |  |  |  |  |  |
| Americas | (86) | (33) | 87 | 8 | (24) | (12) | (52) | (275) |  | (339) |
| Guarantees* | (14) | (76) | 67 | 7 | (16) | - | (23) | (10) |  | (33) |
| Alternative investments | (38) | - | - | 35 | (3) | 40 | 14 | (44) |  | 10 |
| Credit derivatives | 19 | (15) | 9 | 9 | 22 | 2 | (10) | (57) |  | (65) |
| Hedges** | (53) | 52 | 10 | (18) | (9) | (44) | (27) | (31) |  | (102) |
| Real estate | (3) | (1) | (6) | (4) | (14) | (2) | (3) | (4) |  | (9) |
| Other fair value items | 3 | 7 | 7 | (21) | (4) | (8) | (3) | (129) |  | (140) |
| The Netherlands | 91 | 68 | 184 | 18 | 361 | (60) | 2 | 25 |  | (33) |
| Guarantees* | 80 | 127 | 181 | (8) | 380 | 4 | 2 | 40 |  | 46 |
| Alternative investments | 6 | - | 3 | 10 | 19 | 7 | 1 | (11) |  | (3) |
| Real estate | (1) | (42) | 2 | 5 | (36) | (8) | (13) | (6) |  | (27) |
| Other fair value items | 6 | (17) | (2) | 11 | (2) | (63) | 12 | 2 |  | (49) |
| United Kingdom | 3 | (14) | 2 | - | (9) | (1) | - | (8) |  | (9) |
| New Markets | 3 | (4) | (9) | - | (10) | - | (3) | (16) |  | (19) |
| Holdings | (27) | (14) | (60) | 4 | (97) | (12) | 30 | (14) |  | 4 |
| Total fair value items | (16) | 3 | 204 | 30 | 221 | (85) | (23) | (288) |  | (396) |

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


## AEGON N.V.

## CONSOLIDATED BALANCE SHEET

UNAUDITED

|  | EUR | EUR |  |  |  |  | amounts in millions |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 201 |  |  | 2011 |  |  |  |
|  | $\begin{array}{r} \text { First } \\ \text { Quarter } \end{array}$ | Second Quarter | $\begin{aligned} & \text { Third } \\ & \text { Quarter } \end{aligned}$ | Fourth Quarter | $\begin{array}{r} \text { First } \\ \text { Quarter } \end{array}$ | Second Quarter | $\begin{aligned} & \text { Third } \\ & \text { Quarter } \end{aligned}$ | Fourth Quarter |
| Investments general account | 142,254 | 151,394 | 145,625 | 143,188 | 136,991 | 132,837 | 143,006 |  |
| Investments for account of policyholders | 135,385 | 139,717 | 140,438 | 146,237 | 144,296 | 142,672 | 139,599 |  |
| Investments in associates | 734 | 748 | 759 | 733 | 731 | 743 | 747 |  |
| Deferred expenses and rebates | 11,730 | 12,956 | 11,832 | 11,948 | 11,514 | 11,222 | 11,204 |  |
| Other assets and receivables | 22,841 | 28,602 | 30,568 | 24,966 | 23,503 | 24,051 | 35,943 |  |
| Cash and cash equivalents | 4,712 | 5,328 | 7,778 | 5,231 | 4,286 | 4,450 | 7,322 |  |
| Total assets | 317,656 | 338,745 | 337,000 | 332,303 | 321,321 | 315,975 | 337,821 |  |
| Shareholders' equity | 14,545 | 17,196 | 18,048 | 17,210 | 16,881 | 16,845 | 19,443 |  |
| Convertible capital securities | 2,000 | 2,000 | 1,500 | 1,500 | 750 | - | - |  |
| Other equity instruments | 4,708 | 4,702 | 4,703 | 4,704 | 4,706 | 4,711 | 4,716 |  |
| Non-controlling interests | 13 | 13 | 11 | 11 | 11 | 11 | 12 |  |
| Group equity | 21,266 | 23,911 | 24,262 | 23,425 | 22,348 | 21,567 | 24,171 |  |
| Insurance contracts general account | 99,554 | 107,207 | 100,757 | 100,506 | 95,913 | 94,390 | 102,765 |  |
| Insurance contracts for the account of policyholders | 74,953 | 76,290 | 75,508 | 77,650 | 76,981 | 76,149 | 74,934 |  |
| Investment contracts general account | 27,226 | 27,616 | 24,685 | 23,237 | 21,514 | 20,578 | 20,904 |  |
| Investment contracts for the account of policyholders | 61,411 | 64,434 | 65,828 | 69,527 | 68,619 | 68,058 | 66,816 |  |
| Other liabilities | 33,246 | 39,287 | 45,960 | 37,958 | 35,946 | 35,233 | 48,231 |  |
| Total equity and liabilities | 317,656 | 338,745 | 337,000 | 332,303 | 321,321 | 315,975 | 337,821 |  |

## REVENUE GENERATING INVESTMENTS



| AEGON N.V. <br> INVESTMENTS GENERAL ACCOUNT | UNAUDITED |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | EUR amounts in millions, except for the impairment data |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  | September 30, 2011 |  |  |  |  |  |
|  |  | The | United | New | Holdings and |  |
|  | Americas | Netherlands | Kingdom | Markets | other | TOTAL |
| Cash / Treasuries / Agencies | 18,372 | 9,399 | 2,476 | 1,449 | 405 | 32,101 |
| Investment grade corporates | 38,813 | 5,278 | 4,950 | 884 | - | 49,925 |
| High yield (and other) corporates | 2,385 | 46 | 177 | 17 | - | 2,625 |
| Emerging markets debt | 1,440 | 4 | 55 | - | - | 1,499 |
| Commercial MBS | 6,330 | 2 | 372 | 4 | - | 6,708 |
| Residential MBS | 5,201 | 1,247 | 491 | 259 | - | 7,198 |
| Non-housing related ABS | 3,890 | 944 | 906 | 21 | - | 5,761 |
| Subtotal | 76,431 | 16,920 | 9,427 | 2,634 | 405 | 105,817 |
| Residential mortgage loans | 51 | 17,205 | - | 367 | - | 17,623 |
| Commercial mortgage loans | 8,152 | 69 | - | - | - | 8,221 |
| Total mortgages | 8,203 | 17,274 | - | 367 | - | 25,844 |
| Convertibles \& preferred stock | 250 | 17 | - | - | - | 267 |
| Common equity \& bond funds | 972 | 385 | 48 | 69 | 8 | 1,482 |
| Private equity \& hedge funds | 1,500 | 217 | - | - | - | 1,717 |
| Total equity like | 2,722 | 619 | 48 | 69 | 8 | 3,466 |
| Real estate | 1,293 | 2,020 | - | - | - | 3,313 |
| Other | 668 | 1,500 | 8 | 277 | - | 2,453 |
| Investments general account (excluding policy loans) | 89,317 | 38,333 | 9,483 | 3,347 | 413 | 140,893 |
| Policyholder loans | 2,093 | 13 | - | 7 | - | 2,113 |
| Investments general account | 91,410 | 38,346 | 9,483 | 3,354 | 413 | 143,006 |
| Impairments as bps (quarterly) | 10 | 1 | 24 | 90 | - | 10 |

## AEGON N.V.

STRUCTURED ASSETS AND CORPORATE BONDS





## AEGON AMERICAS



*) Revenues include Run-off businesses

*) Revenues include Run-off businesses

## AEGON AMERICAS <br> LIFE \& PROTECTION - PRODUCTION AND EARNINGS










SELECTED INFORMATION ON INTERNATIONAL BUSINESS *


* 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 |  |
|  | $\begin{gathered} \text { September 30, } \\ 2011 \end{gathered}$ |
| Cash / Treasuries / Agencies | 24,649 |
| Investment grade corporates | 52,075 |
| High yield (and other) corporates | 3,199 |
| Emerging markets debt | 1,933 |
| Commercial MBS | 8,493 |
| Residential MBS | 6,978 |
| Non-housing related ABS | 5,220 |
| Subtotal | 102,547 |
| Residential mortgage loans | 69 |
| Commercial mortgage loans | 10,938 |
| Total mortgages | 11,007 |
| Convertibles \& preferred stock | 336 |
| Common equity \& bond funds | 1,304 |
| Private equity \& hedge funds | 2,012 |
| Total equity like | 3,652 |
| Real estate | 1,735 |
| Other | 896 |
| Investments general account (excluding policy loans) | 119,837 |
| Policyholder loans | 2,808 |
| Investments general account | 122,645 |
| Impairments as bps (quarterly) | 10 |


| USD | amounts in millions |  |  |
| :---: | :---: | :---: | :---: |
|  |  |  |  |
| June 30, 2011 | March 31, 2011 | Dec 31, 2010 | Sept 30, 2010 |
| 23,051 | 22,030 | 21,687 | 21,510 |
| 51,067 | 52,592 | 52,923 | 55,851 |
| 3,498 | 3,749 | 3,919 | 4,124 |
| 2,052 | 2,098 | 2,112 | 2,270 |
| 8,500 | 8,856 | 8,986 | 9,287 |
| 7,124 | 7,315 | 7,463 | 7,587 |
| 5,559 | 6,071 | 6,411 | 7,007 |
| 100,851 | 102,711 | 103,501 | 107,636 |
| 73 | 77 | 81 | 84 |
| 11,321 | 11,959 | 12,264 | 13,188 |
| 11,394 | 12,036 | 12,345 | 13,272 |
| 364 | 372 | 311 | 301 |
| 1,600 | 1,642 | 1,597 | 1,515 |
| 2,050 | 2,018 | 1,987 | 1,960 |
| 4,014 | 4,032 | 3,895 | 3,776 |
| 1,723 | 1,685 | 1,646 | 1,456 |
| 881 | 857 | 873 | 925 |
| 118,863 | 121,321 | 122,260 | 127,065 |
| 2,861 | 2,864 | 2,868 | 2,860 |
| 121,724 | 124,185 | 125,128 | 129,925 |

## AEGON AMERICAS

STRUCTURED ASSETS AND CORPORATE BONDS


## AEGON AMERICAS <br> INVESTMENTS GENERAL ACCOUNT

|  | USD | USD amounts in millions |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 |  |  |  | 2011 |  |  |  |
|  | First Quarter | Second Quarter | Third Quarter | Fourth Quarter | First Quarter | Second Quarter | Third Quarter | Fourth Quarter |
| Available-for-sale |  |  |  |  |  |  |  |  |
| Bonds |  |  |  |  |  |  |  |  |
| Treasuries/Agencies | 4,444 | 2,963 | 3,195 | 5,190 | 5,032 | 4,924 | 7,431 |  |
| AAA | 13,846 | 14,382 | 14,411 | 13,172 | 12,580 | 11,579 | 8,321 |  |
| AA | 7,368 | 7,729 | 7,713 | 7,862 | 7,579 | 7,151 | 9,817 |  |
| A | 24,533 | 26,302 | 27,073 | 25,682 | 25,772 | 25,655 | 26,686 |  |
| BBB | 26,859 | 26,918 | 27,836 | 26,254 | 26,195 | 25,299 | 25,503 |  |
| BB | 3,975 | 3,650 | 3,573 | 3,380 | 3,005 | 2,773 | 2,787 |  |
| B | 1,865 | 1,672 | 1,725 | 1,813 | 1,943 | 1,885 | 1,459 |  |
| CCC or lower | 2,163 | 2,306 | 2,286 | 2,180 | 2,187 | 2,120 | 2,084 |  |
| Sovereign exposure | 1,739 | 1,640 | 2,028 | 2,009 | 2,110 | 2,232 | 2,416 |  |
| Shares | 693 | 619 | 653 | 639 | 680 | 683 | 587 |  |
| Money market investments | 12,486 | 13,526 | 15,242 | 13,493 | 13,872 | 14,933 | 13,852 |  |
| Other | 1,238 | 1,227 | 1,180 | 1,117 | 1,088 | 1,104 | 1,111 |  |
| Total available-for-sale (at fair value) | 101,209 | 102,934 | 106,915 | 102,791 | 102,043 | 100,338 | 102,054 |  |
| Loans |  |  |  |  |  |  |  |  |
| Policy loans | 2,902 | 2,865 | 2,860 | 2,868 | 2,864 | 2,861 | 2,808 |  |
| Mortgage loans | 14,152 | 13,700 | 13,272 | 12,381 | 12,042 | 11,400 | 11,014 |  |
| Total loans (at amortized cost) | 17,054 | 16,565 | 16,132 | 15,249 | 14,906 | 14,261 | 13,822 |  |
| Real estate (at fair value) | 745 | 812 | 841 | 974 | 1,009 | 1,018 | 1,000 |  |
| Financial assets at fair value through profit or loss |  |  |  |  |  |  |  |  |
| Assets backing liabilities at fair value | 3,568 | 3,447 | 3,428 | 3,322 | 3,413 | 3,290 | 2,980 |  |
| Assets not backing liabilities at fair value: |  |  |  |  |  |  |  |  |
| Convertibles | 20 | 14 | 11 | - | - | - | - |  |
| Common stock | 180 | 172 | 160 | 169 | 174 | 173 | 100 |  |
| Limited partnerships |  |  |  |  |  |  |  |  |
| Real estate | 595 | 621 | 615 | 636 | 669 | 697 | 728 |  |
| Hedge funds | 790 | 770 | 803 | 825 | 840 | 867 | 821 |  |
| Other | 861 | 896 | 900 | 919 | 947 | 961 | 978 |  |
| Other | 164 | 117 | 120 | 243 | 184 | 119 | 162 |  |
| Total financial assets at fair value through profit or loss | 6,178 | 6,037 | 6,037 | 6,114 | 6,227 | 6,107 | 5,769 |  |
| Investments general account | 125,186 | 126,348 | 129,925 | 125,128 | 124,185 | 121,724 | 122,645 |  |

## AEGON AMERICAS

INVESTMENTS PORTFOLIO - AEGON US


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

| AEGON AMERICAS |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| INVESTMENTS PORTFOLIO - AEGON US |  |  |  |  |

IFRS Basis - Includes Available for Sale and Fair Value Through Profit/Loss assets.



Ratings based on hierarchy of S\&P, Moody's, Fitch, Internal, NAIC.
SSNR = Super senior.
${ }^{5}$ SNR $=$ Senior.
MEZZ = Mezzanine.
IFRS Basis - Includes Available for Sale and Fair Value Through ProfitLLoss assets.

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

amounts in millions
September 30, 2011

| RATINGS NON-HOUSING RELATED ABS ${ }^{1}$ |  |  |  |  |  |  |  | Net |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | AAA | AA | A | BBB | <BBB | Amortized cost | Fair value | unrealized gain/(loss) |
| Non-housing related ABS |  |  |  |  |  |  |  |  |
| Credit cards | 1,087 | 78 | 263 | 445 | 8 | 1,881 | 1,952 | 71 |
| Auto loans | 452 | 108 | - | - | 53 | 613 | 626 | 13 |
| Small business loans | 90 | 29 | 89 | 221 | 85 | 514 | 414 | (100) |
| CDOs - backed by ABS, corporate bonds, bank loans | 459 | 395 | 16 | 14 | 49 | 933 | 837 | (96) |
| Other ABS | 607 | 214 | 198 | 99 | 250 | 1,368 | 1,290 | (78) |
| Total non-housing related ABS (incl. CDOs) | 2,695 | 824 | 566 | 779 | 445 | 5,309 | 5,119 | (190) |

[^0]
## AEGON AMERICAS

| RATINGS SUBPRIME BY COUPON TYPE AND VINTAGE |  |  |  |  |  | Amortized cost | Fair value | Net <br> unrealized gain/(loss) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 | 2007 | 2006 | 2005 | Pre-2005 |  |  |  |
| Subprime mortgages - fixed rate |  |  |  |  |  |  |  |  |
| AAA | - | 40 | 23 | 142 | 301 | 506 | 476 | (30) |
| AA | 44 | 147 | 56 | 49 | 70 | 366 | 282 | (84) |
| A | - | - | - | 5 | 9 | 14 | 11 | (3) |
| BBB | - | 3 | - | - | 11 | 14 | 12 | (2) |
| <BBB | - | 62 | 69 | 66 | 44 | 241 | 219 | (22) |
| Total subprime mortgages - fixed rate | 44 | 252 | 148 | 262 | 435 | 1,141 | 1,000 | (141) |
| Of which insured | 44 | 124 | 15 | - | 76 | 259 | 209 | (50) |
| Subprime mortgages - floating rate |  |  |  |  |  |  |  |  |
| AAA | - | - | 3 | 23 | 4 | 30 | 27 | (3) |
| AA | - | - | - | - | 5 | 5 | 4 | (1) |
| A | - | - | - | - | - | - | - | - |
| BBB | - | 5 | 3 | 27 | 2 | 37 | 26 | (11) |
| <BBB | - | 131 | 90 | 13 | 51 | 285 | 132 | (153) |
| Total subprime mortgages - floating rate | - | 136 | 96 | 63 | 62 | 357 | 189 | (168) |
| Of which insured | - | 27 | 9 | - | 40 | 76 | 42 | (34) |
| Second lien ${ }^{2}$ |  |  |  |  |  |  |  |  |
| AAA | - | - | - | - | 45 | 45 | 41 | (4) |
| AA | - | 4 | - | - | 4 | 8 | 7 | (1) |
| A | - | - | 11 | - | 8 | 19 | 15 | (4) |
| BBB | - | - | - | 29 | 29 | 58 | 49 | (9) |
| $<\mathrm{BBB}$ | - | 181 | 72 | 12 | 11 | 276 | 218 | (58) |
| Total second lien | - | 185 | 83 | 41 | 97 | 406 | 330 | (76) |
| Of which insured | - | 185 | 83 | 41 | 49 | 358 | 285 | (73) |
| Total | 44 | 573 | 327 | 366 | 594 | 1,904 | 1,519 | (385) |

[^1]
## AEGON AMERICAS

INVESTMENTS PORTFOLIO - AEGON US
JSD September 30, 2011
SUBPRIME COLLATERAL \& EXPOSURE

| SUBPRIME COLLATERAL \& EXPOSURE Amortized cost $\quad$ Net unrealized gain/(loss) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Insured | Senior | Mezzanine | Sub/residual | Total | Insured | Senior | Mezzanine | Sub/residual | Total |
| Collateral |  |  |  |  |  |  |  |  |  |  |
| Fixed rate $1^{\text {st }}$ lien | 259 | 696 | 186 | - | 1,141 | (50) | (40) | (51) | - | (141) |
| Hybrid / ARM $1^{\text {st }}$ lien | 76 | 142 | 139 | - | 357 | (35) | (60) | (74) | - | (169) |
| Closed end $2^{\text {nd }}$ lien ${ }^{1}$ | 358 | 41 | 6 | 1 | 406 | (72) | (3) | (1) | - | (76) |
|  |  |  |  |  |  |  |  |  |  |  |
|  | Amortized cost |  |  |  | Fair value |  |  |  |  | $\begin{array}{r} \text { Net } \\ \text { unrealized } \\ \text { gain/(loss) } \end{array}$ |
|  | Subprime $1^{\text {st }}$ lien mortgages |  | $2^{\text {nd }}$ lien ${ }^{1}$ | Total | Subprime $1^{\text {st }}$ lien mortgages |  | $2^{\text {nd }}$ lien ${ }^{1}$ | Total |  |  |
|  | Fixed rate | Floating rate |  |  | Fixed rate | Floating rate |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
| AAA | 506 | 30 | 45 | 581 | 476 | 27 | 41 | 544 |  | (37) |
| AA | 366 | 5 | 8 | 379 | 282 | 4 | 7 | 293 |  | (86) |
| A | 14 | - | 19 | 33 | 11 | - | 15 | 26 |  | (7) |
| BBB | 14 | 37 | 58 | 109 | 12 | 26 | 49 | 87 |  | (22) |
| <BBB | 241 | 285 | 276 | 802 | 219 | 132 | 218 | 569 |  | (233) |
| Total exposure | 1,141 | 357 | 406 | 1,904 | 1,000 | 189 | 330 | 1,519 |  | (385) |
| Of which insured | 259 | 76 | 358 | 693 | 209 | 42 | 285 | 536 |  | (157) |

${ }^{1}$ 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 |  |  |  | amo | illions |
| MORTGAGE LOAN PORTFOLIO-60+ DAYS DELINQUENT, IN FORECLOSURE, AND RESTRUCTURED |  |  |  |  |  |  |
|  |  | Impairments (Recoveries) through Profit/Loss |  |  |  |  |
|  |  | 2011 |  |  |  |  |
|  | IFRS <br> Carrying Value | First Quarter | Second Quarter | Third Quarter | Fourth Quarter | YTD |
| Commercial Mortgages |  |  |  |  |  |  |
| 60+ Days Delinquent | 67 | - | - | - | - | - |
| In Foreclosure | 10 | - | - | - | - | - |
| Troubled Debt Restructuring | 125 | - | - | 1 | - | 1 |
| Performing | 10,243 | (3) | (2) | 8 | - | 3 |
| Commercial mortgages total | 10,445 | (3) | (2) | 9 | - | 4 |
| Agricultural Loans |  |  |  |  |  |  |
| 60+ Days Delinquent | 9 | - | - | - | - | - |
| In Foreclosure | 95 | 1 | 2 | - | - | 3 |
| Troubled Debt Restructuring | - | - | - | - | - | - |
| Performing | 389 | - | - | - | - | - |
| Agricultural loans total | 493 | 1 | 2 | - | - | 3 |
| Grand total | 10,938 | (2) | - | 9 | - | 7 |
|  |  | Impairments (Recoveries) through Profit/Loss |  |  |  |  |
|  |  | 2011 |  |  |  |  |
|  | Mortgage carrying value at transfer | First Quarter | Second <br> Quarter | Third Quarter | Fourth Quarter | YTD |
| Transferred to REO ${ }^{1}$ - Q3 2011 | 7 | 8 | (1) | - | - | 7 |
| Transferred to REO ${ }^{1}$ - YTD 2011 | 76 |  |  |  |  |  |

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

## AEGON THE NETHERLANDS




## AEGON THE NETHERLANDS <br> \section*{LIFE \& SAVINGS}



## AEGON THE NETHERLANDS PENSIONS



| AEGON THE NETHERLANDS |  |  |  |  |  |  |  |  |  | ITED |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  | amo | llions |
|  | EUR |  |  |  |  |  |  |  |  |  |
|  |  |  | 2010 |  |  |  |  | 2011 |  |  |
|  | First | Second | Third | Fourth | Full | First | Second | Third | Fourth | YTD |
| New premium production | Quarter | Quarter | Quarter | Quarter | Year | Quarter | Quarter | Quarter | Quarter |  |
| Accident and Health insurance | 11 | 4 | 5 | 6 | 26 | 10 | 4 | 6 |  | 20 |
| General insurance | 8 | 6 | 6 | 6 | 26 | 8 | 7 | 6 |  | 21 |
| Total Non-life production | 19 | 10 | 11 | 12 | 52 | 18 | 11 | 12 |  | 41 |
| Earnings |  |  |  |  |  |  |  |  |  |  |
| Underlying earnings before tax | 7 | 19 | 3 | 4 | 33 | 5 | - | (1) |  | 4 |
| General insurance and Accident \& Health ratio's |  |  |  |  |  |  |  |  |  |  |
| Claim ratio | 65\% | 58\% | 67\% | 57\% |  | 62\% | 66\% | 65\% |  |  |
| Cost ratio | 29\% | 29\% | 29\% | 31\% |  | 30\% | 29\% | 32\% |  |  |
| Combined ratio | 94\% | 87\% | 96\% | 88\% |  | 92\% | 95\% | 97\% |  |  |




| EUR | amounts in millions |  |  |
| :---: | :---: | :---: | :---: |
|  |  |  |  |
| June 30, 2011 | March 31, 2011 | Dec 31, 2010 | Sept 30, 2010 |
| 8,292 | 9,274 | 10,641 | 11,414 |
| 5,477 | 5,498 | 5,256 | 5,278 |
| 58 | 134 | 118 | 140 |
| 4 | 58 | 58 | 56 |
| 3 | 3 | 3 | 2 |
| 1,331 | 1,293 | 1,362 | 1,356 |
| 1,028 | 1,061 | 1,066 | 1,188 |
| 16,193 | 17,321 | 18,504 | 19,434 |
| 16,518 | 15,604 | 14,088 | 13,470 |
| 50 | 47 | 57 | 54 |
| 16,568 | 15,651 | 14,145 | 13,524 |
| 15 | 15 | 14 | 16 |
| 213 | 480 | 496 | 465 |
| 446 | 481 | 475 | 410 |
| 674 | 976 | 985 | 891 |
| 2,011 | 2,038 | 2,055 | 2,038 |
| 1,350 | 1,447 | 1,469 | 1,553 |
| 36,796 | 37,433 | 37,158 | 37,440 |
| 14 | 15 | 15 | 17 |
| 36,810 | 37,448 | 37,173 | 37,457 |

## AEGON THE NETHERLANDS

 STRUCTURED ASSETS AND CORPORATE BONDSSeptember 30, 2011

|  | AAA | AA | A | BBB | <BBB | NR | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Structured assets by rating Abill |  |  |  |  |  |  |  |
| Commercial MBS | 1 | 1 | - | - | - | - | 2 |
| Residential MBS | 278 | 578 | 332 | 37 | 22 | - | 1,247 |
| Non-housing related ABS | 210 | 340 | 178 | 57 | 159 | - | 944 |
| Total | 489 | 919 | 510 | 94 | 181 | - | 2,193 |
| Credits by rating |  |  |  |  |  |  |  |
| IG Corporates | 653 | 678 | 2,658 | 1,289 | - | - | 5,278 |
| High yield corporate | - | - | - | - | 46 | - | 46 |
| Emerging Markets debt | - | - | - | 2 | 2 | - | 4 |
| Total | 653 | 678 | 2,658 | 1,291 | 48 | - | 5,328 |
| Cash / Treasuries / Agencies |  |  |  |  |  |  | 9,399 |
| Total | 1,142 | 1,597 | 3,168 | 1,385 | 229 | - | 16,920 |

## AEGON UNITED KINGDOM



## AEGON UNITED KINGDOM

EARNINGS \& REVENUES
UNAUDITED


## AEGON UNITED KINGDOM

UNAUDITED EARNINGS \& REVENUES


## AEGON UNITED KINGDOM

LIFE

| LIFE |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  | amo | millions |
|  | GBP |  |  |  |  | GBP |  |  |  |  |
|  | 2010 |  |  |  |  | 2011 |  |  |  |  |
|  | First Quarter | Second Quarter | Third Quarter | Fourth Quarter | $\begin{gathered} \text { Full } \\ \text { Year } \end{gathered}$ | First Quarter | Second Quarter | Third Quarter | Fourth Quarter | YTD |
| New life sales |  |  |  |  |  |  |  |  |  |  |
| Life |  |  |  |  |  |  |  |  |  |  |
| Single premiums | 163 | 146 | 80 | 68 | 457 | 74 | 82 | 86 |  | 242 |
| Recurring premiums annualized | 9 | 9 | 9 | 8 | 35 | 8 | 8 | 9 |  | 25 |
| Total recurring plus $\mathbf{1 / 1 0}$ single | 26 | 24 | 17 | 15 | 81 | 16 | 15 | 18 |  | 49 |
| Earnings |  |  |  |  |  |  |  |  |  |  |
| Underlying earnings before tax | 18 | 15 | 23 | 4 | 60 | 21 | 17 | 18 |  | 56 |
| Account Balances |  |  |  |  |  |  |  |  |  |  |
| Insurance contracts - general account | 7,613 | 7,697 | 7,735 | 7,751 | 7,751 | 7,787 | 7,833 | 7,877 |  | 7,877 |
| Total account balance | 7,613 | 7,697 | 7,735 | 7,751 | 7,751 | 7,787 | 7,833 | 7,877 |  | 7,877 |
| Insurance and investment contract roll forward |  |  |  |  |  |  |  |  |  |  |
| Account balances at beginning of period | 7,456 | 7,613 | 7,697 | 7,735 | 7,456 | 7,751 | 7,787 | 7,833 |  | 7,751 |
| Deposits | 265 | 183 | 137 | 124 | 709 | 130 | 142 | 145 |  | 417 |
| Withdrawals / benefits | (163) | (159) | (155) | (160) | (637) | (156) | (156) | (163) |  | (475) |
| Other | 55 | 60 | 56 | 52 | 223 | 62 | 60 | 62 |  | 184 |
| Total account balance at end of period | 7,613 | 7,697 | 7,735 | 7,751 | 7,751 | 7,787 | 7,833 | 7,877 |  | 7,877 |
| DAC/VOBA/FSR's roll forward |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 173 | 171 | 165 | 161 | 173 | 152 | 146 | 142 |  | 152 |
| Capitalized during the period | 17 | 14 | 14 | 12 | 57 | 13 | 11 | 15 |  | 39 |
| Amortized during the period | (19) | (20) | (18) | (21) | (78) | (19) | (15) | (17) |  | (51) |
| Balance at end of period | 171 | 165 | 161 | 152 | 152 | 146 | 142 | 140 |  | 140 |

## AEGON UNITED KINGDOM <br> PENSIONS

|  | GBP |  |  |  |  | GBP |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 |  |  |  |  | 2011 |  |  |  |  |
|  | First Quarter | Second Quarter | Third Quarter | Fourth Quarter | $\begin{aligned} & \text { Full } \\ & \text { Year } \end{aligned}$ | First Quarter | Second Quarter | Third Quarter | Fourth Quarter | YTD |
| Production Pensions |  |  |  |  |  |  |  |  |  |  |
| Single premiums | 976 | 903 | 780 | 730 | 3,389 | 767 | 629 | 530 |  | 1,926 |
| Recurring premiums annualized | 112 | 149 | 124 | 102 | 487 | 119 | 113 | 104 |  | 336 |
| Total recurring plus $\mathbf{1 / 1 0}$ single | 209 | 239 | 202 | 175 | 825 | 195 | 176 | 157 |  | 528 |
| Gross deposits (on and off balance) |  |  |  |  |  |  |  |  |  |  |
| Variable annuities | 32 | 17 | 12 | 21 | 82 | 17 | 14 | 10 |  | 41 |
| Earnings |  |  |  |  |  |  |  |  |  |  |
| Underlying earnings before tax | 9 | 5 | - | (8) | 6 | (9) | (7) | (9) |  | (25) |
| Account Balances |  |  |  |  |  |  |  |  |  |  |
| Insurance contracts - general account | 24 | 23 | 23 | 19 | 19 | 17 | 16 | 16 |  | 16 |
| Insurance contracts - for the account of policyholders | 7,283 | 7,031 | 7,533 | 7,398 | 7,398 | 7,250 | 7,271 | 6,992 |  | 6,992 |
| Investment contracts - general account | 532 | 517 | 549 | 585 | 585 | 599 | 603 | 578 |  | 578 |
| Investment contracts - for the account of policyholders | 39,350 | 37,532 | 40,742 | 42,731 | 42,731 | 43,060 | 43,566 | 40,412 |  | 40,412 |
| Total account balance | 47,189 | 45,103 | 48,847 | 50,733 | 50,733 | 50,926 | 51,456 | 47,998 |  | 47,998 |
| Insurance and investment contract roll forward |  |  |  |  |  |  |  |  |  |  |
| Account balances at beginning of period | 44,543 | 47,189 | 45,103 | 48,847 | 44,543 | 50,733 | 50,926 | 51,455 |  | 50,733 |
| Deposits | 1,616 | 1,617 | 1,421 | 1,363 | 6,017 | 1,537 | 1,404 | 1,192 |  | 4,133 |
| Withdrawals / benefits | $(1,355)$ | $(1,324)$ | $(1,197)$ | $(1,203)$ | $(5,079)$ | $(1,469)$ | $(1,429)$ | $(1,446)$ |  | $(4,344)$ |
| Other | 2,385 | $(2,379)$ | 3,520 | 1,726 | 5,252 | 125 | 554 | $(3,202)$ |  | $(2,523)$ |
| Total account balance at end of period | 47,189 | 45,103 | 48,847 | 50,733 | 50,733 | 50,926 | 51,455 | 47,999 |  | 47,999 |
| DAC/VOBA/FSR's roll forward |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 3,215 | 3,251 | 3,292 | 3,319 | 3,215 | 3,359 | 3,386 | 3,407 |  | 3,359 |
| Capitalized during the period | 73 | 77 | 64 | 66 | 280 | 64 | 58 | 51 |  | 173 |
| Amortized during the period | (37) | (36) | (37) | (26) | (136) | (37) | (37) | (42) |  | (116) |
| Balance at end of period | 3,251 | 3,292 | 3,319 | 3,359 | 3,359 | 3,386 | 3,407 | 3,416 |  | 3,416 |


${ }^{1}$ Source: Association of British Insurers, data only available one quarter in arrears (includes UK and offshore deposits).

| AEGON UNITED KINGDOM <br> INVESTMENTS GENERAL ACCOUNT <br> amounts in millions, except for the impairment data <br> GBP |  |
| :--- | ---: |
|  | UNAUDITED |


| amounts in millions |  |  |  |
| :---: | :---: | :---: | :---: |
| GBP |  |  |  |
| June 30, 2011 | March 31, 2011 | Dec 31, 2010 | Sept 30, 2010 |
| 1,895 | 1,642 | 1,436 | 1,198 |
| 4,299 | 4,425 | 4,769 | 5,175 |
| 208 | 219 | 197 | 267 |
| 43 | 50 | 52 | 54 |
| 317 | 315 | 319 | 332 |
| 382 | 381 | 373 | 363 |
| 748 | 763 | 772 | 818 |
| 7,892 | 7,795 | 7,918 | 8,207 |
| - | - | - | - |
|  | - | - |  |
| - | - | - | - |
| - | - | - | - |
| 52 | 53 | 53 | 50 |
| 52 | 53 | 53 | 50 |
| - | - | - | - |
| 7 | 7 | 8 | 8 |
| 7,951 | 7,855 | 7,979 | 8,265 |
| - | - | - | - |
| 7,951 | 7,855 | 7,979 | 8,265 |

## AEGON UNITED KINGDOM <br> STRUCTURED ASSETS AND CORPORATE BONDS



## AEGON NEW MARKETS



NEW MARKETS
EARNINGS \& REVENUES




## AEGON SPAIN <br> EARNINGS \& REVENUES

UNAUDITED





* 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 miliions, except for the impairment data EUR |  |
|  |  |
|  | September 30, 2011 |
| Cash / Treasuries / Agencies | 1,449 |
| Investment grade corporates | 884 |
| High yield (and other) corporates | 17 |
| Emerging markets debt | - |
| Commercial MBS | 4 |
| Residential MBS | 259 |
| Non-housing related ABS | 21 |
| Subtotal | 2,634 |
| Residential mortgage loans | 367 |
| Commercial mortgage loans |  |
| Total mortgages | 367 |
| Convertibles \& preferred stock | - |
| Common equity \& bond funds | 69 |
| Private equity \& hedge funds | - |
| Total equity like | 69 |
| Real estate | - |
| Other | 277 |
| Investments general account (excluding policy loans) | 3,347 |
| Policyholder loans | 7 |
| Investments general account | 3,354 |
| Impairments as bps (quarterly) | 90 |


| amounts in millions |  |  |  |
| :---: | :---: | :---: | :---: |
| EUR |  |  |  |
| June 30, 2011 | March 31, 2011 | Dec 31, 2010 | Sept 30, 2010 |
| 1,134 | 1,237 | 1,090 | 1,137 |
| 736 | 762 | 768 | 771 |
| 11 | 18 | 16 | 17 |
| 8 | 4 | 1 | 2 |
| 178 | 183 | 186 | 183 |
| 20 | 19 | 19 | 27 |
| 2,087 | 2,223 | 2,080 | 2,137 |
| 386 | 360 1 | 370 1 | 353 1 |
| 386 | 361 | 371 | 354 |
| - | - | - | - |
| 70 | 76 | 72 | 68 |
| - | - | - | 6 |
| 70 | 76 | 72 | 74 |
| 269 | 259 | 281 | 318 |
| 2,812 | 2,919 | 2,804 | 2,883 |
| 7 | 7 | 7 | 7 |
| 2,819 | 2,926 | 2,811 | 2,890 |

## NEW MARKETS <br> STRUCTURED ASSETS AND CORPORATE BONDS

```
EUR
```

amounts in millions

|  | EUR |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30, 2011 |  |  |  |  |  |  |
|  | AAA | AA | A | BBB | <BBB | NR | Total |
| Structured assets by rating |  |  |  |  |  |  |  |
| Commercial MBS | - | - | 1 | 3 | - | - | 4 |
| Residential MBS | 102 | 108 | 39 | 10 | - | - | 259 |
| Non-housing related ABS | 9 | 2 | 8 | - | 2 | - | 21 |
| Total | 111 | 110 | 48 | 13 | 2 | - | 284 |
| Credits by rating |  |  |  |  |  |  |  |
| IG Corporates | 18 | 242 | 384 | 101 | 1 | 138 | 884 |
| High yield corporate | - | - | - | - | 16 | 1 | 17 |
| Emerging Markets debt | - | - | - | - | - | - | - |
| Total | 18 | 242 | 384 | 101 | 17 | 139 | 901 |
| Cash / Treasuries / Agencies |  |  |  |  |  |  | 1,449 |
| Total | 129 | 352 | 432 | 114 | 19 | 139 | 2,634 |

## Other corporate information

| PUBLIC RATINGS |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Company public ratings as of September 30, 2011 | Standard \& Poor's ${ }^{1)}$ | Moody's Investor Service | Fitch ratings | A.M. <br> Best |
| AEGON USA | AA- | A1 | AA- | A+ |
| AEGON UK (Scottish Equitable plc) | A+ | - | - | - |
| AEGON NL (AEGON Levensverzekering N.V.) | AA- | - | - | - |
| Credit ratings |  |  |  |  |
| AEGON N.V. - Senior debt rating | A- | A3 | A- | - |
| AEGON N.V. - Junior Perpetual Capital Securities (JPCS) | BBB | Baa1 | BBB | - |
| AEGON N.V. - Commercial paper | A-2 | P-2 | F1 | - |

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

## 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 products
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 ine.

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.

## Cautionary note regarding non-GAAP measures

This document includes certain non-GAAP financial measures: underlying earnings before tax and value of new business. The reconciliation of underlying earnings before tax to the most comparable IFRS measure is provided in Note 3 "Segment information" of our Condensed consolidated interim financial statements. Value of new business is not based on IFRS, which are used to report AEGON's primary financial statements and should not be viewed as a substitute for IFRS financial measures. We may define and calculate value of new business differently than other companies. Please see AEGON's Embedded Value Report dated May 12, 2011 for an explanation of how we define and calculate value of new business. AEGON believes that these non-GAAP measures, together with the IFRS information, provide a meaningful measure for the investment community to evaluate AEGON's business relative to the businesses of our peers.

## Local currencies and constant currency exchange rates

This document 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 document that are not historical facts are forwardlooking 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 forwardlooking 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, persistence 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;
- changes in the availability of, and costs associated with, liquidity sources such as bank and capital markets funding, as well as conditions in the credit markets in general
- 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 strength ratings of our insurance subsidiaries and the adverse impact such action may have on the premium writings, policy retention, profitability 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, restructurings, product withdrawals and other unusual items, 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.

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 forwardlooking 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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\end{tabular}
```

[^2]
## 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 asset management company, AEGON has businesses in over twenty markets in the Americas, Europe and Asia. AEGON companies employ approximately 26,000 people and have some 40 million customers across the globe.

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

AEGON's ambition is to be a leader in all its chosen markets by 2015.


[^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 2011 press release and Condensed Consolidated Interim Financial Statements are available on www.aegon.com.

