





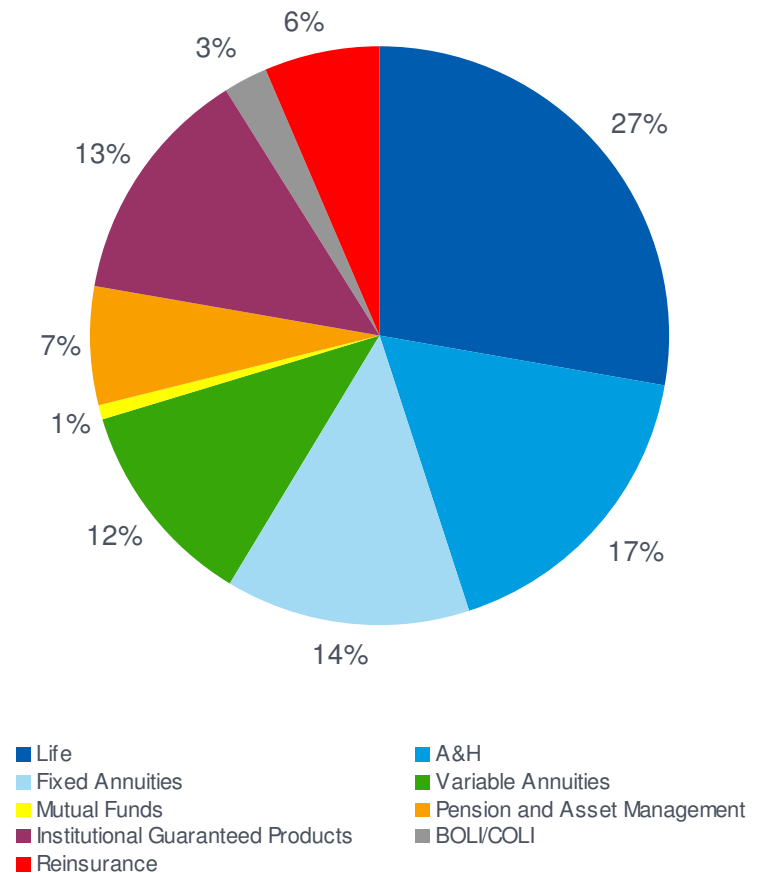




(in USD million)	1 <sup>st</sup> Nine Months 2007	1 <sup>st</sup> Nine Months 2006	Change	
Underlying earnings before tax	2,005	1,847	↑	9%
Over (under) fair value items	141	118	↑	19%
Operating earnings before tax	2,146	1,965	↑	9%
Net operating earnings	1,541	1,427	↑	8%
Realized gains (losses)	204	(110)	↑	nm
Impairments	(44)	(42)	↑	5%
Net income	1,587	1,328	↑	20%
VNB	431	313	↑	38%
New life sales	914	886	↑	3%
Gross deposits (on and off balance sheet)	42,062	29,357	↑	43%
Revenue generating investments	310,717	277,605	↑	12%

(in USD million)	1 <sup>st</sup> Nine Months 2007	1 <sup>st</sup> Nine Months 2006	Change
Life	559	531	↑ 5%
Accident & health	343	320	↑ 7%
Fixed annuities	274	301	↓ 9%
Variable annuities	235	174	↑ 35%
Mutual funds	16	(1)	↑ NM
Pension & asset management	131	94	↑ 39%
Institutional guaranteed products	268	243	↑ 10%
BOLI/COLI	51	51	Flat
Reinsurance	128	134	↓ 4%
<b>Total</b>	<b>2,005</b>	<b>1,847</b>	<b>↑ 9%</b>

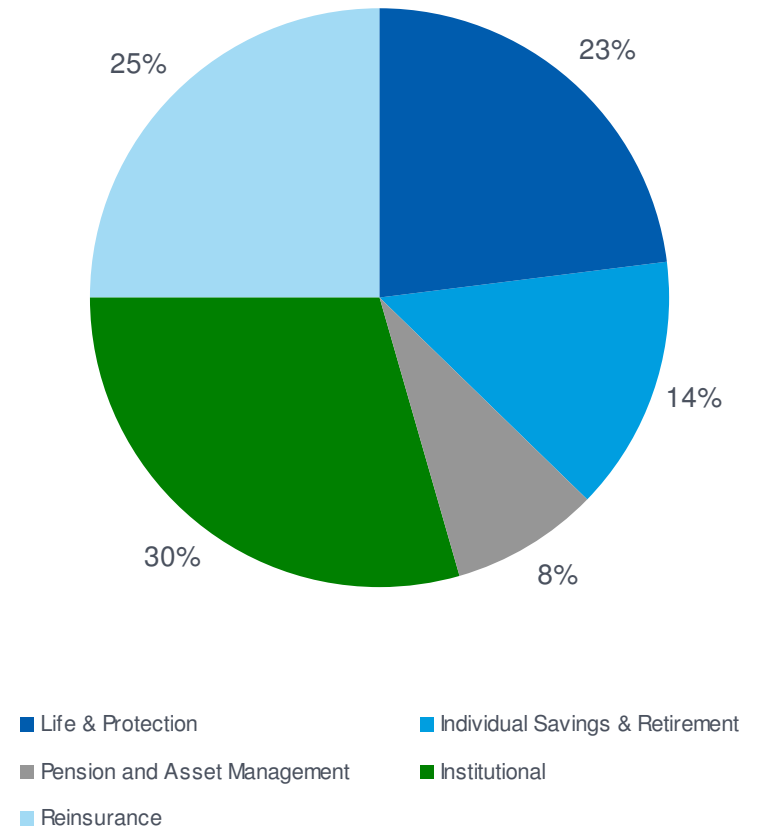
First Nine Months 2007



(in USD million)	1 <sup>st</sup> Nine Months 2007	1 <sup>st</sup> Nine Months 2006	Change
Life & protection	99	59	↑ 68%
Individual savings & retirement	62	44	↑ 41%
Pension & asset management	35	19	↑ 84%
Institutional	127	102	↑ 24%
Reinsurance	108	89	↑ 21%
<b>Total</b>	<b>431</b>	<b>313</b>	<b>↑ 38%</b>

IRR Total	13.0%	12.4%	↑
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### First Nine Months 2007



## Products

- ◆ Traditional Life
- ◆ Term
- ◆ Universal Life
- ◆ Indexed Universal Life
- ◆ Variable Life
- ◆ Supplemental Health
- ◆ AD&D
- ◆ Specialty Insurance

## Distribution

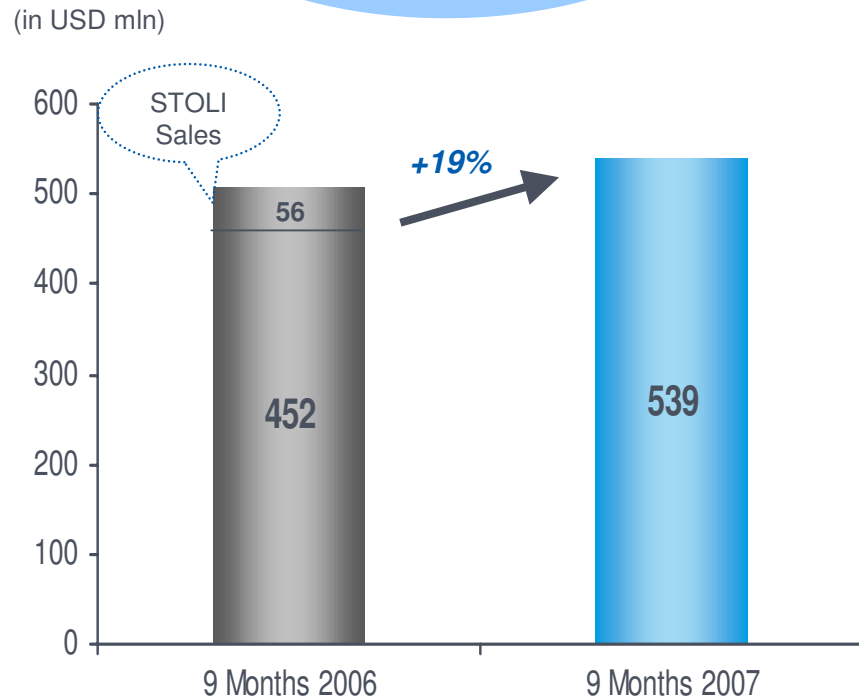
- ◆ General agents
- ◆ Registered representatives
- ◆ Independent marketing organizations
- ◆ Worksite specialists
- ◆ Employee benefit brokers and benefit consultants
- ◆ Home service agents
- ◆ Direct marketing

## Competitive Advantages

- ◆ Innovative product, diverse distribution, multi-brand strategy
- ◆ Superior service tailored to meet distributor needs
- ◆ Technology platform leading to automated business flow from point of sale
- ◆ Proven agent recruiting and retention strategies
- ◆ Economies of scale

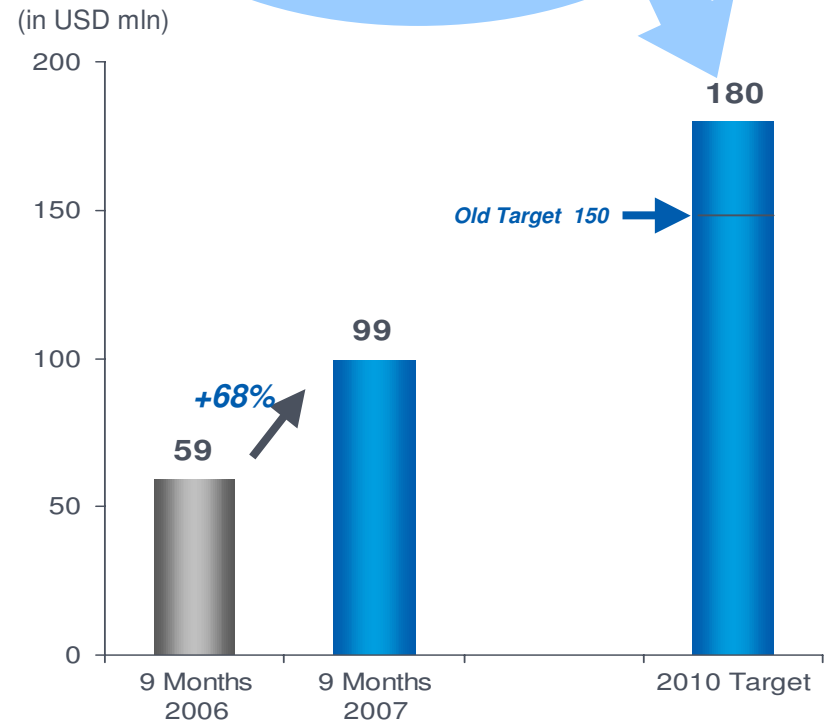


Commitment to needs based selling; sales up 19% excluding STOLI



**Retail Life Sales**

Increased sales and higher margins boosted by life securitizations



**VNB**

## Sources of Earnings:

- ◆ Technical margins (70%)
- ◆ Investment spreads (30%)
  - Spread on reserves
  - Return on surplus

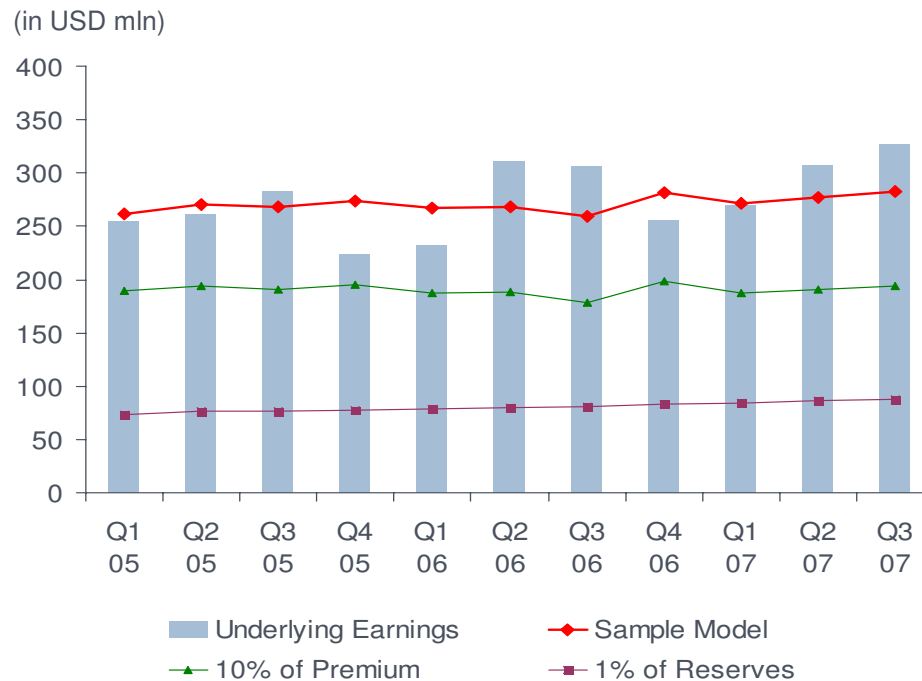
## Pricing:

- ◆ Products priced on a holistic basis

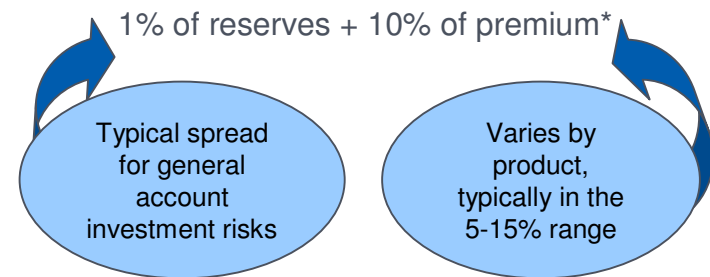
$$\frac{(\text{Total Revenue} - \text{Total Expenses})}{\text{Total Capital}^*} > 11\%^*$$

*\*unlevered, after-tax*

- ◆ Revenue sources are premiums and investment income (account fees for variable life)



## Sample Model:



*\*Includes Return on Surplus for insurance risks*

## Products

- ◆ Fixed Annuities
- ◆ Variable Annuities
- ◆ Mutual Funds
- ◆ Canadian Segregated Funds

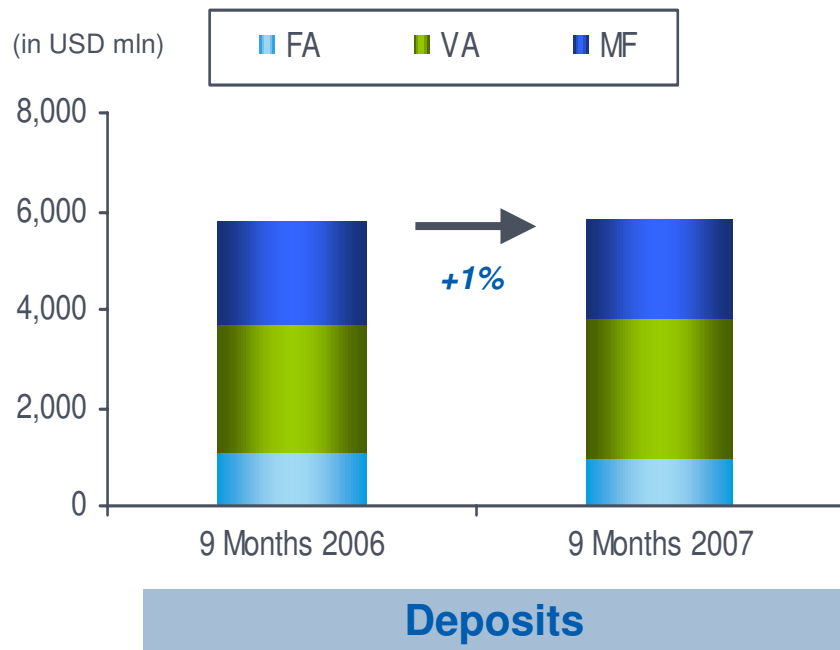
## Distribution

- ◆ Banks
- ◆ Wirehouses
- ◆ Broker/dealers
- ◆ Financial planners
- ◆ Institutional partners
- ◆ Agents

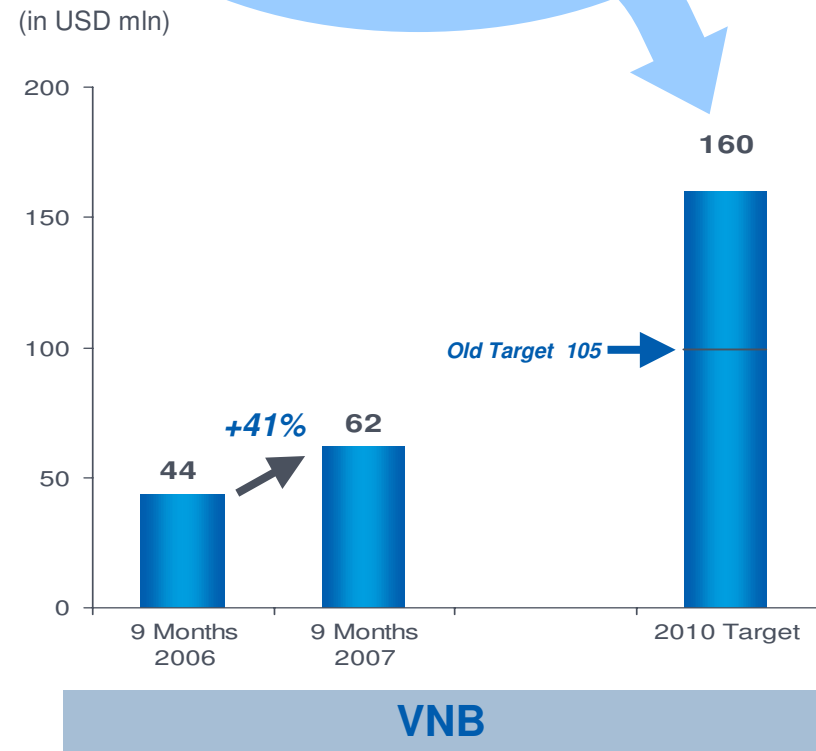
## Competitive Advantages

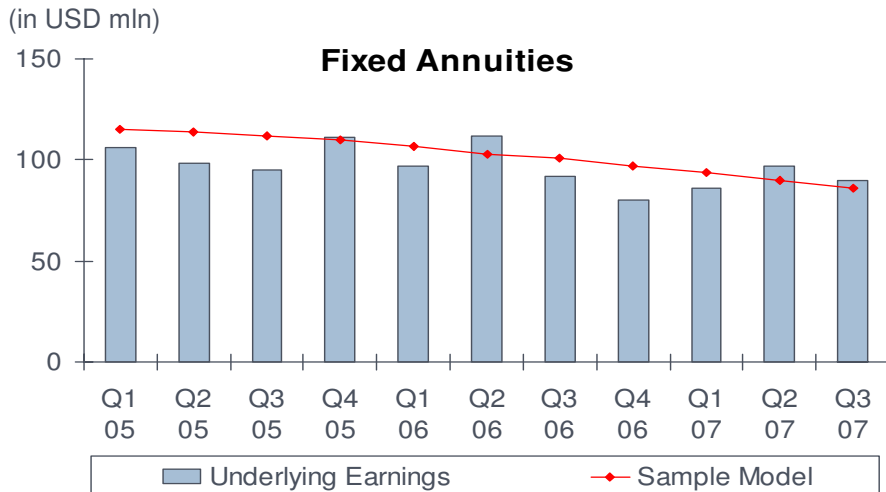
- ◆ Diverse distribution (wire, broker/dealer, bank, fee planner, agency and direct)
- ◆ #5 in wirehouse channel post Merrill Lynch transaction
- ◆ Product flexibility and innovation
- ◆ State of the art hedging capabilities to control risk

Net deposits improve to negative USD 0.1 billion on lower fixed annuity outflows



Increase driven by wholesaler strategy and new Merrill Lynch relationship



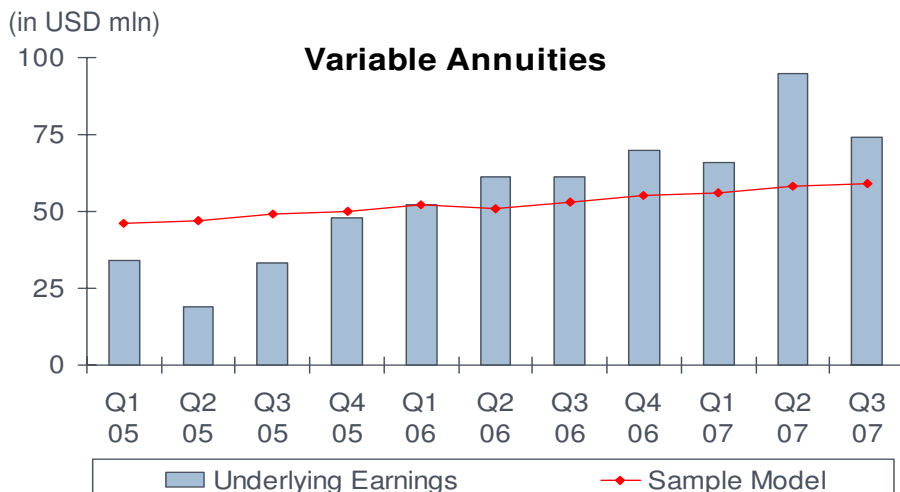


### Sources of Earnings:

- ◆ Investment spread (100%)
  - Spread on account balance
  - Return on surplus

### Sample Model:

1% of account balance



### Sources of Earnings:

- ◆ Fees (70%)
- ◆ Investment spread (30%)
  - Spread on fixed investment option
  - Return on surplus

### Sample Model:

60 bps of account balance  
(margin expansion since 2006)

**Mutual Funds:** Fee based earnings (100%); break-even scale reached in 2007; higher earnings going forward

## Products

- ◆ Fixed Annuities
- ◆ Variable Annuities
- ◆ Mutual Funds
- ◆ Collective Trusts
- ◆ Separate Managed Accounts

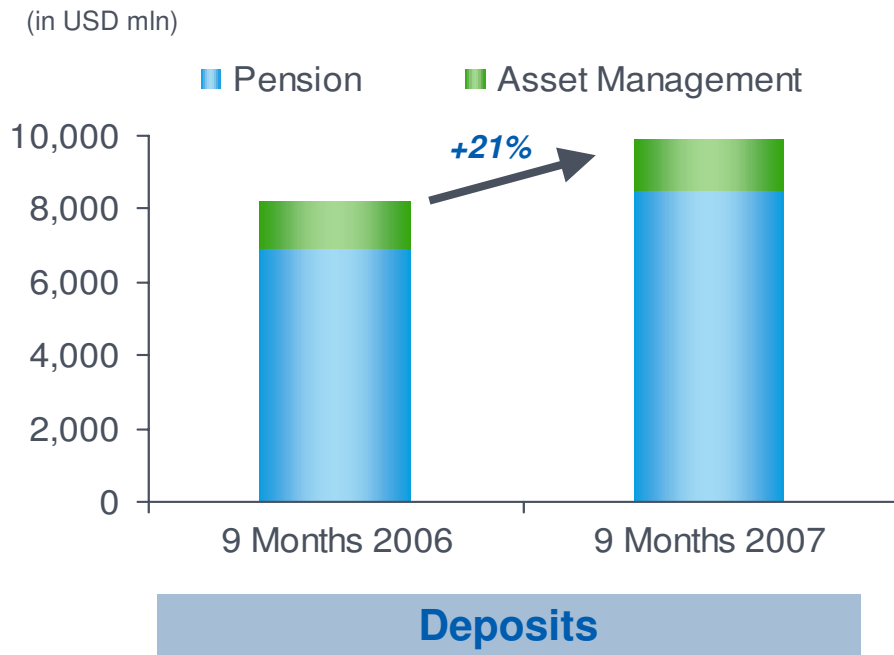
## Distribution

- ◆ Consulting firms
- ◆ Broker/dealers
- ◆ Banks
- ◆ Independent producers
- ◆ Benefits brokers
- ◆ Third-party administrators

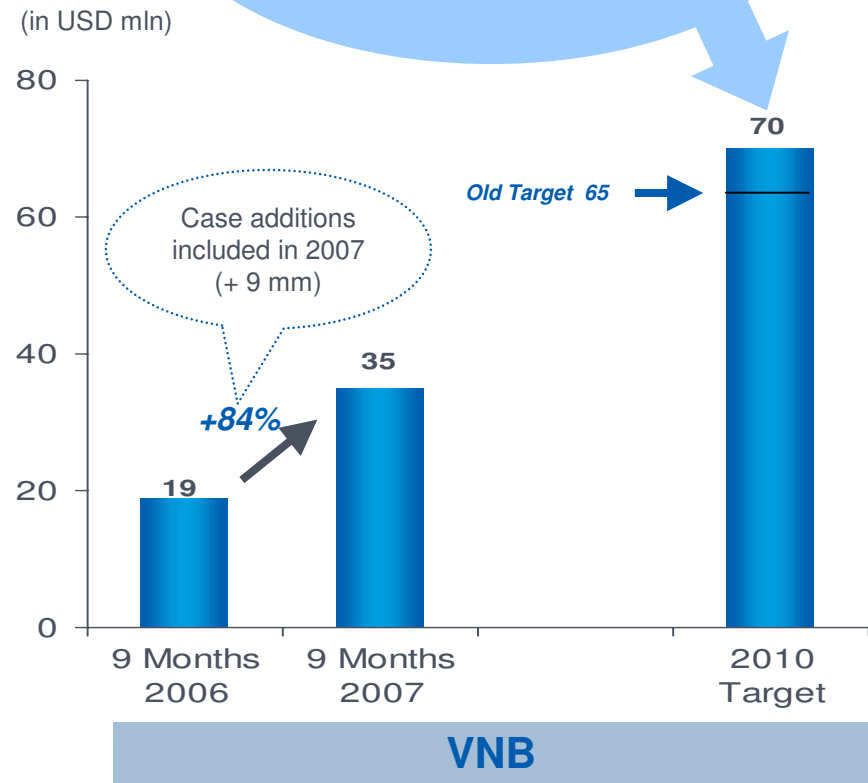
## Competitive Advantages

- ◆ Focus on retirement plans combined with multi-channel distribution approach
- ◆ Disciplined education/communication process for participants at every life stage
- ◆ Customized services and flexibility of the administrative and investment platforms
- ◆ Technology platforms provide seamless services for the customer

Strong sales growth driven by expanding distribution



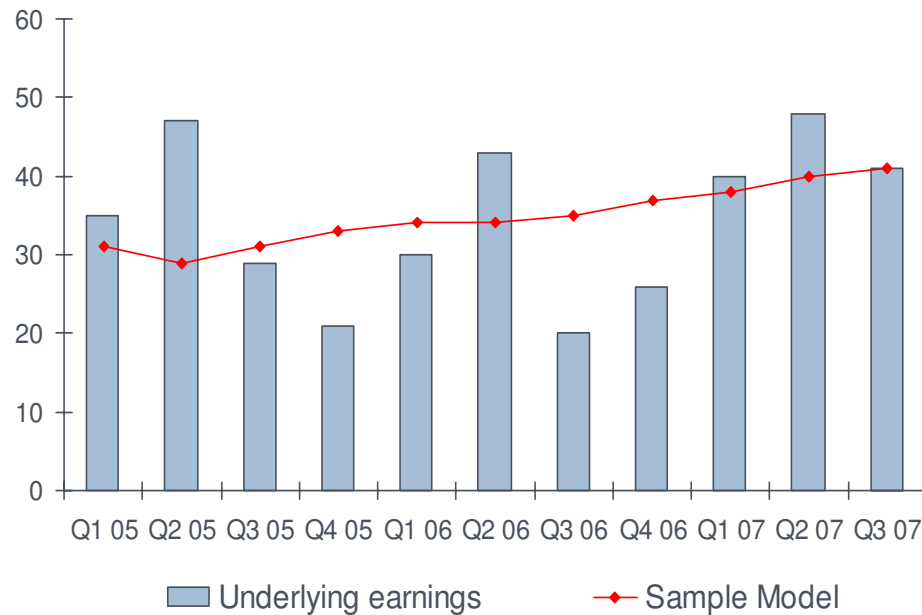
Increased production while maintaining strong returns



## Sources of Earnings:

- ◆ Fees (40%)
- ◆ Investment spread (60%)
  - Spread on account balance
  - Return on surplus

Margins vary significantly by product based on capital allocation – range from 10 to 100 bps



10 bps => large case off balance sheet 401(k) service contract  
 100 bps => purchased annuities and general account fixed option of retirement plans

## Sample earnings model:

25 bps of account balance



## Products

- ◆ Medium Term Notes
- ◆ GICs and Synthetic GICs
- ◆ Funding Agreements
- ◆ Structured Products
- ◆ BOLI/COLI

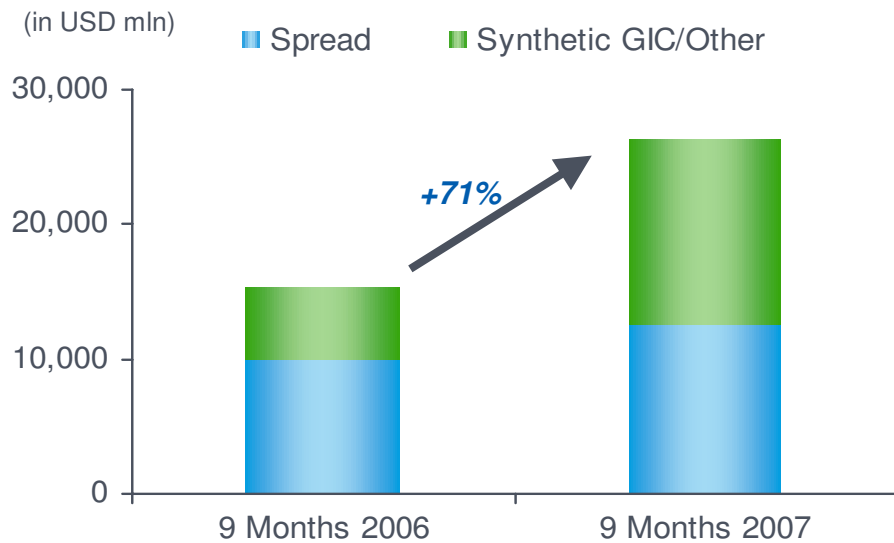
## Distribution

- ◆ Company representatives
- ◆ Capital markets
- ◆ Consultants
- ◆ Clark Consulting

## Competitive Advantages

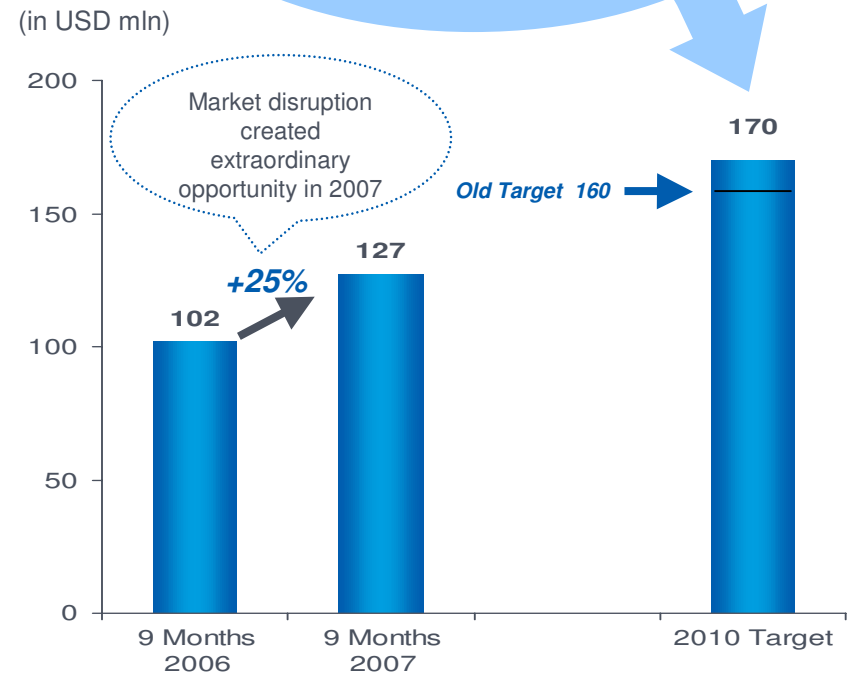
- ◆ Effective, integrated asset/liability risk management
- ◆ Diversified funding sources
- ◆ Innovative product and market development
- ◆ Substantial business platform

Strong institutional deposits including expansion of Structured Products

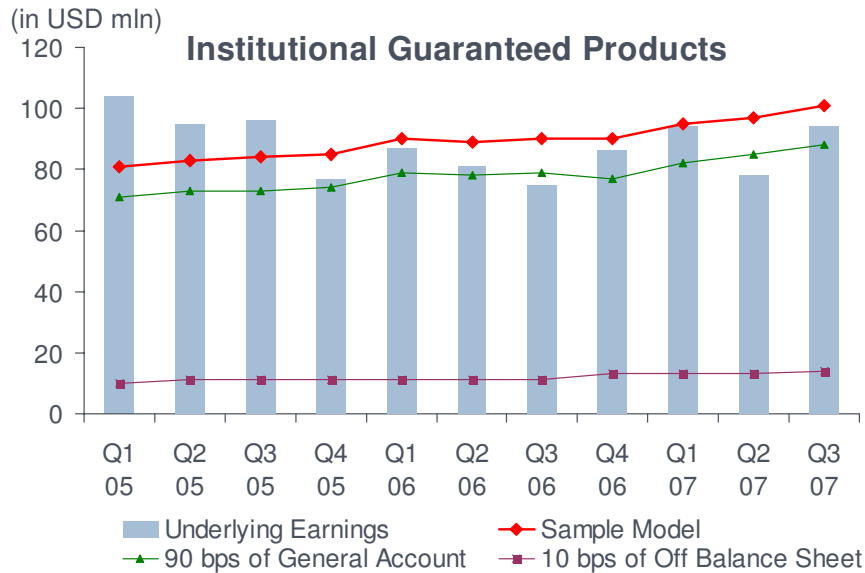


**Deposits**

Institutional business is opportunistic and difficult to predict



**VNB**

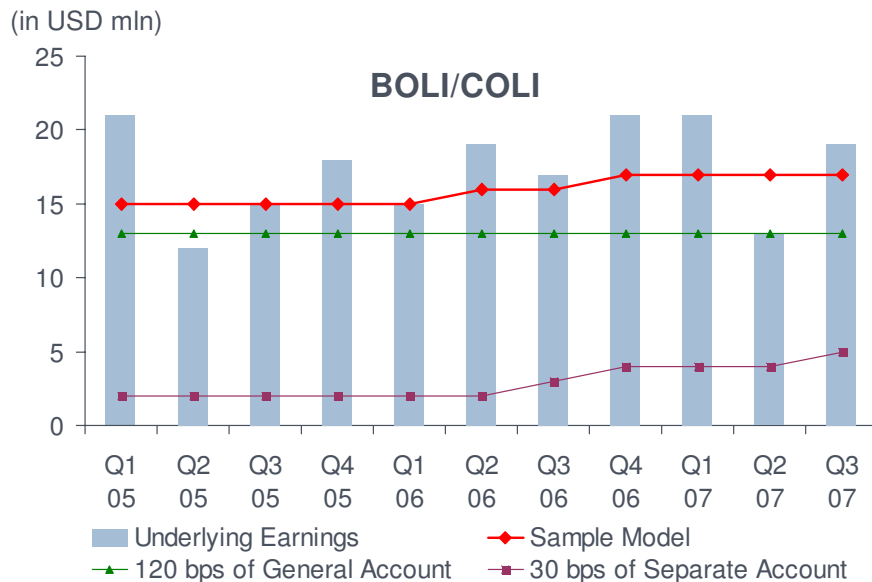


#### Sources of Earnings:

- ◆ Investment spread (85%)
  - Spread on account balance
  - Return on Surplus
- ◆ Fees (15%)

#### Sample Model:

90 bps of General Account plus  
10 bps of Off Balance Sheet



#### Sources of Earnings:

- ◆ Investment spread (65%)
  - Spread on account balance
  - Return on Surplus
- ◆ Technical Margins (35%)

#### Sample Model:

120 bps of General Account plus  
30 bps of Separate Account

## Products

- ◆ Term Coinsurance
- ◆ Annuities
- ◆ Product Consulting and Development
- ◆ Automated Underwriting
- ◆ Innovative XXX reserve financing solutions

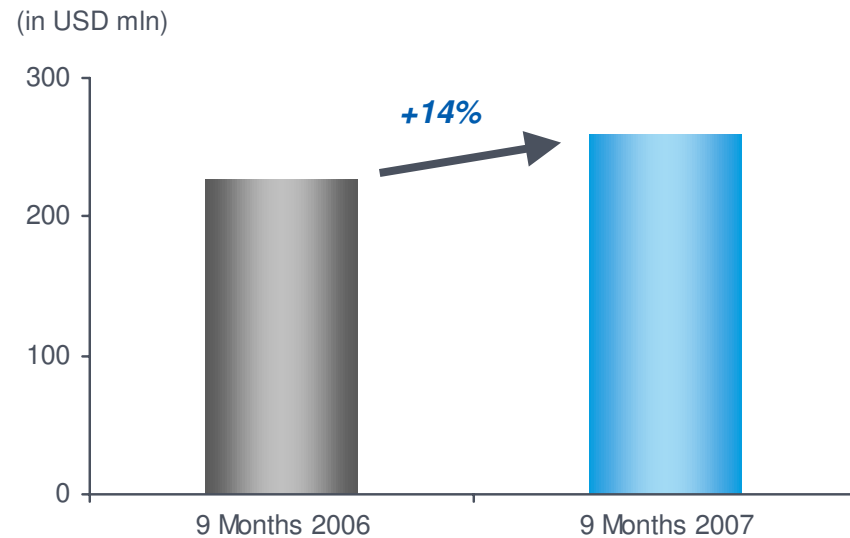
## Distribution

- ◆ U.S. - company representatives (business to business)
- ◆ International – regional and country offices (business to business)
  - Europe
  - Asia
  - Latin America

## Competitive Advantages

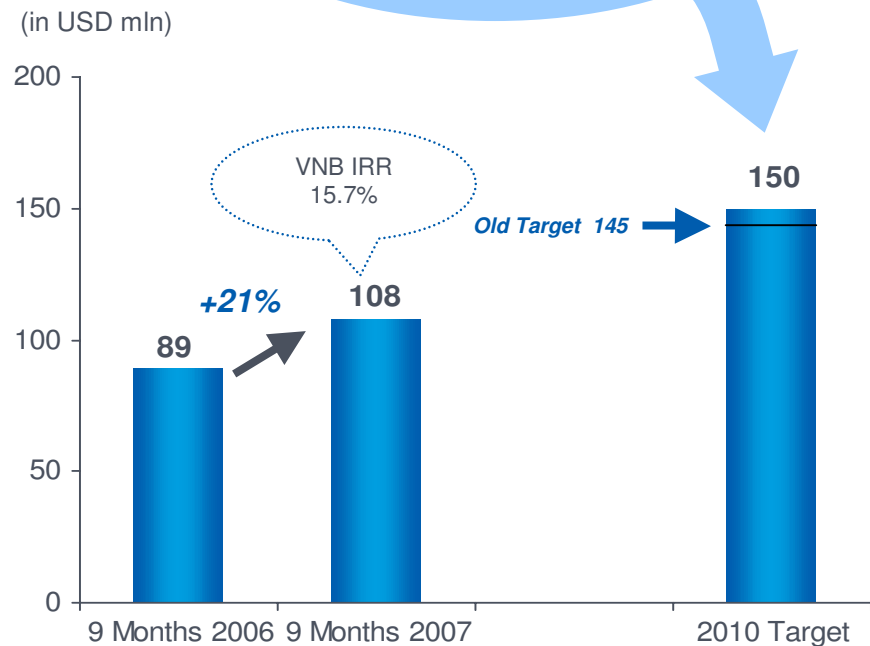
- ◆ Knowledge and infrastructure to support complex reinsurance solutions and related capital markets structures
- ◆ Full service provider including underwriting, administration, product development and consulting services
- ◆ Proven innovation ability (new collateral structures and automated underwriting platform)
- ◆ State of the art mortality and risk management capabilities

Product development, underwriting, XXX solutions, and international expansion continue to drive sales



**Reinsurance Life Sales**

Continued strong production although returns expected to moderate by 2010



**VNB**

## Sources of Earnings:

- ◆ Technical Margins (45%)
- ◆ Investment Spreads (45%)
  - Spread on reserves
  - Return on surplus
- ◆ Fees (10%)

## Pricing:

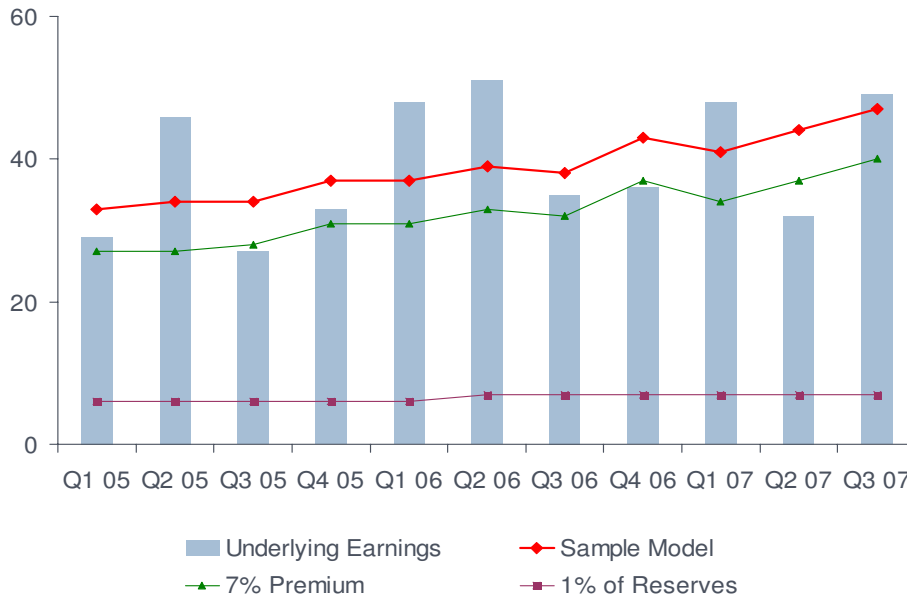
- ◆ Products priced on a holistic basis to return minimum return on capital

$$\frac{(\text{Total Revenue} - \text{Total Expenses})}{\text{Total Capital}^*} > 11\%^*$$

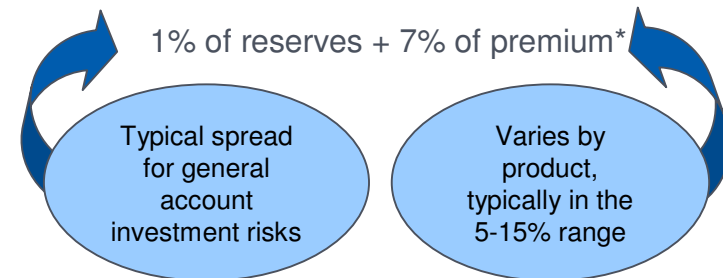
*\*unlevered, after-tax*

- ◆ Revenue sources are premiums, investment income, and account fees

(in USD mln)

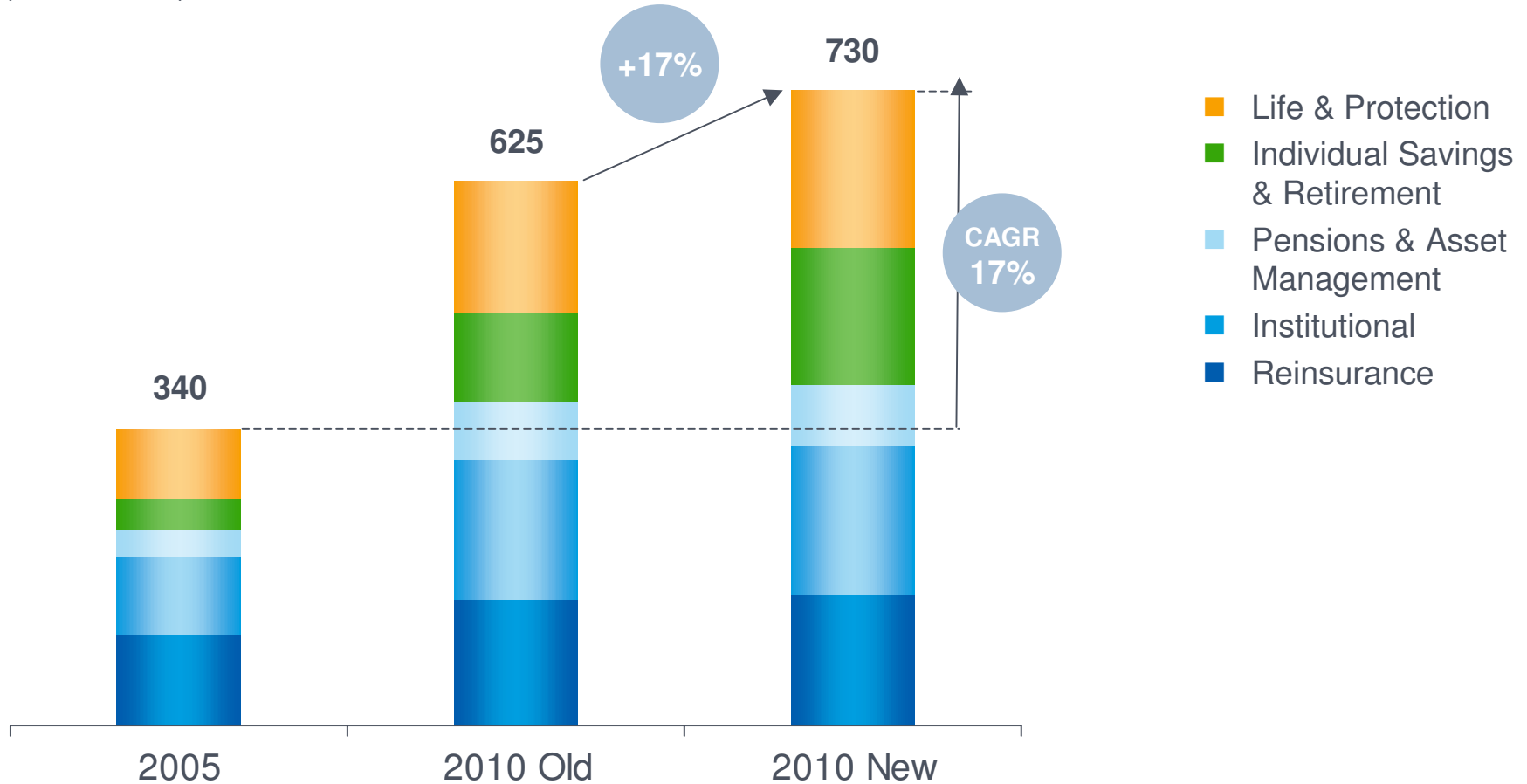


## Sample earnings model:



*\*Includes Return on Surplus for insurance risks*

(in USD mln)



VNB growth targets are aggressive but attainable

### Reasons for increased VNB target

- Life & Protection
  - Higher margins and sales within the agency channel
  - Market pricing rationalization
  - Internal pricing discipline
- Individual Savings & Retirement
  - Higher sales
  - Inclusion of Merrill Lynch acquisition
  - Continued wholesaler expansion
- Pension & Asset Management
  - Higher sales
  - Positioning small and mid size segments with faster asset growth
- Institutional
  - Inclusion of Clark, Inc. acquisition (BOLI/COLI)
  - Growing demand for structured products
- Reinsurance
  - Higher sales driven by international growth



- ◆ Product and distribution well diversified and comprehensive across core businesses
- ◆ Achieving solid growth in sales, earnings and VNB while maintaining focus on long-term profitability
- ◆ Strong competitive advantages will drive future growth
- ◆ Earnings drivers diversified across spreads, fees and technical margins



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# Cautionary Note regarding forward-looking Statements

## Cautionary note regarding forward-looking statements

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- ◆ 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.

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This presentation includes non-GAAP financial measures: net operating 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.