



Weathering the global financial crisis

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Cheuvreux Conference – New York City – November 13, 2008

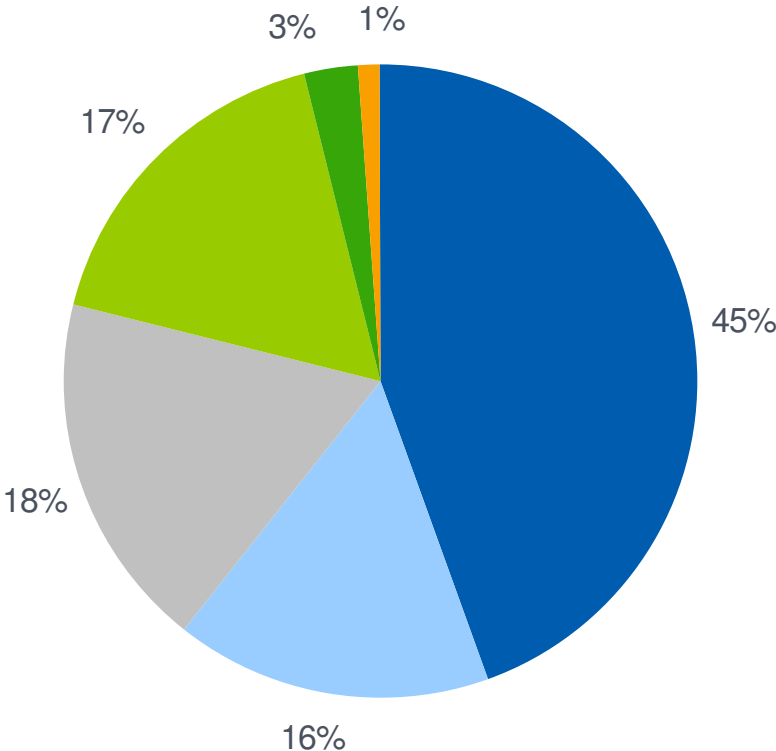
- Focus on Life & Pensions
- 33,000 employees worldwide
- 40 million customers worldwide
- Revenues 9M08: EUR 8.1 billion
- EUR 350 billion in revenue generating investments
- Underlying earnings before tax 9M08 : EUR 1.8 billion



99% of earnings generated by core businesses

Underlying earnings before tax 9M08

- Life and protection
- Individual savings and retirement products
- Pensions and asset management
- Institutional products
- Life reinsurance
- Distribution & general insurance



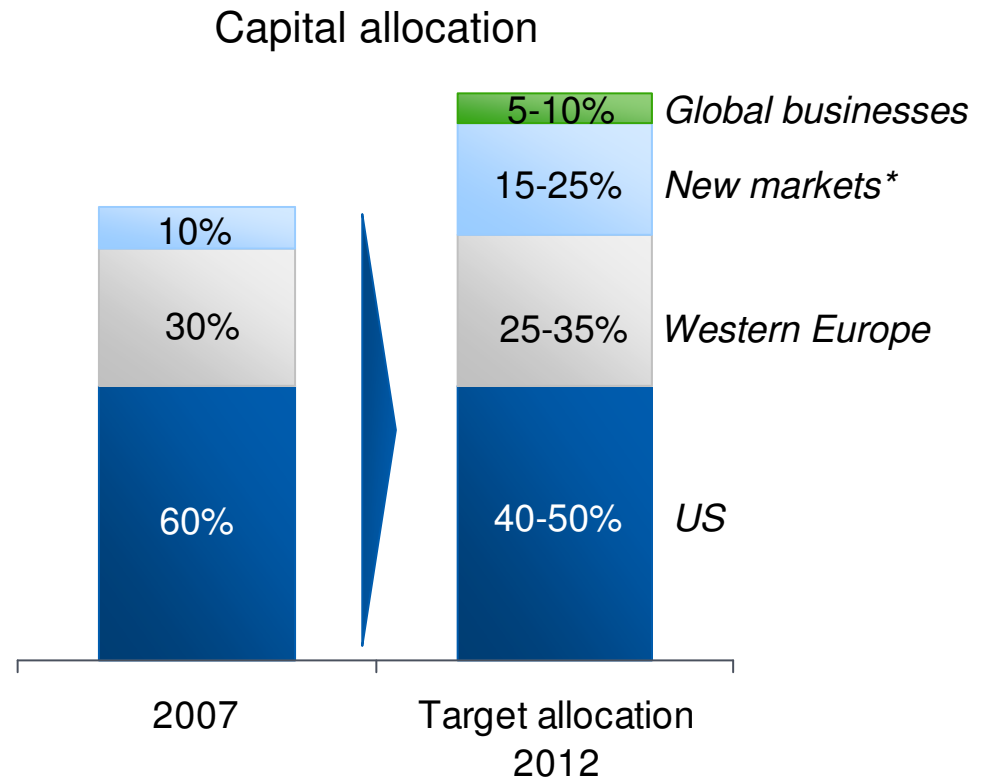
Attractive prospects for life insurance and pension companies:

- Fundamental demographic and economic changes
 - ... generating new customers and new needs...
 - ... driving demand for financial solutions
- Opportunities arising from current market conditions

- Financial markets impacted Q3 earnings, but fundamentals remain intact
- Significant capital buffer to weather the storm
- Committed to maintain capital level equivalent to AA rating requirements
- Unrealized losses are not a proxy for impairments
- AEGON has ample liquidity
- Executing the right strategy

- 1** Reallocate capital towards businesses with higher growth and return prospects
- 2** Improve growth and returns from existing businesses
- 3** Manage AEGON as an international group

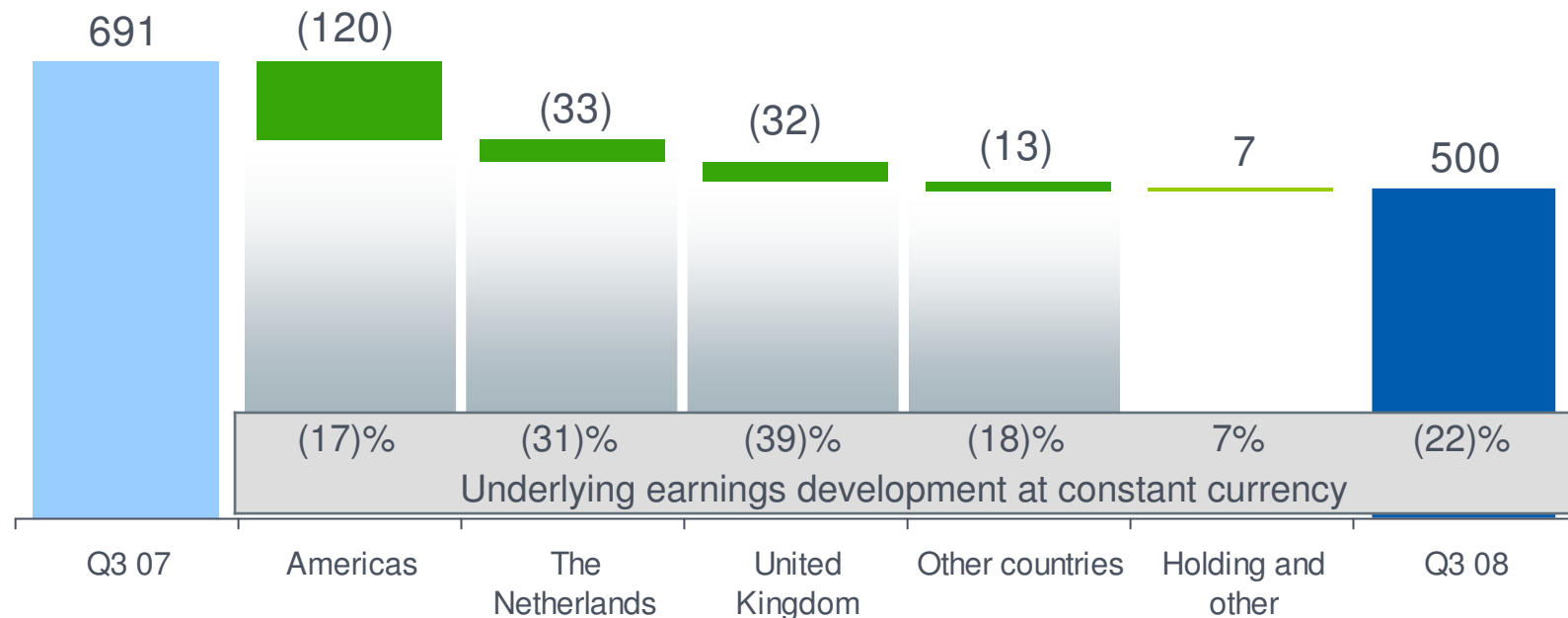
Geographic mix



* New markets = Central & Eastern Europe, Asia and Latin America

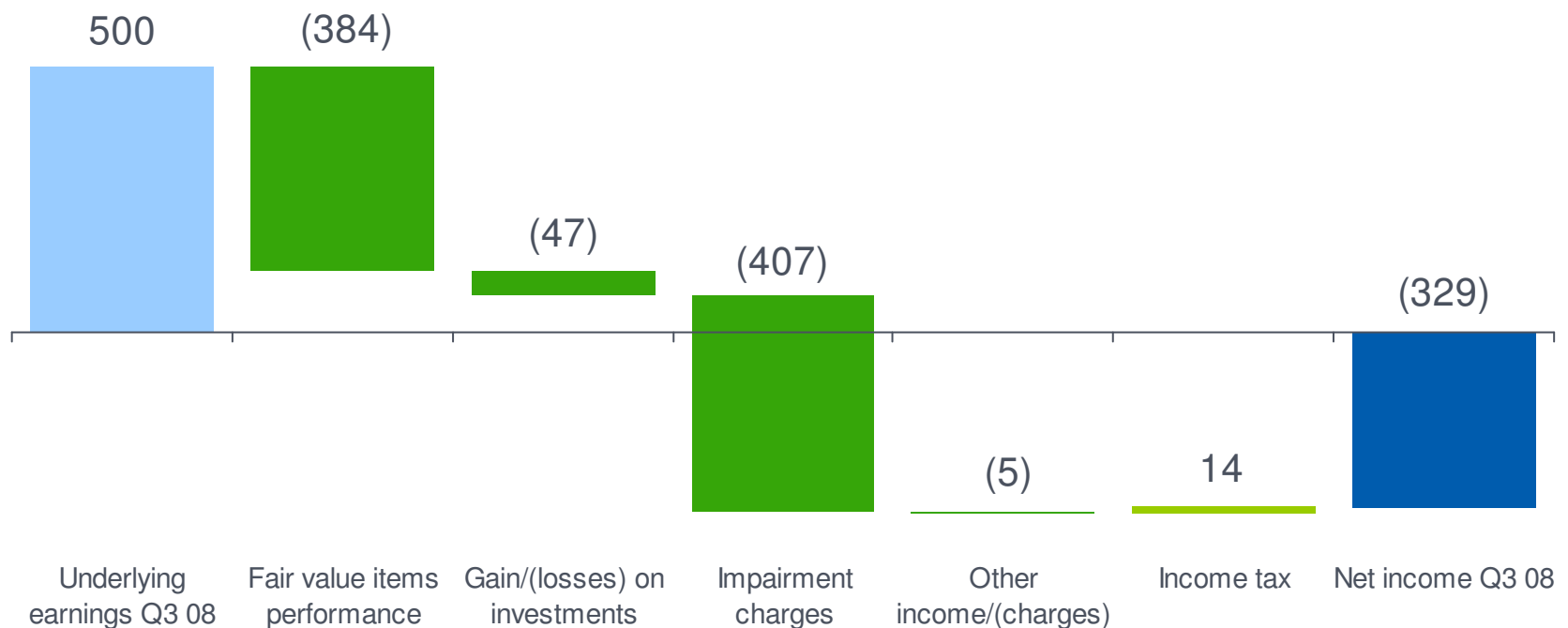
- o Underlying earnings before tax in Q3 impacted by
 - lower fees in US and UK
 - reserve strengthening, mainly related to VA's sold pre-2004 in US
 - higher mortality charges in US life reinsurance
 - provisioning in NL for unit linked policies and charge on a group of pension contracts

Underlying earnings before tax (EUR million)



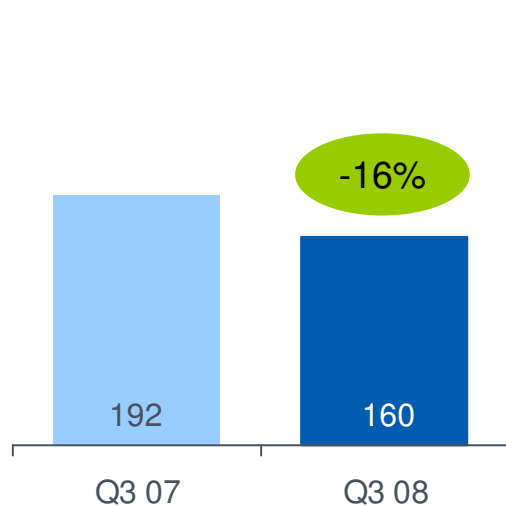
- o Net income in Q3 mainly impacted by underperformance of fair value items and impairment charges
 - Impairment charges mainly related to Lehman Brothers, Washington Mutual (EUR336m) and US housing related asset-backed securities (EUR46m)

Underlying earnings to net income development in Q3 (EUR million)

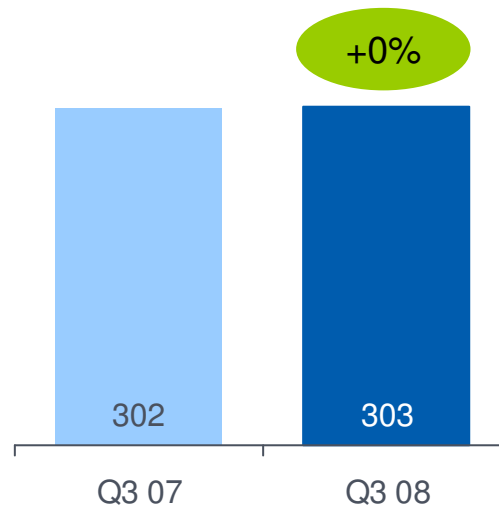


- o Total Q3 new life sales down 18% at constant currency
 - Financial turmoil impacted sales of high net worth and middle market products in the US
 - Solid annuity and group pension sales in the UK, offset by individual pensions
 - Lower group pension sales in NL due to financial turmoil

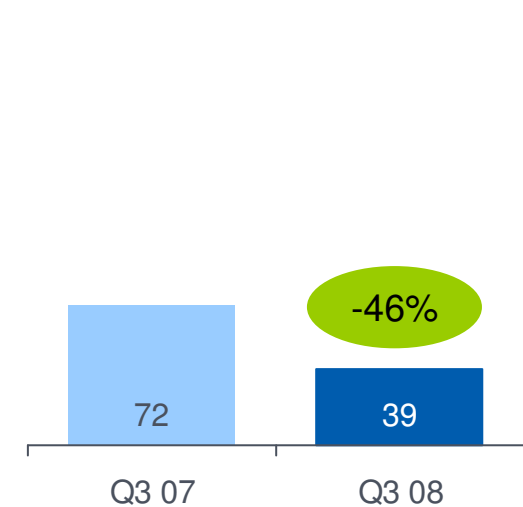
**Retail life sales
Americas**
(USD million)



**New life sales
United Kingdom**
(GBP million)

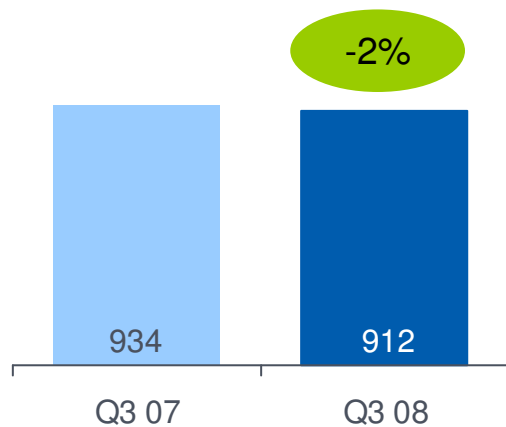


**New life sales
The Netherlands**
(EUR million)

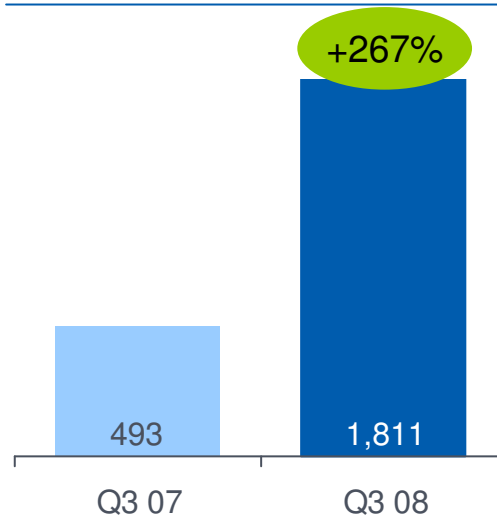


- o Total Q3 net deposits of EUR 1.7 billion
 - Fixed annuities deposits in Americas: best quarter since 2003
 - Variable annuities deposits in Americas relatively flat
 - Strong increase in deposits in Other countries driven by retail mutual funds and variable annuity sales in Asia

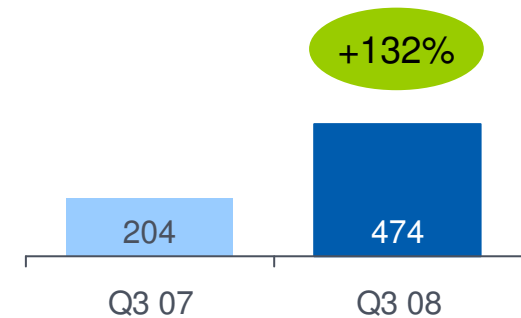
Variable annuities Americas
(USD million)



Fixed annuities Americas
(USD million)



Total gross deposits Other countries
(EUR million)



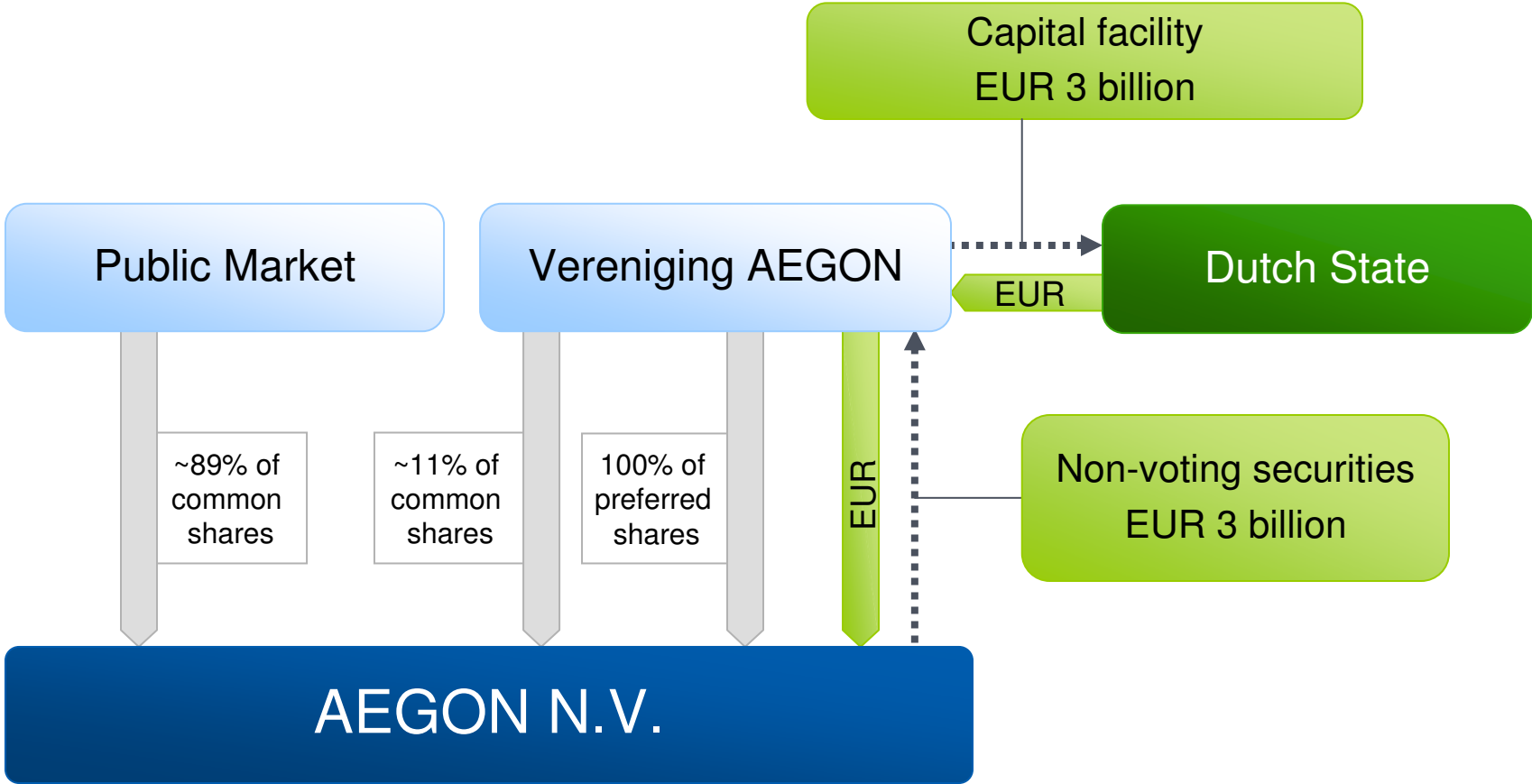
- Significant risk reductions implemented
 - Limited direct equity exposure
 - Interest rate risks lowered
 - Guarantees on products lowered
 - Hedging of guarantees
 - Asset and liability matching

- Disciplined liquidity management

- Strong global risk management organization

- Hedged USD cash flows to holding company
 - Remainder of 2008 and 2009
 - Putting a floor at present levels
 - Full impact of USD strengthening

AEGON secured additional core capital of EUR 3 billion



AEGON to reinforce capital buffer significantly above AA level requirements

	June 30, 2008	September 30, 2008	Expected changes in Q4
Capital Base Ratio (debt / equity ratio)	74%	71.5%	<ul style="list-style-type: none"> + Underlying earnings - Market movements + De-risking + Capital releases + EUR 3 billion
S&P risk-based insurance capital model excess capital in operating units above AA level	EUR 842 million	EUR 312 million	
Insurance Group Directive (IGD) surplus capital	EUR 8.5 billion (205%)	EUR 5.0 billion (160%)	

Substantial buffer to protect against further market deterioration

Capital position after drawdown of additional capital



	September 30, 2008	Pro-forma post draw down
Insurance Group Directive (IGD) surplus capital	EUR 5.0 billion (160%)	EUR 8.0 billion (195%)
S&P risk-based insurance capital model excess capital in operating units above AA level	EUR 312 million	EUR 312 million

Capital buffer of EUR 3 billion will be initially held at holding level, therefore not included in excess capital in operating units

- o Insurance Group Directive surplus capital includes unrealized losses on bond portfolio
- o Excluding unrealized losses IGD ratio would be ~225% and ~260% pro-forma

Capital preservation and risk mitigation actions important to enhance capital buffer

Complete execution on identified capital preservation and risk mitigation actions of EUR 600 - 800 million in Q4, including:

- Lowering investment risk
 - New money
 - Existing portfolio

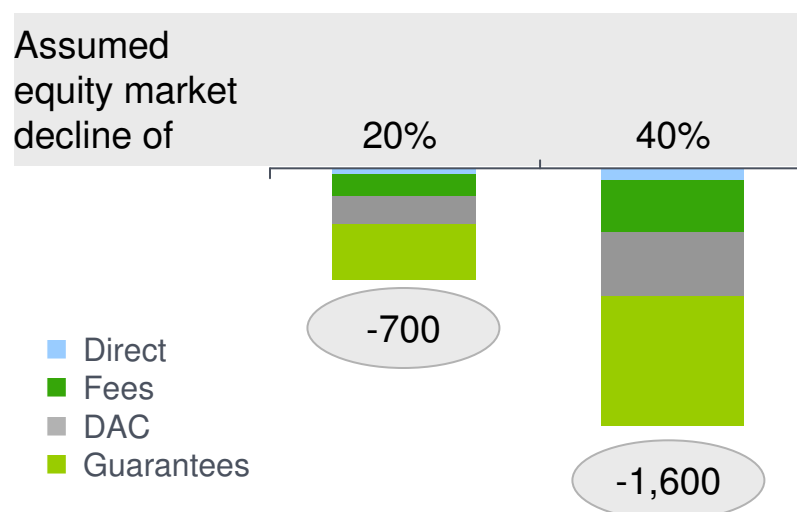
- Risk transfer through reinsurance
 - Fixed annuities
 - Non-life catastrophic risk

- Securitizations

Based on equity markets as of September 30, 2008

Estimated impact on earnings

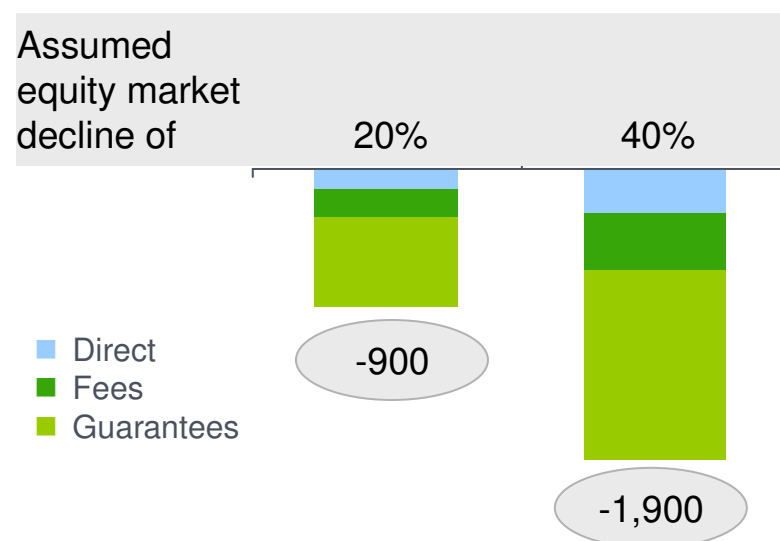
(12 month period, EUR million)



- Lower fees
- Reserve strengthening for VA guarantees (old book before 2004; new VA is delta hedged)
- DAC unlocking*

Estimated impact on capital

(EUR million)



- Direct exposure
- Reserve strengthening for guarantees
- Impact of first 20% decline can be absorbed by capital preservation actions

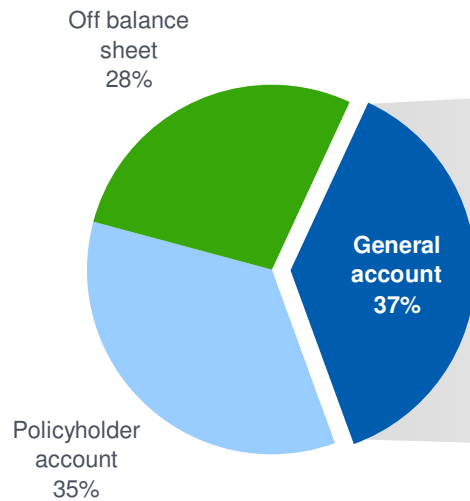
* Acceleration of amortization of deferred acquisition costs

Limited direct equity exposure



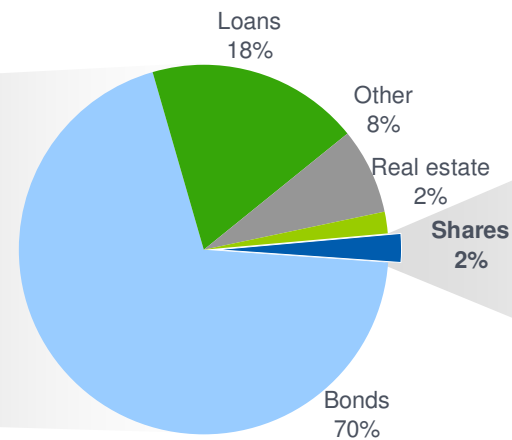
Total investments

EUR 351 billion



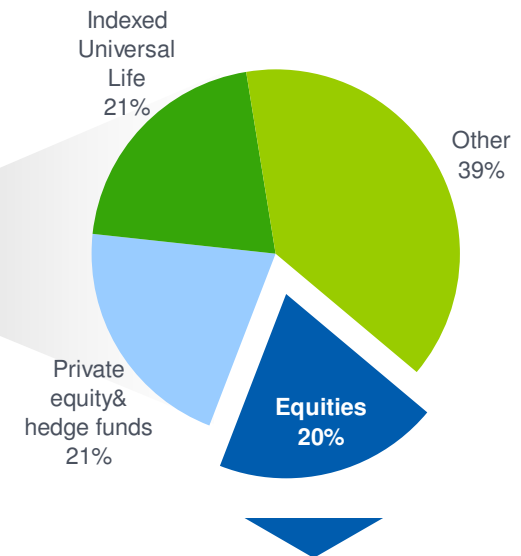
General account

EUR 132 billion



Shares

EUR 3.3 billion



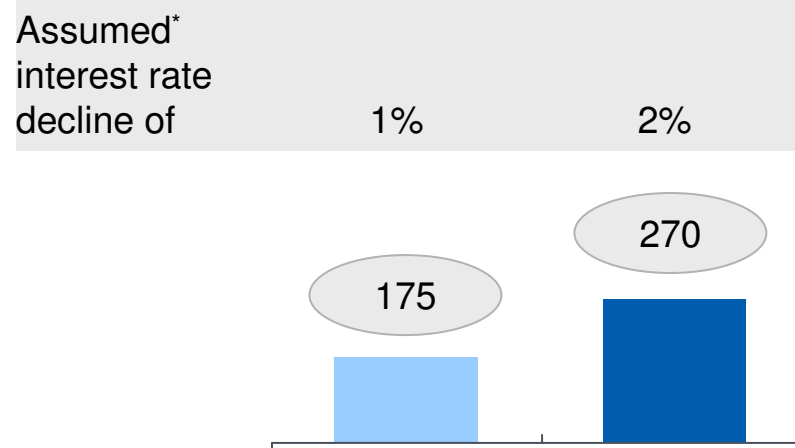
Direct equity exposure limited

As of September 30, 2008

Based on interest rates as of September 30, 2008

Impact on earnings

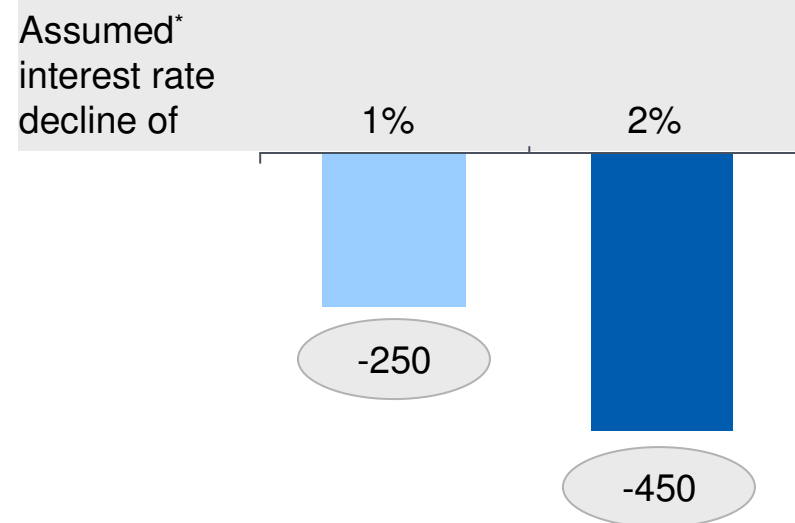
(12 month period, EUR million)



- Lower funding costs
- Higher capital gains

Impact on capital

(EUR million)

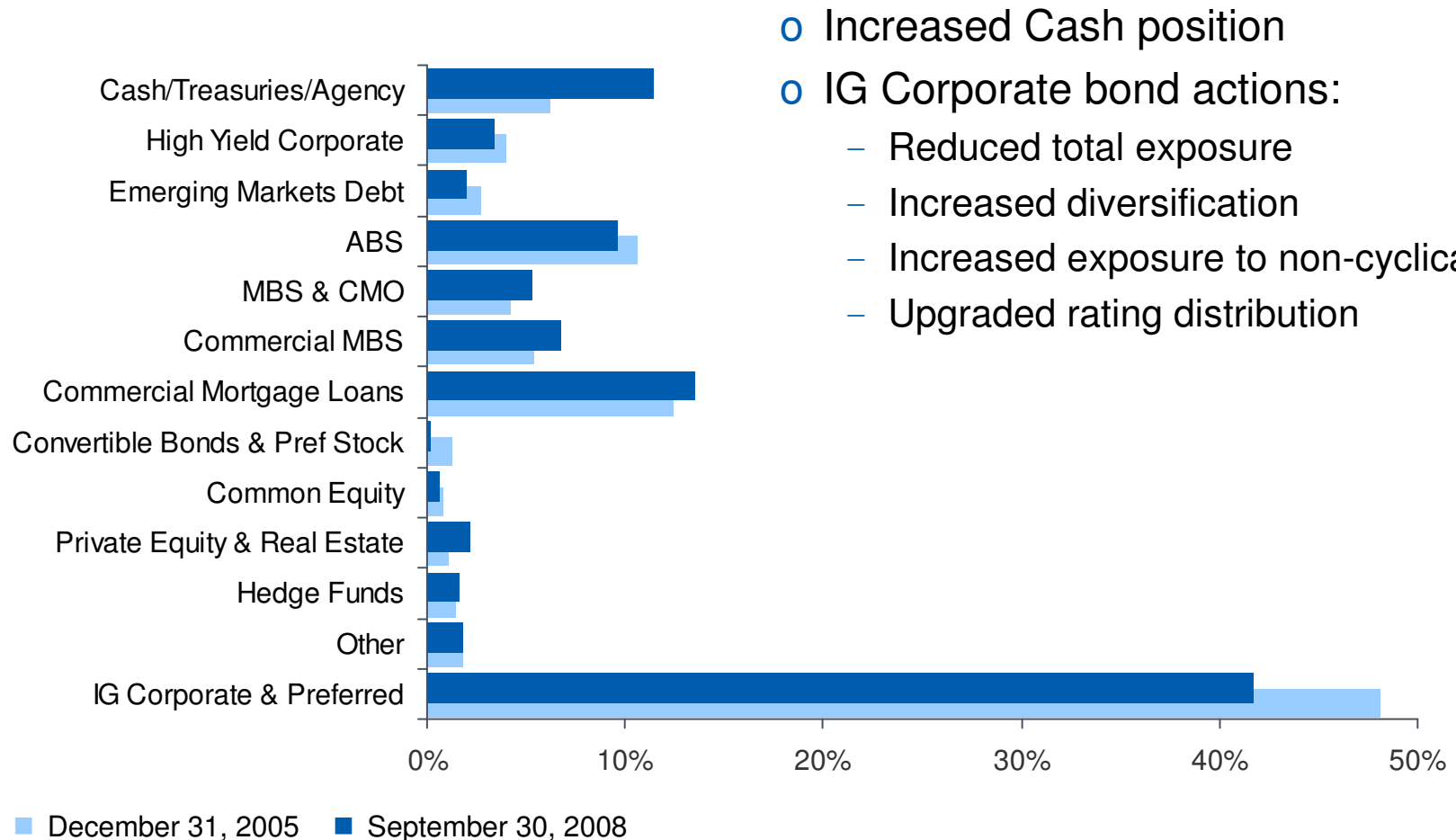


- Reserve strengthening for guarantees

* Assumes a parallel shift in the yield curve

Shifts in US investment portfolio

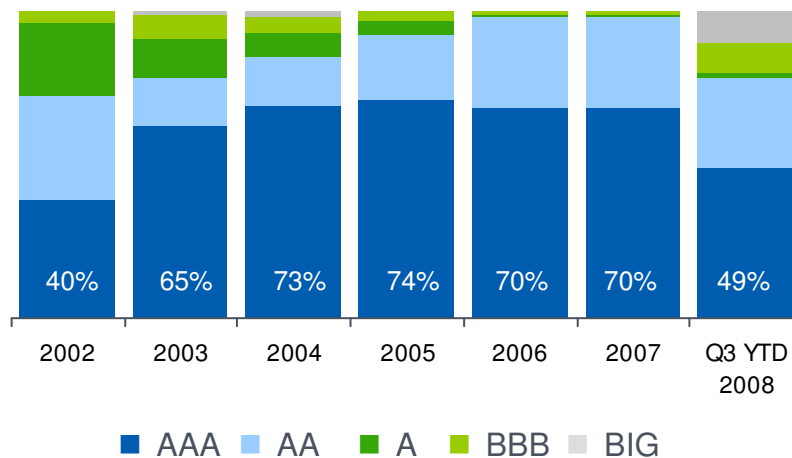
EUR 83.3 billion(*) as per September 30, 2008



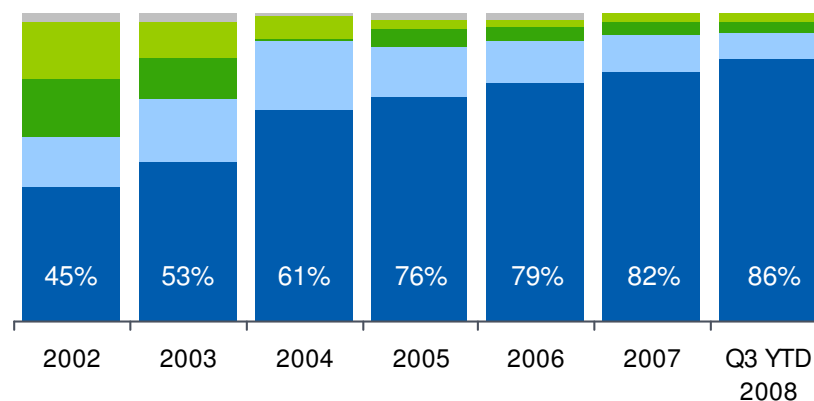
- Increased Cash position
- IG Corporate bond actions:
 - Reduced total exposure
 - Increased diversification
 - Increased exposure to non-cyclicals
 - Upgraded rating distribution

* excludes policy loans

Subprime in US investment portfolio EUR 2.7 billion as per September 30, 2008



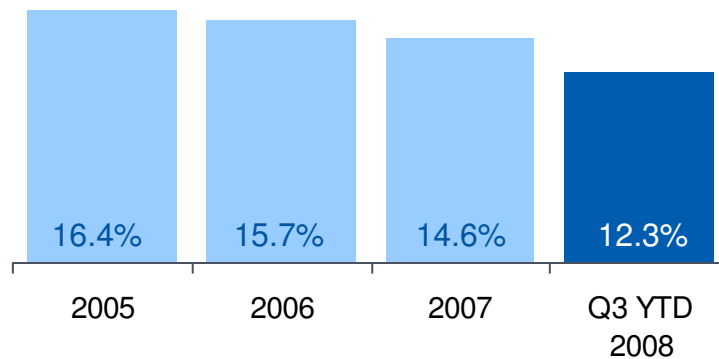
CMBS securities in US investment portfolio EUR 5.9 billion as per September 30, 2008



- As stated in previous presentations, AEGON USA has restructured its asset portfolio defensively in numerous ways:
 - Reducing and upgrading corporate exposures
 - Reducing financial credit exposures
 - Selling most public common equity exposures
 - Upgrading CMBS and subprime portfolios
 - Increasing treasury and liquidity balances

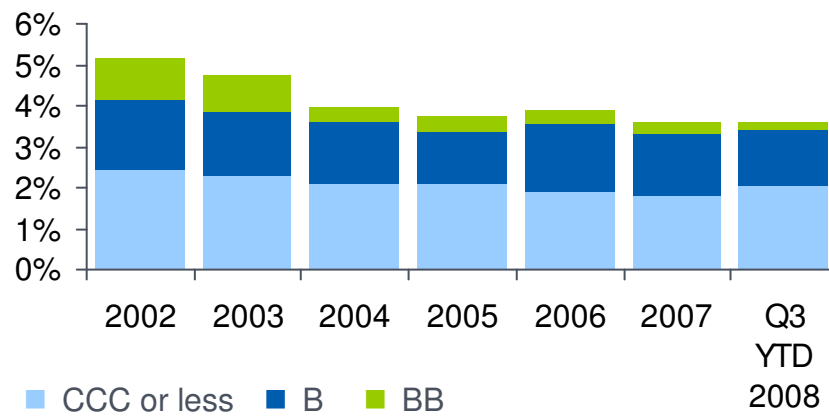
Financials as % of general account assets in US investment portfolio

EUR 11.2 billion as per September 30, 2008



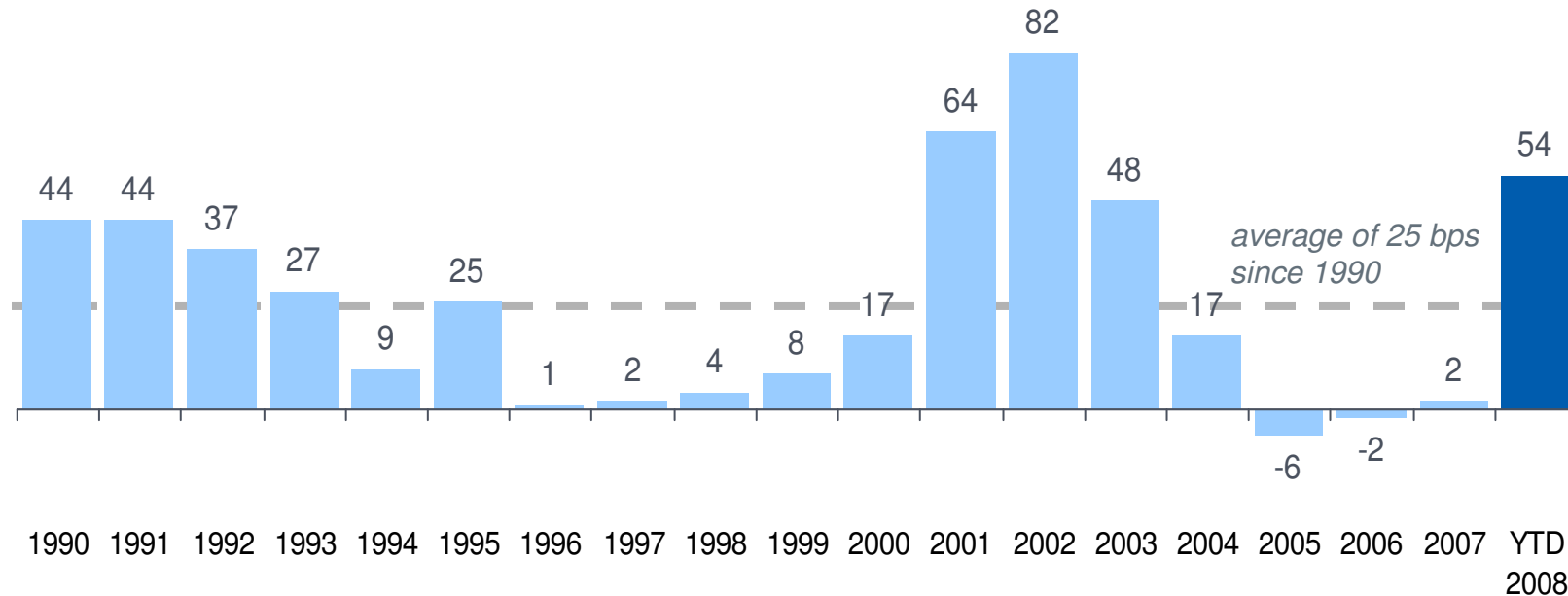
- Actively reduced financial sector exposure, esp. in 2007 and 2008

Corporate high yield as % of general account assets



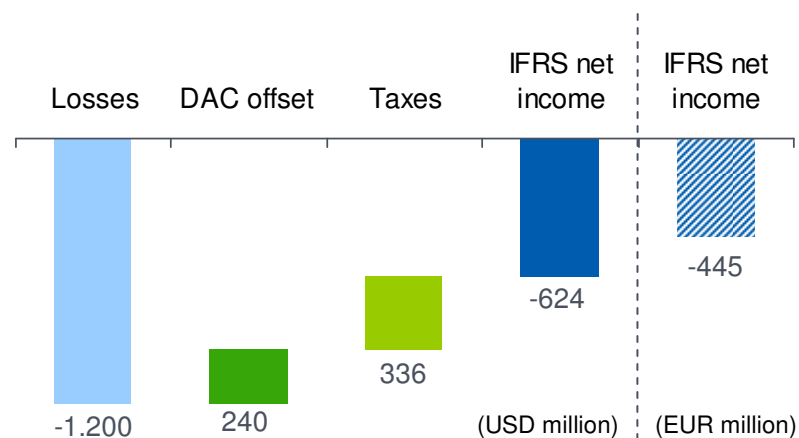
- Risk mitigation actions in the corporate bond portfolio

Credit losses in bps of assets (includes only bonds and mortgages)

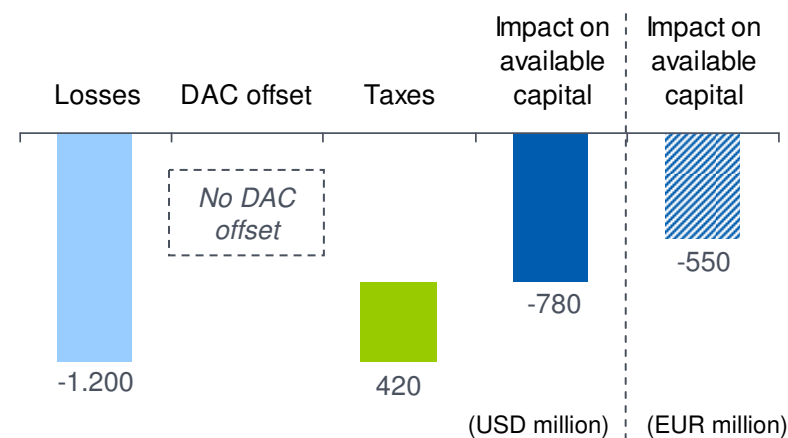


- During Q3, impairments in the US totaled USD 540 million
- Products are priced for expected losses of 25 – 30 basis points
- Almost all fixed income instruments are held as Available For Sale securities and as such are only impaired through earnings if
 - 1) we don't have the ability to hold, or
 - 2) we intend to sell them, or
 - 3) we expect to receive less than full principal and interest

Impact on IFRS net income



Impact on available capital



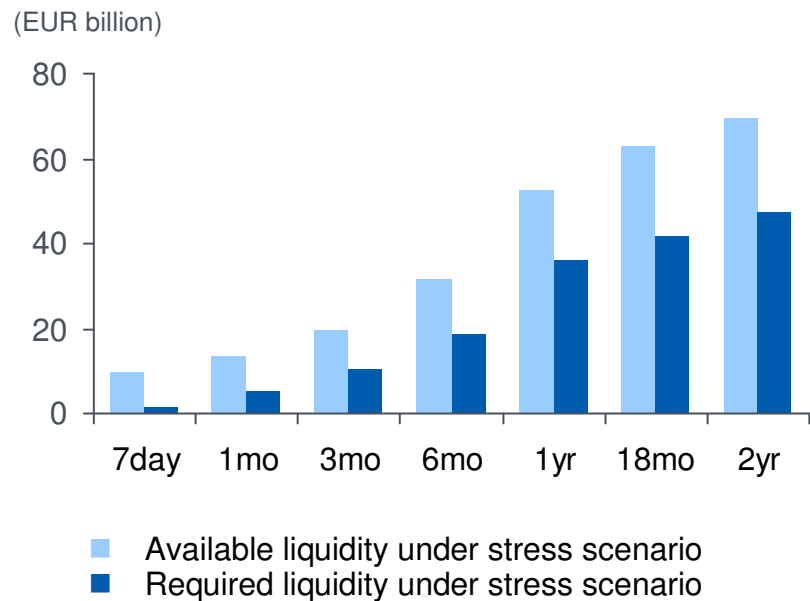
Example:

- **100 bps** of losses on USD 120 billion of assets*
- 20% DAC offset
(possible range 0% – 60%, depending on business line)
- 35% tax offset
(depending on geography)

* includes bonds and mortgages of US fixed income portfolio

Liquidity management

Stress scenario



This stress scenario assumes:

- severely impaired capital markets liquidity;
- a 3% immediate and permanent increase in interest rates;
- liabilities are assumed to withdraw at their earliest conceivable date.

Assumptions:

- Extreme possibility of 'frozen' markets for years anticipated
- Impaired capital markets liquidity test assumes an extended period and normal liquidity only resuming in 2 years

Results:

- Our liquidity position remains very strong even ignoring contingent liquidity sources
- Under a conservative best estimate basis, AEGON has positive net inflows into 2010

- Financial markets impacted earnings, but fundamentals remain intact
- Significant capital buffer to weather the storm
- Committed to maintain capital level equivalent to AA rating requirements
- Unrealized losses are not a proxy for impairments
- AEGON has ample liquidity

Well positioned for the future

A stylized world map in shades of blue and white, with a grid of latitude and longitude lines. The map is set against a background of light blue rays emanating from the center, creating a sense of global connectivity and movement.

Unlocking the global potential

Q&A

Upcoming events



November 24, 2008	AEGON Analyst and Investor Day, <i>London</i>	CEO
December 4, 2008	Société Générale Conference, <i>Paris</i>	CEO
March 12, 2009	AEGON Full year 2008 results	CEO
April 22, 2009	AEGON Annual General Meeting	SB
May 14, 2009	AEGON Q1 2009 results and EV 2008	CFO
June 9 and 10, 2009	AEGON Analyst and Investor Conference, <i>New York</i>	MB
August 13, 2009	AEGON Q2 2009 results	CEO
November 12, 2009	AEGON Q3 2009 results	CFO



Cautionary note regarding forward-looking statements



Cautionary note regarding forward-looking statements

The statements contained in this presentation 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: believe, estimate, target, intend, may, expect, anticipate, predict, project, counting on, plan, continue, want, forecast, 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;
- ◆ 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;
- ◆ 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.

Cautionary note regarding Regulation G (non-GAAP measure)

This presentation includes non-GAAP financial measures: net underlying earnings, operating earnings before tax, value of new business and embedded value. Value of new business and embedded value are not based on IFRS, which are used to prepare and report AEGON's financial statements and should not be viewed as a substitute for IFRS financial measures. AEGON believes the non-GAAP measures shown herein, together with GAAP information, provides a meaningful measure for the investment community to evaluate AEGON's business relative to the businesses of our peers.

A horizontal banner featuring a stylized world map in shades of blue and white. The map is overlaid with a grid of latitude and longitude lines. The background has a subtle motion blur effect, suggesting global connectivity and progress.

Unlocking the global potential

For questions please contact Investor Relations

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