LEGON


## TABLE OF CONTENTS

## HIGHLIGHTS

Summary financial and market highlights p 1
Earnings overview - underlying p 2
Earnings overview - operating

## AEGON N.V.

Group reporting structure p 4
Capital structure p 5
Condensed consolidated balance sheet p 6
Condensed consolidated income statement p 7
Return on capital and return on equity - net underlying earnings p 8
Return on capital and return on equity - net operating earnings p 9

## AEGON AMERICAS <br> Reporting structure p 10

Earnings - in USD p 11
Earnings - in EUR p 12
Investments
Life and protection p 14

- Life p 15
- Accident and health p 16

Individual savings and retirement products p 17

- Fixed annuities p 18
- Variable annuities p 19
- Retail mutual funds p 20

Pensions and asset management p 21
Institutional products p 22

- Institutional guaranteed products p 23

BOLI/COLI p 24
Life reinsurance p 25
Selected information on international business p 26
Selected information on middle market business p 27
Over / under performance of fair value items p 28

| AEGON THE NETHERLANDS |  |
| :--- | ---: |
| Reporting structure | p 30 |
| Earnings | p 31 |
| Production | p 32 |
| Invested assets and expenses | p 33 |
| Supplementary information | p 34 |
| Over / under performance of fair value items | p 35 |
|  |  |
| AEGON UNITED KINGDOM |  |
| Reporting structure | p 36 |
| Earnings - in GBP | p 37 |
| Earnings - in EUR | p 38 |
| Production and margins | p 39 |
| Cash flows | p 41 |
| Over / under performance of fair value items |  |
|  |  |
| OTHER COUNTRIES | p 42 |
| Reporting structure | p 43 |
| Earnings |  |
|  |  |
| OTHER CORPORATE INFORMATION | p 44 |
| Public ratings | p 45 |
| Glossary | p 46 |
| Disclaimers | p 47 |

EGGON

| AEGON N.V. <br> SUMMARY FINANCIAL AND MARKET HIGHLIGHTS | EUR | EUR |  |  |  |  | UNAUDITED <br> amounts in millions except per share data |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |
|  |  | 200 |  |  |  | 20 |  |  |
|  | First | Second | Third | Fourth | First | Second | Third | Fourth |
| Earnings summary |  |  |  |  |  |  |  |  |
| Underlying earnings before tax | 602 | 679 | 691 | 667 | 658 | 596 | 500 | (181) |
| Over / (under) performance of fair value items | 132 | (146) | (113) | (145) | (441) | 48 | (456) | (770) |
| Operating earnings before tax | 734 | 533 | 578 | 522 | 217 | 644 | 44 | (951) |
| Gains/(losses) on investments | 190 | 119 | 156 | 282 | 86 | (212) | 25 | 136 |
| Impairment charges | 7 | (4) | (62) | (17) | (32) | (98) | (407) | (501) |
| Other income/(charges) | 15 | 39 | 10 | (24) | (54) | 9 | (5) | 38 |
| Income before tax | 946 | 687 | 682 | 763 | 217 | 343 | (343) | $(1,278)$ |
| Income tax | (239) | (32) | (141) | (114) | (64) | (67) | 14 | 96 |
| Net income | 707 | 655 | 541 | 649 | 153 | 276 | (329) | $(1,182)$ |
| Net income in USD | 926 | 884 | 749 | 932 | 229 | 428 | (508) | $(1,737)$ |
| Net underlying earnings | 455 | 532 | 531 | 516 | 503 | 437 | 363 | (69) |
| Net operating earnings | 553 | 415 | 438 | 399 | 175 | 479 | 38 | (623) |
| Net operating earnings in USD | 714 | 559 | 618 | 579 | 262 | 739 | 50 | (950) |
| Balance sheet summary |  |  |  |  |  |  |  |  |
| Total shareholders' equity | 18,775 | 17,424 | 16,260 | 15,151 | 12,597 | 11,621 | 9,412 | 6,055 |
| Preferred shares | $(2,113)$ | $(2,113)$ | $(2,114)$ | $(2,114)$ | $(2,114)$ | $(2,114)$ | $(2,114)$ | $(2,114)$ |
| Shareholders' equity used to calculate shareholders' equity per share | 16,662 | 15,311 | 14,146 | 13,037 | 10,483 | 9,507 | 7,298 | 3,941 |
| Shareholders' equity per share in EUR | 10.59 | 9.73 | 9.12 | 8.69 | 7.03 | 6.30 | 4.82 | 2.60 |
| Shareholders' equity per share in USD | 14.10 | 13.13 | 12.93 | 12.79 | 11.11 | 9.93 | 6.89 | 3.62 |
| Shareholders' equity per share excluding revaluation account (net of tax) in EUR | 9.67 | 9.55 | 9.07 | 9.03 | 8.38 | 8.26 | 8.42 | 7.33 |
| Shareholders' equity per share excluding revaluation account (net of tax) in USD | 12.87 | 12.89 | 12.86 | 13.30 | 13.25 | 13.02 | 12.04 | 10.20 |
| Shares outstanding used to calculate shareholders' equity per share | 1,574 | 1,574 | 1,551 | 1,500 | 1,492 | 1,510 | 1,516 | 1,516 |
| Weighted average shares outstanding (year to date) | 1,581 | 1,580 | 1,576 | 1,561 | 1,499 | 1,499 | 1,504 | 1,507 |
| Per share data |  |  |  |  |  |  |  |  |
| Net income in EUR | 0.42 | 0.34 | 0.31 | 0.40 | 0.07 | 0.08 | (0.25) | (0.82) |
| Net income fully diluted in EUR | 0.42 | 0.34 | 0.31 | 0.40 | 0.07 | 0.08 | (0.25) | (0.82) |
| Net income in USD | 0.55 | 0.45 | 0.43 | 0.57 | 0.10 | 0.13 | (0.38) | (1.20) |
| Net income fully diluted in USD | 0.55 | 0.45 | 0.43 | 0.57 | 0.10 | 0.13 | (0.38) | (1.20) |
| Net operating earnings in EUR | 0.32 | 0.19 | 0.25 | 0.23 | 0.09 | 0.21 | (0.01) | (0.44) |
| Net operating earnings fully diluted in EUR | 0.32 | 0.19 | 0.25 | 0.23 | 0.09 | 0.21 | (0.01) | (0.44) |
| Net operating earnings in USD | 0.42 | 0.26 | 0.34 | 0.33 | 0.13 | 0.33 | (0.02) | (0.66) |
| Net operating earnings fully diluted in USD | 0.42 | 0.26 | 0.34 | 0.33 | 0.13 | 0.33 | (0.02) | (0.66) |
| Dividend in EUR | ---- | 0.30 | ---- | 0.32 | ---- | 0.30 | ---- | ---- |
| Trading statistics (Amsterdam Stock Exchange) |  |  |  |  |  |  |  |  |
| High | 15.87 | 16.13 | 14.75 | 14.35 | 12.20 | 10.77 | 8.78 | 6.62 |
| Low | 14.33 | 14.45 | 12.55 | 11.24 | 8.44 | 8.11 | 5.33 | 2.68 |
| Close | 14.92 | 14.64 | 13.43 | 12.09 | 9.32 | 8.41 | 6.20 | 4.53 |
| Volume (average daily) | 9,403,737 | 8,875,767 | 11,466,142 | 11,686,872 | 14,673,345 | 12,460,231 | 15,564,281 | 16,467,170 |
| Valuation data (closing prices) |  |  |  |  |  |  |  |  |
| Market capitalization (EUR millions) | 23,485 | 23,043 | 20,830 | 18,135 | 13,905 | 12,699 | 9,399 | 6,867 |
| Market capitalization (USD millions) | 31,277 | 31,120 | 29,535 | 26,697 | 21,987 | 20,019 | 13,444 | 9,557 |
| Price/net operating earnings | 13.2x | 14.1x | 10.7x | 12.2 x | 12.3 x | 10.8x | 11.9x | -30.2x |
| Price/book value | 1.4 x | 1.5 x | 1.5 x | 1.4x | 1.3 x | 1.3 x | 1.3x | 1.7x |
| EUR/USD closing | 1.3318 | 1.3505 | 1.4179 | 1.4721 | 1.5812 | 1.5764 | 1.4303 | 1.3917 |
| Number of employees | 29,366 | 29,707 | 30,125 | 30,414 | 30,734 | 31,558 | 31,888 | 31,425 |

[^0]

EARNINGS OVERVIEW - OPERATING
amounts in millions

Operating earnings before tax by line of business
Life and protection
Individual savings and retirement products
Pensions and asset management
Institutional product
Life reinsurance
Distribution
General insurance
Other
Interest charges and other
Share in net results of associates Operating earnings before tax

| Operating earnings before tax geographically |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Americas | 506 | 574 | 517 | 506 | 2,102 | 104 | 541 | (65) | $(1,167)$ | (587) |
| The Netherlands | 192 | (101) | (15) | (39) | 37 | (41) | 79 | (52) | 227 | 213 |
| United Kingdom | 66 | 71 | 67 | 67 | 271 | 45 | 48 | 35 | (6) | 122 |
| Other countries | 29 | 36 | 55 | 22 | 142 | 39 | 29 | 42 | (17) | 93 |
| Holding and other activities | (56) | (48) | (45) | (46) | (195) | 64 | (55) | 78 | 8 | 95 |
| Eliminations | (3) | 1 | (1) | 12 | 10 | 6 | ) | 6 | 4 | 18 |
| Operating earnings before tax | 734 | 533 | 578 | 522 | 2,367 | 217 | 644 | 44 | (951) | (46) |
| Net operating earnings geographically |  |  |  |  |  |  |  |  |  |  |
| Americas | 381 | 401 | 362 | 388 | 1,532 | 74 | 401 | (51) | (759) | (335) |
| The Netherlands | 143 | (75) | (4) | (23) | 41 | (22) | 64 | (32) | 129 | 139 |
| United Kingdom | 55 | 101 | 58 | 61 | 275 | 40 | 39 | 33 | 0 | 112 |
| Other countries | 16 | 15 | 39 | (10) | 60 | 27 | 17 | 30 | (10) | 64 |
| Holding and other activities | (40) | (29) | (16) | (30) | (115) | 50 | (44) | 52 | 13 | 71 |
| Eliminations | (2) | 2 | (1) | 13 | 12 | 6 | 2 | 6 | 4 | 18 |
| Net operating earnings | 553 | 415 | 438 | 399 | 1,805 | 175 | 479 | 38 | (623) | 69 |
| Net income geographically |  |  |  |  |  |  |  |  |  |  |
| Americas | 477 | 391 | 312 | 416 | 1,596 | (26) | 297 | (378) | $(1,272)$ | $(1,379)$ |
| The Netherlands | 191 | 203 | 117 | 95 | 606 | 19 | 5 | (54) | 124 | 94 |
| United Kingdom | 56 | 95 | 55 | 61 | 267 | 41 | 32 | 18 | (11) | 80 |
| Other countries | 17 | 18 | 46 | (8) | 73 | 28 | 20 | 9 | (66) | (9) |
| Holding and other activities | (32) | (53) | 12 | 71 | (2) | 85 | (80) | 70 | 38 | 113 |
| Eliminations | (2) | 1 | (1) | 13 | 11 | 6 | 2 | 6 | 5 | 19 |
| Net income | 707 | 655 | 541 | 648 | 2,551 | 153 | 276 | (329) | $(1,182)$ | $(1,082)$ |

## AEGON N.V.

## Group reporting structure



## AEGON N.V.

amounts in millions
EUR
EUR

## Year-to-date

Shareholders' equity January 1
Net income
Dividend paid
Movements in foreign currency translation reserve
Repurchased and sold own shares
Movements in revaluation reserves
Coupons on perpetuals (net of tax)
Other changes
Shareholders' equity end of period

| Revaluation reserves |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
| Available-for-sale shares | 892 | 722 | 603 |  |
| Available-for-sale bonds | 452 | $(487)$ | $(641)$ | $(992)$ |
| Available-for-sale other | 35 | 33 | 42 | $\mathbf{3 5}$ |
| Total available-for-sale | $\mathbf{1 , 3 7 9}$ | $\mathbf{2 6 8}$ | $\mathbf{4}$ | $\mathbf{( 6 7 9 )}$ |
| Real estate held for own use | 33 | 30 | 29 | 36 |
| Cash flow hedging reserve | 36 | $(14)$ | 45 | 127 |
| Total balance of revaluation reserves, net of tax | $\mathbf{1 , 4 4 8}$ | $\mathbf{2 8 4}$ | $\mathbf{7 8}$ | (516) |

Total balance of revaluation reserves, net of tax

## Capital

Convertible core capital securities
Perpetual capital securities and other equity instruments
Minority interest
Trust pass-through securities
Subordinated borrowings
Senior debt related to insurance activities (net)

## Capitalization

Total capitalization including revaluation reserve
Total capitalization excluding revaluation reserve

## Debt to capitalization ratios

Total debt to capital excluding revaluation reserve*

| 2007 |  |  |  |
| :---: | :---: | :---: | :---: |
| First | Second | Third | Fourth |
| Quarter | Quarter | Quarter | Quarter |
| 18,605 | 18,605 | 18,605 | 18,605 |
| 707 | 1,362 | 1,903 | 2,551 |
| 0 | (440) | (773) | (668) |
| (165) | (254) | (904) | $(1,445)$ |
| (114) | (282) | (666) | $(1,438)$ |
| (200) | $(1,364)$ | $(1,571)$ | $(2,164)$ |
| (41) | (83) | (124) | (175) |
| (17) | (120) | (210) | (115) |
| 18,775 | 17,424 | 16,260 | 15,151 |
| 892 | 722 | 603 | 278 |
| 452 | (487) | (641) | (992) |
| 35 | 33 | 42 | 35 |
| 1,379 | 268 | 4 | (679) |
| 33 | 30 | 29 | 36 |
| 36 | (14) | 45 | 127 |
| 1,448 | 284 | 78 | (516) |

* As of Q1 2008 capital securities that are denominated in foreign currencies are, for purposes of calculating the capital base ratio, revalued to the period-end exchange rate.


## AEGON N.V.

CONDENSED CONSOLIDATED BALANCE SHEET

|  | EUR |  |  |  | EUR |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 |  |  |  | 2008 |  |  |  |
|  | First Quarter | Second Quarter | Third Quarter | Fourth Quarter | First Quarter | Second Quarter | Third Quarter | Fourth Quarte |
| Investments general account | 137,231 | 141,088 | 138,968 | 132,861 | 125,359 | 126,613 | 131,738 | 130,481 |
| Investments for account of policyholders | 137,259 | 141,764 | 139,447 | 142,384 | 126,273 | 125,460 | 121,346 | 105,400 |
| Investments in associates | 486 | 450 | 461 | 472 | 470 | 510 | 497 | 595 |
| Deferred expenses and rebates | 11,470 | 11,826 | 11,615 | 11,488 | 11,082 | 11,384 | 12,777 | 12,794 |
| Other assets and receivables | 16,844 | 19,198 | 18,215 | 18,484 | 18,948 | 19,516 | 21,435 | 27,766 |
| Cash and cash equivalents | 15,381 | 13,913 | 8,938 | 8,431 | 10,383 | 12,413 | 9,030 | 10,223 |
| Total assets | 318,671 | 328,239 | 317,644 | 314,120 | 292,515 | 295,896 | 296,823 | 287,259 |
| Shareholders' equity | 18,775 | 17,424 | 16,260 | 15,151 | 12,597 | 11,621 | 9,412 | 6,055 |
| Convertible capital securities | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3,000 |
| Other equity instruments | 4,032 | 4,042 | 4,791 | 4,795 | 4,801 | 4,805 | 4,693 | 4,699 |
| Minority interest | 16 | 15 | 14 | 16 | 15 | 16 | 18 | 6 |
| Group equity | 22,823 | 21,481 | 21,065 | 19,962 | 17,413 | 16,442 | 14,123 | 13,760 |
| Insurance contracts general account | 88,418 | 90,082 | 88,155 | 88,496 | 84,394 | 86,011 | 93,070 | 97,377 |
| Insurance contracts for the account of policyholders | 72,830 | 74,674 | 73,157 | 78,394 | 70,543 | 68,854 | 67,650 | 60,808 |
| Investment contracts general account | 38,103 | 38,432 | 38,021 | 36,089 | 33,636 | 33,720 | 36,838 | 36,231 |
| Investment contracts for the account of policyholders | 65,077 | 67,659 | 66,486 | 63,756 | 55,875 | 56,713 | 54,206 | 45,614 |
| Other liabilities | 31,420 | 35,911 | 30,760 | 27,423 | 30,654 | 34,156 | 30,936 | 33,469 |
| Total equity and liabilities | 318,671 | 328,239 | 317,644 | 314,120 | 292,515 | 295,896 | 296,823 | 287,259 |

## REVENUE GENERATING INVESTMENTS

|  | EUR |  |  |  | EUR amounts in millions |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 |  |  |  | 2008 |  |  |  |
|  | $\begin{array}{r} \text { First } \\ \text { Quarter } \end{array}$ | Second Quarter | $\begin{aligned} & \text { Third } \\ & \text { Quarter } \end{aligned}$ | Fourth Quarter | $\begin{array}{r} \text { First } \\ \text { Quarter } \end{array}$ | Second Quarter | Third Quarter | Fourth Quarter |
| Investments general account | 137,230 | 141,088 | 138,968 | 132,861 | 125,359 | 126,613 | 131,738 | 130,481 |
| Investments for account of policyholders | 137,259 | 141,764 | 139,447 | 142,384 | 126,273 | 125,460 | 121,346 | 105,400 |
| Off balance sheet investments third parties | 92,891 | 94,609 | 95,551 | 95,225 | 88,201 | 92,127 | 97,672 | 95,963 |
| Total revenue generating investments | 367,380 | 377,461 | 373,966 | 370,470 | 339,833 | 344,200 | 350,756 | 331,844 |
|  |  |  |  |  |  |  |  |  |
| CAPITAL BASE |  |  |  |  |  |  |  |  |
|  | EUR |  |  |  | EUR |  | amounts in millions |  |
|  |  |  |  |  |  |  |
|  | 2007 |  |  |  |  |  | 2008 |  |  |  |
|  | First | Second | Third | Fourth | First | Second | Third | Fourth |
|  | Quarter | Quarter | Quarter | Quarter | Quarter | Quarter | Quarter | Quarter |
| Group equity | 22,823 | 21,481 | 21,065 | 19,962 | 17,413 | 16,442 | 14,123 | 13,760 |
| Trust pass-through securtities | 156 | 150 | 146 | 143 | 137 | 124 | 139 | 161 |
| Subordinated borrowings | 34 | 34 | 34 | 34 | 34 | 34 | 34 | 41 |
| Senior debt related to insurance activities | 1,406 | 1,610 | 1,335 | 1,255 | 1,313 | 887 | 1,395 | 69 |
| Total capital base | 24,419 | 23,275 | 22,580 | 21,394 | 18,897 | 17,487 | 15,691 | 14,031 |



| AEGON N.V. <br> RETURN ON CAPITAL - NET UNDERLYING EARNINGS | Americas (USD) | The Netherlands (EUR) | United Kingdom (GBP) | Central Eastern Europe (EUR) | $\begin{array}{r} \text { Asia } \\ \text { (EUR) } \end{array}$ | UNAUDITED <br> amounts in millions |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  | Spain and France (EUR) | Weighted Average (EUR) |
| Net underlying earnings | 1,143 | 326 | 104 | 84 | (52) | 32 |  |
| Average capital in units | 14,837 | 3,017 | 1,712 | 571 | 362 | 870 |  |
| Average capital in units, adjusted for revaluation reserves | 19,176 | 3,129 | 2,239 | 585 | 376 | 881 |  |
| Return on capital |  |  |  |  |  |  |  |
| Net underlying earnings / average capital in units excluding revaluation reserve | 6.0\% | 10.4\% | 4.6\% | 14.3\% | -13.8\% | 3.7\% | 6.2\% |
| Net underlying earnings / average capital in units | 7.7\% | 10.8\% | 6.1\% | 14.7\% | -14.4\% | 3.7\% | 7.5\% |


| AEGON N.V. | UNAUDITED |
| :--- | :---: |
| RETURN ON EQUITY - NET UNDERLYING EARNINGS | amounts in millions |
|  | Total |
|  | (EUR) |
| Net underlying earnings before leverage costs | 1,234 |
| Cost of leverage after tax ${ }^{1}$ | $(422)$ |
| Net underlying earnings after leverage allocation | $\mathbf{8 1 2}$ |
|  | 8,489 |
| Average shareholders' equity | 12,330 |
| Average shareholders' equity adjusted for revaluation reserve |  |
| Return on equity | $6.6 \%$ |
| Net underlying earnings / average shareholders' equity excluding revaluation reserve | $9.6 \%$ |
| Net underlying earnings / average shareholders' equity |  |
|  |  |
| 1 Cost of leverage after tax includes interest charges, coupons on perpetual capital securities and preferred dividend. |  |


| AEGON N.V. <br> RETURN ON CAPITAL - NET OPERATING EARNINGS | Americas (USD) | The <br> Netherlands <br> (EUR) | United Kingdom (GBP) | Central Eastern Europe (EUR) | $\begin{array}{r} \text { Asia } \\ \text { (EUR) } \end{array}$ | UNAUDITED <br> amounts in millions |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  | Spain and France (EUR) | Weighted Average (EUR) |
| Net operating earnings | (491) | 139 | 89 | 84 | (52) | 32 |  |
| Average capital in units | 14,837 | 3,017 | 1,712 | 571 | 362 | 870 |  |
| Average capital in units, adjusted for revaluation reserves | 19,176 | 3,129 | 2,239 | 585 | 376 | 881 |  |
| Return on capital |  |  |  |  |  |  |  |
| Net operating earnings / average capital in units excluding revaluation reserve | -2.6\% | 4.4\% | 4.0\% | 14.3\% | -13.8\% | 3.7\% | -0.1\% |
| Net operating earnings / average capital in units | -3.3\% | 4.6\% | 5.2\% | 14.7\% | -14.4\% | 3.7\% | -0.1\% |


| AEGON N.V. | UNAUDITED |
| :---: | :---: |
| RETURN ON EQUITY - NET OPERATING EARNINGS |  |
|  | amounts in millions |
|  | Total |
|  | (EUR) |
| Net operating earnings before leverage costs | 69 |
| Cost of leverage after tax ${ }^{1}$ | (422) |
| Net operating earnings after leverage allocation | (353) |
| Average shareholders' equity | 8,489 |
| Average shareholders' equity adjusted for revaluation reserve | 12,330 |
| Return on equity |  |
| Net operating earnings / average shareholders' equity excluding revaluation reserve | -2.9\% |
| Net operating earnings / average shareholders' equity | -4.2\% |

Total
(EUR)

${ }^{1}$ Cost of leverage after tax includes interest charges, coupons on perpetual capital securities and preferred dividend

## AEGON AMERICAS

## Reporting structure





## AEGON AMERICAS

## INVESTMENTS












AEGON AMERICAS
UNAUDITED
INSTITUTIONAL GUARANTEED PRODUCTS


| AEGON AMERICAS |  |  |  |  |  |  |  |  |  | UDITED |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  | amounts in millions |  |
|  | USD | USD |  |  |  |  |  |  |  |  |
|  | 2007 |  |  |  |  | 2008 |  |  |  |  |
|  |  | Second |  | Fourth | Full | First | Second | Third | Fourth | Full |
|  | Quarter | Quarter | Quarter | Quarter | Year | Quarter | Quarter | Quarter | Quarter | Year |
| Production |  |  |  |  |  |  |  |  |  |  |
| Life recurring premium | 10 | 3 | 8 | 0 | 21 | 5 | 0 | 0 | 0 | 5 |
| Life single premium | 498 | 138 | 324 | 903 | 1,863 | 91 | 58 | 13 | 153 | 315 |
| BOLI/COLI standardized life production | 60 | 17 | 40 | 90 | 207 | 14 | 6 | 1 | 15 | 36 |
| Premium income | 524 | 168 | 347 | 891 | 1,930 | 129 | 79 | 51 | 144 | 403 |
| Earnings |  |  |  |  |  |  |  |  |  |  |
| Underlying earnings before tax | 21 | 12 | 18 | 30 | 81 | 21 | 14 | 11 | 4 | 50 |
| Operating earnings before tax | 21 | 11 | 19 | 34 | 85 | 17 | 17 | 0 | (8) | 26 |
| General account balances roll forward |  |  |  |  |  |  |  |  |  |  |
| Account balances beginning of period | 4,258 | 4,277 | 4,261 | 4,238 | 4,258 | 4,265 | 4,269 | 4,253 | 4,245 | 4,265 |
| Deposits | 1 | 5 | 0 | 0 | 6 | 1 | 37 | 0 | 0 | 38 |
| Lapses and deaths | (55) | (47) | (66) | (24) | (192) | (43) | (99) | (60) | (13) | (215) |
| Other | 73 | 26 | 43 | 51 | 193 | 46 | 46 | 52 | 65 | 209 |
| Total account balances end of period | 4,277 | 4,261 | 4,238 | 4,265 | 4,265 | 4,269 | 4,253 | 4,245 | 4,297 | 4,297 |
| Separate account balances roll forward |  |  |  |  |  |  |  |  |  |  |
| Account balances beginning of period | 5,008 | 5,542 | 5,826 | 6,259 | 5,008 | 7,051 | 7,004 | 6,860 | 6,739 | 7,051 |
| Deposits | 528 | 164 | 349 | 895 | 1,936 | 128 | 42 | 34 | 165 | 369 |
| Lapses and deaths | (43) | 0 | 0 | (1) | (44) | (24) | (44) | (1) | (44) | (113) |
| Other | 49 | 120 | 84 | (102) | 151 | (151) | (142) | (154) | (332) | (779) |
| Total account balances end of period | 5,542 | 5,826 | 6,259 | 7,051 | 7,051 | 7,004 | 6,860 | 6,739 | 6,528 | 6,528 |
| Separate account balances by fund type |  |  |  |  |  |  |  |  |  |  |
| Fixed income | 4,305 | 4,529 | 4,688 | 5,767 | 5,767 | 5,851 | 5,726 | 5,712 | 5,749 | 5,749 |
| Equities | 1,237 | 1,297 | 1,571 | 1,284 | 1,284 | 1,153 | 1,134 | 1,027 | 779 | 779 |
| Separate account balance end of period | 5,542 | 5,826 | 6,259 | 7,051 | 7,051 | 7,004 | 6,860 | 6,739 | 6,528 | 6,528 |
| Gross investment return to policyholder | 1.60\% | 2.28\% | 1.58\% | -1.28\% | 3.73\% | -1.89\% | -1.74\% | -1.89\% | -4.77\% | -9.93\% |
| DAC/VOBA/FSR's roll forward |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 273 | 834 | 841 | 846 | 273 | 792 | 817 | 829 | 866 | 792 |
| Capitalized during the period | 10 | 5 | 15 | 7 | 37 | 5 | 4 | 2 | 14 | 25 |
| Amortized during the period | 0 | (10) | (8) | 0 | (18) | 5 | (5) | (3) | (10) | (13) |
| Shadow accounting adjustments | 0 | 12 | (2) | 0 | 10 | 15 | 13 | 38 | 25 | 91 |
| Other | 551 | 0 | 0 | (61) | 490 | 0 | 0 | 0 | 0 | 0 |
| Balance at end of period | 834 | 841 | 846 | 792 | 792 | 817 | 829 | 866 | 895 | 895 |




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

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

|  | USD |  |  |  |  | USD |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 |  |  |  |  | 2008 |  |  |  |  |
|  | First Quarter | Second Quarter | Third Quarter | Fourth Quarter | $\begin{aligned} & \text { Full } \\ & \text { Year } \end{aligned}$ | First Quarter | Second Quarter | Third Quarter | Fourth Quarter | $\begin{gathered} \text { Full } \\ \text { Year } \end{gathered}$ |
| Underlying earnings before tax | 627 | 678 | 698 | 723 | 2,726 | 715 | 690 | 579 | (412) | 1,573 |
| Over / (under) performance of fair value items | 35 | 94 | 14 | 7 | 150 | (560) | 141 | (685) | $(1,330)$ | $(2,434)$ |
| Operating earnings before tax | 662 | 772 | 712 | 730 | 2,876 | 155 | 831 | (106) | $(1,742)$ | (861) |
| Operating earnings impact of fair value items |  |  |  |  |  |  |  |  |  |  |
| Life and protection |  |  |  |  |  |  |  |  |  |  |
| Life | 14 | 31 | 24 | 20 | 89 | (11) | 34 | (67) | (79) | (123) |
| Accident and health | 4 | 9 | 7 | 8 | 28 | (2) | 6 | (10) | (19) | (25) |
| Individual savings and retirement products |  |  |  |  |  |  |  |  |  |  |
| Fixed annuities | 33 | 70 | 60 | 44 | 207 | (67) | 50 | (159) | (173) | (349) |
| Variable annuities | 12 | (29) | (3) | (26) | (46) | (163) | 12 | (45) | (469) | (665) |
| Retail mutual funds | 0 |  | 1 | 1 | 2 | 0 | 0 | 0 | 0 | 0 |
| Pensions and asset management | 8 | 12 | 9 | 18 | 47 | (1) | 13 | (16) | (29) | (33) |
| Institutional products |  |  |  |  |  |  |  |  |  |  |
| Institutional guaranteed products | 50 | 73 | 12 | 36 | 171 | (195) | 115 | (155) | (167) | (402) |
| BOLI / COLI | 2 | 1 | 3 | 7 | 13 | (1) | 6 | (9) | (9) | (13) |
| Life reinsurance | 3 | 24 | 6 | 9 | 42 | (14) | 12 | (122) | (291) | (415) |
| Total operating earnings impact of fair value items | 126 | 191 | 119 | 117 | 553 | (454) | 248 | (583) | $(1,236)$ | $(2,025)$ |
| Over I (under) performance of fair value items by line of business |  |  |  |  |  |  |  |  |  |  |
| Life and protection |  |  |  |  |  |  |  |  |  |  |
| Life | 2 | 20 | 11 | 3 | 36 | (25) | 19 | (82) | (89) | (176) |
| Accident and health | 1 | 6 | 4 | 4 | 15 | (5) | 3 | (14) | (25) | (42) |
| Individual savings and retirement products |  |  |  |  |  |  |  |  |  |  |
| Fixed annuities | 12 | 49 | 38 | 21 | 120 | (88) | 29 | (181) | (196) | (436) |
| Variable annuities | 3 | (38) | (12) | (35) | (82) | (173) | 0 | (54) | (476) | (702) |
| Retail mutual funds | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| Pensions and asset management | 2 | 6 | 3 | 11 | 22 | (8) | 4 | (22) | (34) | (59) |
| Institutional products |  |  |  |  |  |  |  |  |  |  |
| Institutional guaranteed products | 15 | 31 | (33) | (8) | 5 | (240) | 77 | (193) | (203) | (559) |
| BOLI / COLI | 0 | (1) | 0 | 5 | 4 | (4) | 3 | (11) | (12) | (24) |
| Life reinsurance | 0 | 21 | 2 | 5 | 28 | (17) | 6 | (128) | (295) | (436) |
| Total over / (under) performance of fair value items | 35 | 94 | 14 | 6 | 149 | (560) | 141 | (685) | $(1,330)$ | $(2,434)$ |

## Reporting structure

## IEGON The Netherlands



```
LIFE
ACCIDENT &
HEALTH
```

SAVINGS
PRODUCTS






## AEGON UNITED KINGDOM

Reporting structure

## IEGON United Kingdom



## LIFE





[^1]


## AEGON Other countries



```
LIFE
```


## ACCIDENT \& HEALTH

    SAVINGS
    PRODUCTS
    
*In Other countries, underlying earnings equals operating earnings

## OTHER CORPORATE INFORMATION

| PUBLIC RATINGS |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Company public ratings as of March 2, 2009 | Standard <br> \& Poor's ${ }^{1)}$ | Fitch ratings ${ }^{2)}$ | Moody's Investor Service ${ }^{3)}$ | A.M. <br> Best |
| Financial strength ratings |  |  |  |  |
| AEGON USA | AA | AA | A1 | A+ |
| AEGON The Netherlands | AA | - | - | - |
| AEGON Scottish Equitable | AA | - | - | - |
| Credit ratings |  |  |  |  |
| AEGON N.V. - Senior debt rating | A+ | A | A3 | - |
| AEGON N.V. - Junior Perpetual Capital Securities (JPCS) | A- | BBB+ | Baa1 | - |
| AEGON N.V. - Commercial paper | A1 | F1 | P2 | - |

${ }^{1)}$ Standard \& Poor's placed the long-term ratings of AEGON on CreditWatch with negative implications.
${ }^{2)}$ The outlook for the Fitch Financial Strength and Issuer Default ratings is negative. The JPCS were placed on Rating Watch Negative.
${ }^{3}$ ) 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 accidenta 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 pay-out 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.

## Institutional 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 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: 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:
o Changes in general economic conditions, particularly in the United States, the Netherlands and the United Kingdom;
o 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;
o The frequency and severity of insured loss events;
- Changes affecting mortality, morbidity and other factors that may impact the profitability of our insurance products;
o Changes affecting interest rate levels and continuing low interest rate levels and rapidly changing interest rate levels;
o Changes affecting currency exchange rates, in particular the EUR/USD and EUR/GBP exchange rates;
o Increasing levels of competition in the United States, the Netherlands, the United Kingdom and emerging markets;
o Changes in laws and regulations, particularly those affecting our operations, the products we sell and the attractiveness of certain products to our consumers;
o 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;
o Litigation or regulatory action that could require us to pay significant damages or change the way we do business;
o Customer responsiveness to both new products and distribution channels;
o Competitive, legal, regulatory, or tax changes that affect the distribution cost of or demand for our products;
o Our failure to achieve anticipated levels of earnings or operational efficiencies as well as other cost saving initiatives;
o The impact our adoption of the International Financial Reporting Standards may have on our reported financial results and financial condition.


## CORPORATE AND SHAREHOLDER INFORMATION

HEADQUARTERS

AEGON N.V.
P.O. Box 85

2501 CB The Hague
The Netherlands
Telephone: + 31703443210
www.aegon.com

PUBLICATION DATE FIGURES IN 2009
Thursday, May 14
Results first quarter 2009 and embedded value 2008
Thursday, August 13
Results second quarter 2009
Results third quarter 2009

PRESS RELEASE
AEGON's Q4 2008 press release is available on AEGON's website www.aegon.com

GROUP CORPORATE COMMUNICATIONS \& INVESTOR RELATIONS AEGON N.V.
P.O. Box 85

2501 CB The Hague
The Netherlands
MEDIA
Telephone: + 31703448344
Fax: $\quad+31703448445$
E-mail: gcc-ir@aegon.com

ANALYSTS AND INVESTORS
Telephone: + 31703448305 or + 18775489668 - toll free USA only E-mail: ir@aegon.com

## ABOUT AEGON

Throughout their working lives and into retirement, millions of people around the world rely on AECON 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 31,500 people and serve over 40 million customers across the globe.

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

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


[^0]:    Financial supplement

[^1]:    ${ }^{1}$ Source: Association of British Insurers, data only available one quarter in arrears

