# First quarter 2011 results and Embedded Value 2010

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Analyst & investor presentation The Hague, May 12, 2011





# **Key messages**

- Solid progress on strategic objectives
- Underlying earnings impacted by exceptional charges and longevity provisioning
- Continued focus on cost control
- Strong earnings and sales of pensions and variable annuities in the US
- Strong excess capital of EUR 3.7 billion
- Total embedded value increases to EUR 18.9 billion



# Continued focus on execution of strategy in Q1

### Reallocate capital

- Divestment Transamerica Reinsurance for total after-tax consideration of USD 1.4 billion
- Increased fee business, reduced spread business in the US
  - Strong earnings and sales of US pensions and variable annuities
- Successful refocus on life business in the CEE

### **Increase returns**

- Operating expenses decreased by 1%\*
- Equity exposure US GMIB back-book fully hedged
- Reorganization AEGON Bank NL, cost savings EUR 20 million p.a.
- New CEO AEGON UK; restructuring on track

Aim to fully repurchase core capital securities from Dutch State by end of June



# **Key benefits of Transamerica Reinsurance divestment**

1 Execution of AEGON's strategy

2 Strengthening cash and capital position

3 Structure of the deal

Improving AEGON's risk profile

- Divestment of non-core life reinsurance activities
- Supports repurchase of remaining core capital securities
- Retained blocks of business put in run-off
- Reduction of capital employed in the US
- Cash proceeds of USD 0.9 billion; capital release of USD 0.5 billion
- Upstream USD 1.1 billion to the holding
- No meaningful impact on shareholders' equity
- Transaction consists of a number of reinsurance agreements
- Sale of Transamerica International Reinsurance Ireland
- Administrative service agreement for business reinsured

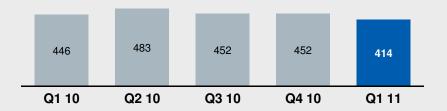
Reinsurance reserve collateral requirements reduced by ~50%



# **Results highlighted**

### **Underlying earnings before tax**

(EUR million)

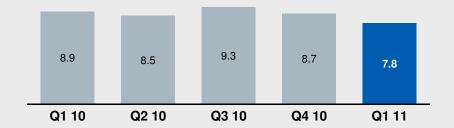


# **Operational free cash flows**

EUR million	Q1 2011
Earnings on in force	523
<ul><li>Return on free surplus</li></ul>	17
<ul> <li>Release of required surplus</li> </ul>	(1)
<ul><li>New business strain</li></ul>	(275)
<ul> <li>Operational free cash flow</li> </ul>	264

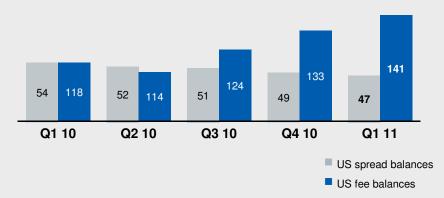
### **Return on Equity**

(%)



### Strategic shift from spread to fee

(USD billion)

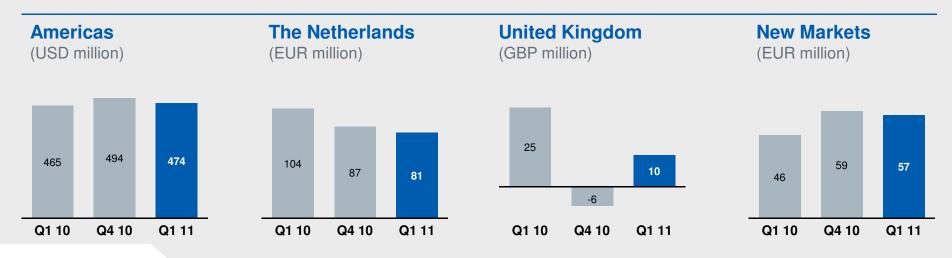




Note: Life reinsurance and BOLI/COLI are included in run-off businesses and are no longer reported in UEbT, sales and deposits

# Underlying earnings impacted by UK charges and NL longevity provisioning

- Americas' earnings up 2% driven by strong pensions and variable annuities
  - As of Q1 BOLI/COLI and life reinsurance reported in run-off businesses
- Earnings in the Netherlands lower due to higher provisioning for longevity of EUR 24 million
- UK impacted by exceptional charges of GBP 21 million, mainly related to customer redress
- New markets up on VA Europe and asset management, partly offset by investments in Asia
  - Underlying earnings in the CEE were stable, despite impact from new pension legislation in Hungary





# **Higher provisioning for longevity in the Netherlands**

- New <u>projected</u> mortality tables (2010 2060) showed a strong increase in life expectancy
  - One-off impact on excess capital of EUR 225 million in Q4 2010

- Provisioning based on actual/<u>observed</u> mortality is taken through underlying earnings in line with AEGON's accounting methodology
  - CBS\* 2005-2010 observed mortality tables only available in 2012
  - AEGON assumes for 2005-2010 observed mortality a continuation of the emerging trend of strong improvements in observed mortality for 2010



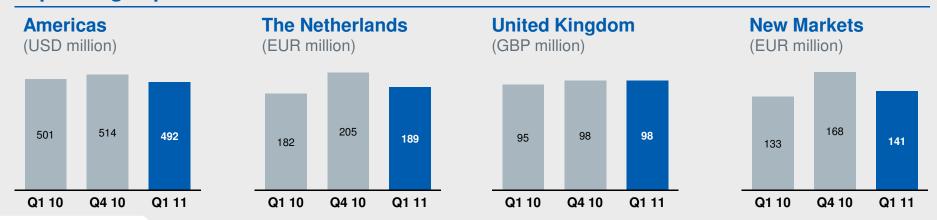
Longevity provisioning is increased by EUR 20 million on average per quarter for 2011



### Continued focus on cost control

- Operating expenses up 3% due to restructuring charges and currency movements
  - down by 1% excluding restructuring charges and at constant currencies
- Americas: declined 2% as a result of continued cost reduction initiatives
- The Netherlands: higher on investments in new distribution capabilities
- UK: cost savings offset by charges related to customer redress and restructuring
  - on track to reduce costs by 25% by the end of 2011
- New markets: operating expenses increased on restructuring charges in asset management

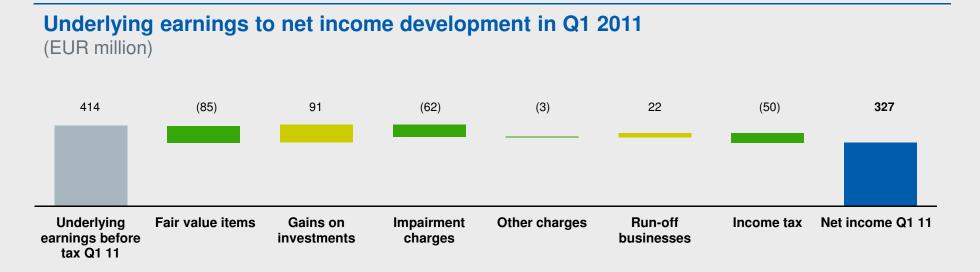
### **Operating expenses**





### Net income benefits from lower impairments and positive result run-off businesses

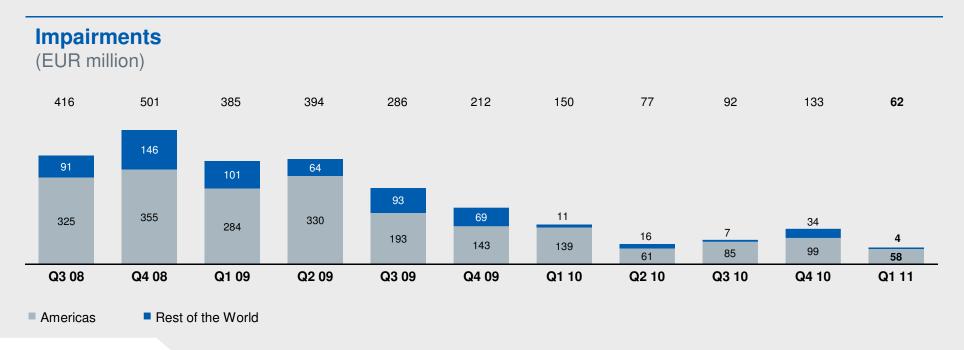
- Fair value items impacted by exceptional loss on strategic allocation funds in the Netherlands
- Investment gains as a result of normal trading in the investment portfolio
- Lower impairments were mostly linked to US residential mortgage-backed securities
- Run-off businesses turned positive on inclusion of life reinsurance, BOLI/COLI and lower yield transfer to fixed annuities





# Impairments at lowest level in almost three years

- Impairments mostly linked to US residential mortgage-backed securities
- Impairments included recoveries of EUR 26 million





# BOLI/COLI and Life reinsurance reported in run-off businesses as of Q1

- Net earnings from run-of businesses of EUR 13 million
- Average capital allocated to run-off businesses of EUR 2.7 billion (incl. life reinsurance)
  - Return on capital of run-off businesses of 1.9%
- Capital intensive run-off businesses negatively impact return on equity
  - Capital allocated to run-off businesses is included in RoE calculations, but run-off earnings are not

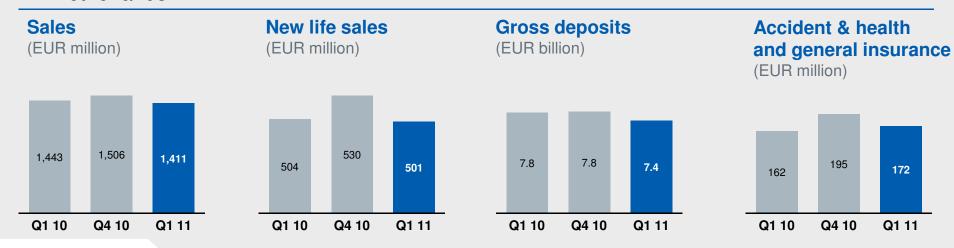
### **Run-off businesses Q1 2011**

	Run-off period
<ul><li>Payout annuities</li></ul>	> 20 years
Institutional spread-based business	~ 5 years
<ul><li>BOLI/COLI</li></ul>	> 10 years
Life reinsurance	~ 15 years



# Sales growth in fee-based businesses – key area of focus

- Sales composite introduced, consisting of new life sales, new premiums accident & health and general insurance and 1/10 of gross deposits
- New life sales stable; higher pension sales in the Netherlands and strong sales in Central & Eastern Europe offset by a decline in the UK due to repricing
- Growth in US pension and variable annuity deposits, offset by lower asset management deposits and saving deposits in the Netherlands
- VNB down mainly due to lower spreads on mortgages and increased life expectancy in the Netherlands

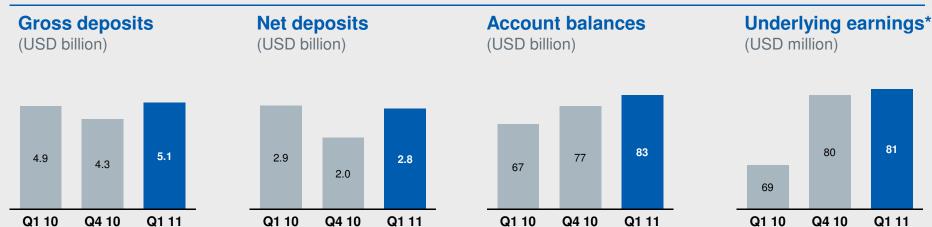




## Strategic shift toward fee-based business – Pensions

- US pension business continues to show strong results
  - Success in smaller case market (<USD 20 million) as a result of high quality third-party administration and Plan Administration Service Support (PASS) product
  - Focus on 'Not-for-Profit' and 'Total Retirement Outsourcing' drives results in larger case market (>USD 20 million)
- Withdrawal rates remain historically low at 11.2%

### **Pensions**





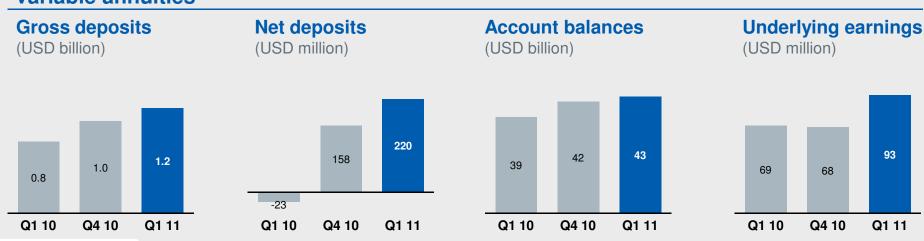
<sup>\*</sup> Includes earnings from pensions, stable value solutions and worksite

# Strategic shift toward fee-based business – Variable annuities

- US variable annuities gross deposits rose 46% compared with Q1 2010
  - Growth in all traditional channels
  - Newly launched VA rider well received
  - Fast-to-market strategy pays off

- Market rationalization
- Select competitors leave the market
- Equity market recovery beneficial for sales
- Net flows increased on higher sales and stable decrement rates
- Variable annuity earnings driven by strong net inflows and higher account balances

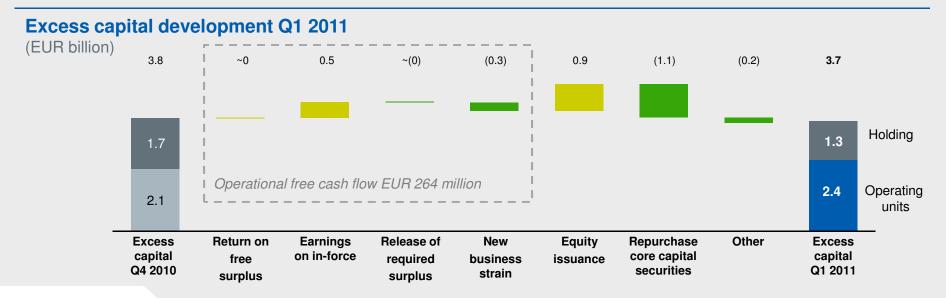
#### Variable annuities





# Continued strong excess capital position

- Excess capital of EUR 3.7 billion
  - Excess capital of EUR 2.4 billion in operating units
  - Holding excess capital of EUR 1.3 billion, down on EUR 1.125 billion payment to Dutch State partly offset by EUR 0.9 billion equity issuance
- Earnings on in-force support strong cash flows driven by favorable market conditions and lower impairments





# **Operational free cash flows**

- Operational cash flow disclosure on a quarterly basis going forward
- During the first quarter, earnings on the in-force remained strong
- Investments in new business as expected
  - Shift in business mix
  - Higher sales volumes for key fee-businesses
- Target: improve 2010 operational free cash flow of EUR1.0-1.2 billion by 30% by 2015

EUR million Q1 201					
Earnings on in force	523				
<ul> <li>Return on free surplus</li> </ul>	17				
<ul> <li>Release of required surplus</li> </ul>	(1)				
New business strain	(275)				
Operational free cash flow	264				



### Core capital ratio stable at 75%

- Core capital ratio negatively impacted by repurchase of core capital securities (EUR 750m + EUR 375m premium) almost fully offset by:
  - Equity issuance of EUR 903 million
  - Other items, mainly consisting of retained earnings, up-streamed dividends and holding expenses
- Q2 2011 core capital expected to be impacted by full repurchase of core capital securities
- Aim to achieve core capital of at least 75% of total capital by end 2012

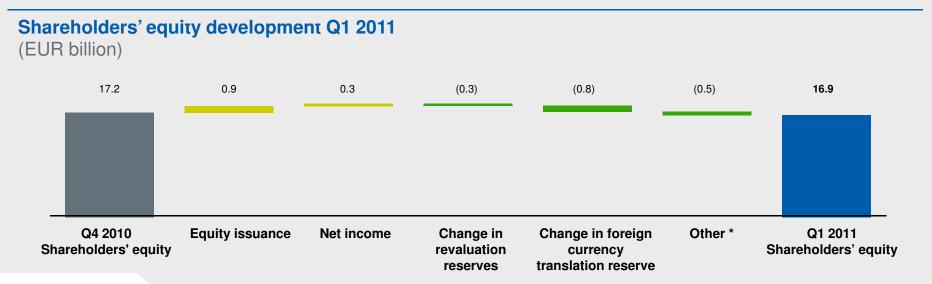
### Movement core capital ratio





# Shareholders' equity down mainly on weaker US dollar

- Positive revaluation reserve of EUR 0.7 billion at end of first quarter 2011, down versus Q4 2010 as a result of higher interest rates
- Other changes included the EUR 375 million premium on the repurchase of core capital
- Return on equity of 7.8%, as a result of:
  - Lower net underlying earnings
  - ► Higher average shareholders' equity excluding revaluation reserves



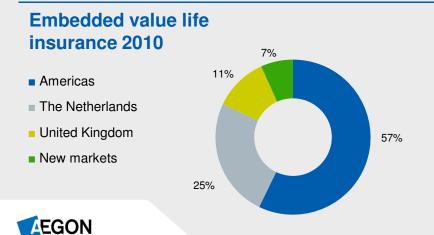


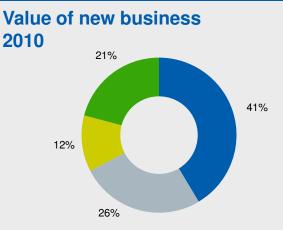
<sup>\*</sup> Other include coupons on perpetuals and other

# Total embedded value up 6% to EUR 18.9 billion

 Total embedded value increased mainly due to positive performance of in-force business as a result of cost savings, improved financial markets and strengthening of currencies

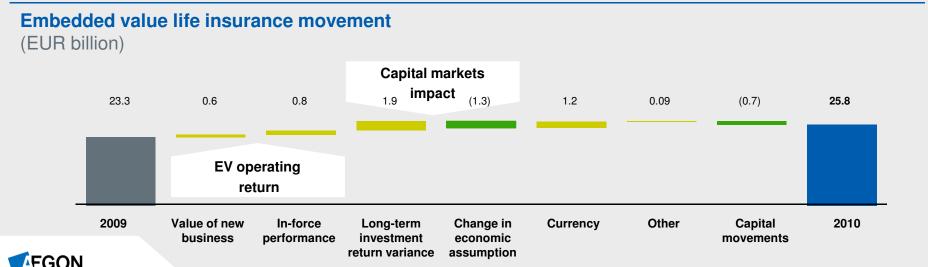
EUR million, except per share data	2010	2009	Δ
Embedded value life insurance	25,756	23,296	11%
Total embedded value	18,891	17,770	6%
Total embedded value per common share	10.38	9.65	8%
Value of new business	555	767	(28)%





# Increase embedded value life insurance driven by operating returns

- Value of new business in 2010 of EUR 555 million
- Positive performance of in-force portfolio as a result of cost savings, improved financial markets and strengthening of currencies against the euro
  - Changes in operating assumptions mainly driven by strengthening of persistency in Americas and increasing longevity in the Netherlands
- Lower interest rates in the Netherlands led to negative economic assumption changes and were offset by results on interest rate-related hedges in the Netherlands



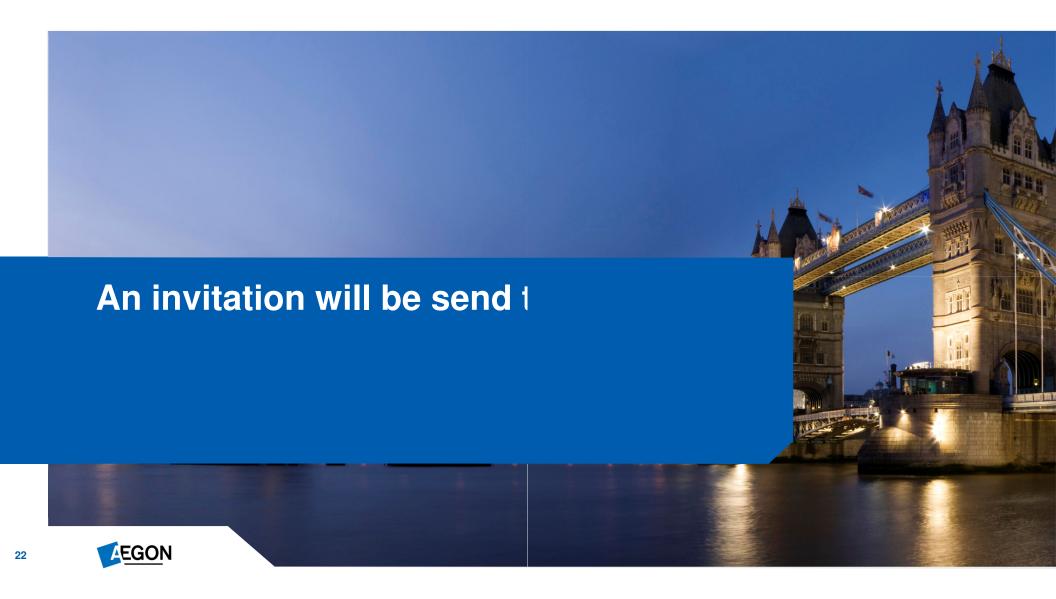


### Conclusion

- Solid progress on strategic objectives
- Underlying earnings impacted by exceptional charges and longevity provisioning
- Continued focus on cost control
- Strong earnings and sales of pensions and variable annuities in the US
- Strong excess capital of EUR 3.7 billion
- Total embedded value increases to EUR 18.9 billion

Aim to fully repurchase core capital securities from Dutch State by end of June







# **Upcoming events**

# June

**Goldman Sachs Conference, Paris** 

June 8, 2011

AEGON Analyst & Investor Conference, London

June 21-22, 2011

# **October**

**BoA-ML Conference** 

October 5, 2011

# **August**

Q2 2011 results

August 11, 2011

# **September**

**ING Benelux conference** September 14, 2011

# **November**

**Q3 2011 results** 

November 10, 2011

# **December**

**AEGON Analyst & Investor Conference, New York City** 

December 6-7, 2011

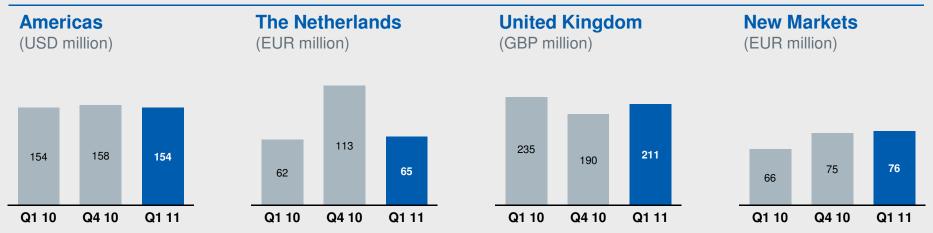




# New life sales demonstrate continued strong franchise

- New life sales stable at EUR 501 million
  - Americas' sales were level compared to 2010 at USD 154 million
  - ► The Netherlands up 5% as a result of a large single premium contract
  - UK decreased as higher group pension sales were offset by lower annuity sales due to repricing
  - New Markets: strong growth in CEE as a result of strong recurring life production after successful refocus from pension to life products

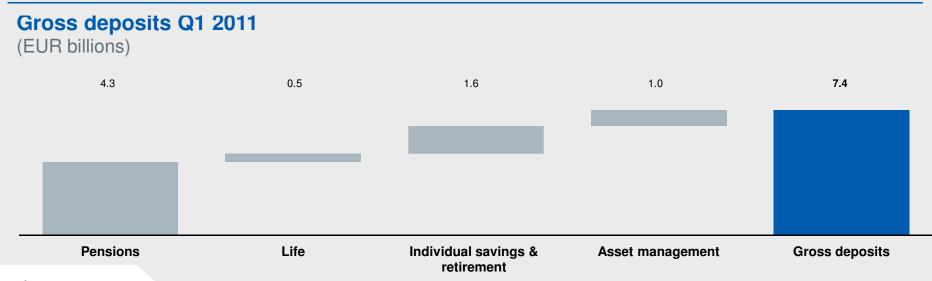
#### **New life sales**





# **Continued strong gross deposits**

- Gross deposits of EUR 7.4 billion
  - Strong US pension deposits and growth of variable annuities partly offset by lower inflow of retail mutual funds
  - Lower savings deposits in the Netherlands and lower asset management inflows
- Net outflow of EUR 2.1 billion mainly due to managed outflows of stable value solutions

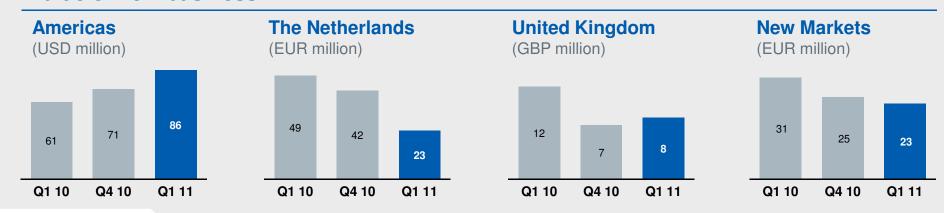




### Value of new business

- Value of new business of EUR 118 million, lower due to strategic change in business mix
  - Higher margins in life, pensions and variable annuities in the US
  - Lower margins on mortgages and updated mortality assumptions in the Netherlands
  - Decrease of margins and lower sales in the UK
  - New markets decreased due to adverse pension legislation in Hungary and margin pressure for Variable Annuities Europe, only partly offset by growth in Turkey
- New Markets represents 19% of the total value of new business
- Internal rate of return amounted to 19%

### Value of new business





### **Americas**

- Underlying earnings before tax increased 2% to USD 474 million, mainly due to cost savings, growth of the pension and variable annuities businesses and improved financial markets
- Operating expenses decreased 2% as a result of continued cost reduction initiatives while growing the business
- New life sales stable as higher recurring premium sales through the agency channel were offset by discontinuance of single premium universal life sales in the bank channel
- Gross deposits increased to USD 7.7 billion as pensions and variable annuities inflows were only partly offset by lower stable value solutions and fixed annuities deposits

**Gross deposits** 

7,689

Q4 10

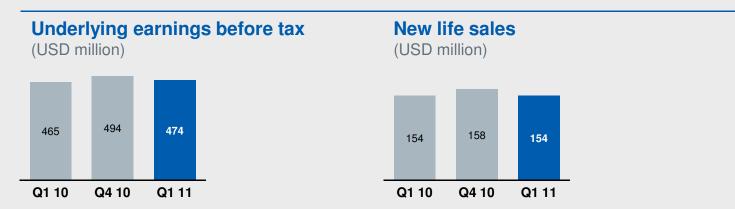
7,691

Q1 11

(USD million)

7,476

Q1 10





### The Netherlands

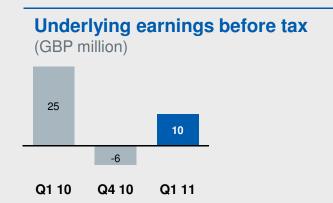
- Underlying earnings before tax decreased to EUR 81 million as a result of higher provisioning for longevity
- Operating expenses increased 4% as a result of investments in new distribution capabilities
- New life sales increased to EUR 65 million due to a large single premium pension contract
- Gross deposits decreased to EUR 462 million due to lower saving deposits as a result of less competitive interest rates

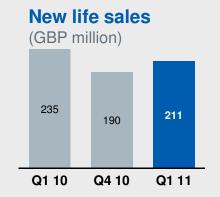


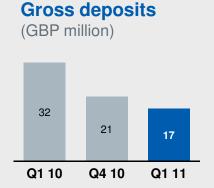


## **United Kingdom**

- Underlying earnings before tax decreased to GBP 10 million
  - Life earnings improved due to cost savings and growth of the business
  - Pensions recorded a loss due to a charge of GBP 21 million mainly related to the customer redress program
- Operating expenses slightly increased due to customer redress program and restructuring
  - On track to reduce operating expenses by 25% by the end of 2011
- New life sales down 10%; increased group pension sales more than offset by lower annuity sales due to product repricing









### **New Markets**

- Underlying earnings before tax increased to EUR 59 million as a result of Variable Annuities
   Europe and asset management, partly offset by investments in Asia
- New life sales improved due to business growth in Central & Eastern Europe
- Gross deposits decreased due to lower asset management inflows
- AEGON-CNOOC "Best Growing Brand of 2010" in the insurance industry in China
- AEGON Asset management "Best All-round Investor" in the Netherlands

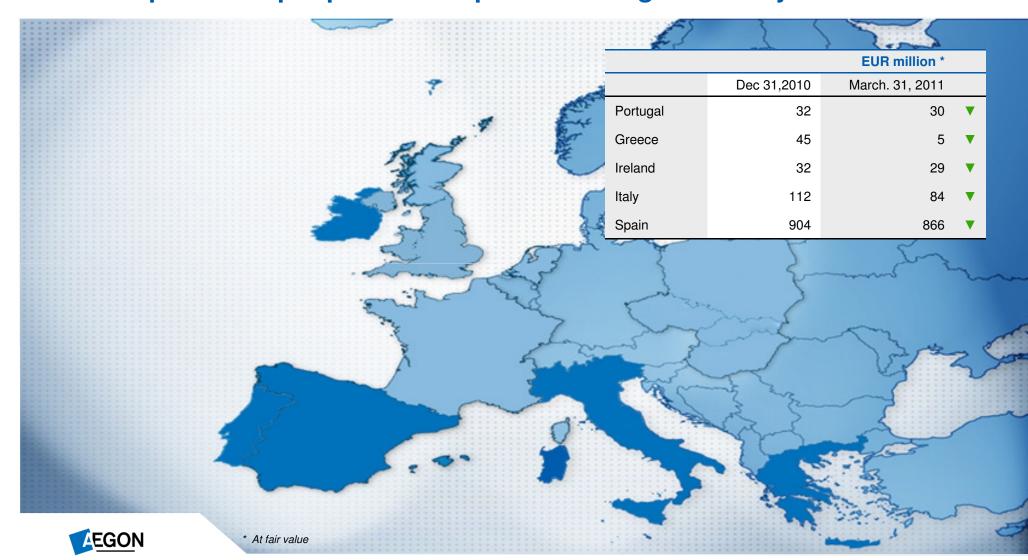








# Limited exposure to peripheral European sovereigns actively reduced



# General account investments roll-forward

### General account investment roll-forward

JR billion	Americas	The Netherlands	United Kingdom	New Markets	
pening balance December 31, 2010	93.6	37.2	9.3	2.8	
Net in- and outflow	(1.0)	0.7	(0.1)	0.1	
Unrealized / realized results	0.2	(0.4)	(0.1)	0.0	
Foreign exchange	(5.4)	0.0	(0.2)	(0.0)	
osing balance March 31, 2011	87.4	37.5	8.9	2.9	



# **Investments general account**

AEGON INVESTMENTS GENERAL ACCOUNT						UNAUDITED  March 31, 2011
amounts in EUR millions, except for the impairment data	Americas	The Netherlands	United Kingdom	New Markets	Holdings and other	TOTAL
Cash / Treasuries / Agencies	15,507	9,274	1,857	1,237	320	28,195
Investment grade corporates	37,018	5,498	5,007	762	-	48,285
High yield (and other) corporates	2,639	134	248	18	-	3,039
Emerging markets debt	1,477	58	57	-	-	1,592
Commercial MBS	6,234	2	357	4	-	6,597
Residential MBS	5,149	1,294	431	183	-	7,057
Non-housing related ABS	4,273	1,061	864	19	-	6,217
Subtotal	72,297	17,321	8,821	2,223	320	100,982
Residential mortgage loans	54	15,603	-	360	-	16,017
Commercial mortgage loans	8,417	47	-	1	-	8,465
Total mortgages	8,471	15,650	-	361	-	24,482
Convertibles & preferred stock	262	15	-	-	-	277
Common equity & bond funds	1,155	481	60	76	(3)	1,769
Private equity & hedge funds	1,421	481	-	-	-	1,902
Total equity like	2,838	977	60	76	(3)	3,948
Real estate	1,186	2,038	-	-	-	3,224
Other	604	1,447	8	259	-	2,318
Investments general account (excluding policy loans)	85,396	37,433	8,889	2,919	317	134,954
Policyholder loans	2,015	15	-	7	-	2,037
Investments general account	87,411	37,448	8,889	2,926	317	136,991
Impairments in basis points (quarterly)	7	-		6	-	5



# **Impairments by asset class**

**AEGON general account investments**Q1 2011 impairments / (recoveries) by country unit - IFRS basis (pre-DAC, pre-tax)

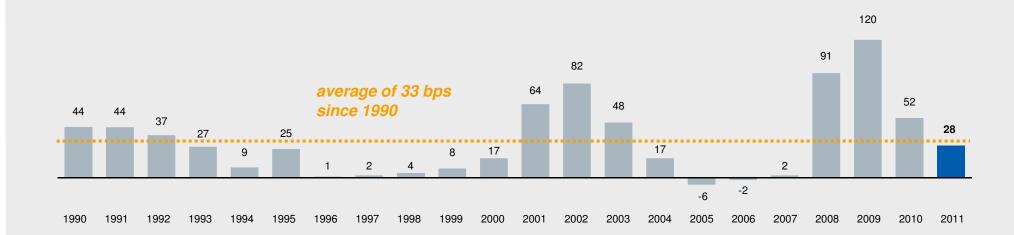
EUR millions	Americas	NL	UK	New Markets	Total
ABS – Housing	-	-	-	-	-
ABS – Non-housing	(0)	(1)	-	-	(1)
CMBS	(14)	-	-	-	(14)
RMBS	63	-	-	-	63
Subtotal structured assets	49	(1)	-	-	48
Corporate – private	(1)	-	-	-	(1)
Corporate – public	(0)	-	-	-	(0)
Subtotal corporate	(1)	-	-	-	(1)
Residential mortgage loans	-	1	-	2	3
Commercial mortgage loans	4	-	-	-	4
Subtotal mortgage loans	4	1	-	2	7
Commercial paper	-	-	-	-	-
Total credit impairments	4	1	-	2	7
Common equity impairments	6	2	-	-	8
Total	58	2	-	2	62



# Credit losses in the US trending down

- Q1 2011 credit impairments amount to 7 bps
  - Annualized level of 28 bps

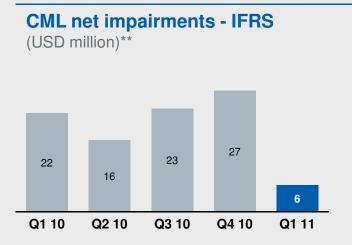
### US credit losses in bps of fixed income assets

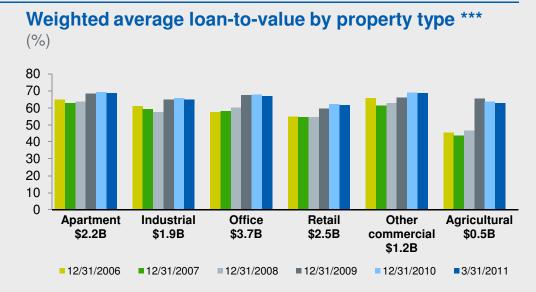


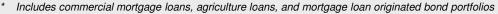


# **Commercial mortgage loans**

- USD 12.0 billion commercial mortgage loan portfolio\*
- Sound debt service coverage ratio of 1.7
- Average LTV of 66%
- Own origination







<sup>\*\*</sup> Included in overall impairments



NOTE: Other commercial includes B notes, Mezz, Participation, and other commercial loans.

<sup>\*\*\*</sup> IFRS Carrying Values as of March 31, 2011

### Reconciliation of effective tax rate Q1 2011

Reconciliation of effective tax rate Q1 2011									
EUR million	I	Americas	The Net	herlands	United K	ingdom	New Markets/ H	loldings	Total
Income before tax		324		46		34		(27)	377
Nominal tax rate	35.00%	(113)	25.00%	(12)	26.50%	(9)	NM	10	(124)
Actual income tax		(61)		(7)		20		(2)	(50)
Net income		263		39		54		(29)	327

- Actual income tax can deviate from the nominal tax rate, amongst others due to:
  - Tax exempt income
  - ·

Tax credits

Valuation allowances for tax losses

- Cross border intercompany reinsurance
- Policyholder tax UK (offsetting)
- Other items
- Americas actual income tax mainly impacted by:
  - ► Tax benefit of EUR 17 million related to cross border intercompany reinsurance transaction
- United Kingdom actual income tax mainly impacted by:
  - Reduction corporate tax rate to 26% effective from 1 April 2011, tax benefit of EUR 23 million



# Transaction highlights of the divested life reinsurance business

Gross written premium 2010
Net underlying earnings 2010
Cash proceeds
Capital release
Total after-tax consideration
Prepaid cost of reinsurance after tax
IFRS book value 2010
Prepaid cost of reinsurance before tax
Amortization period
Annual amortization expense before tax
Earnings of retained business
Retained business IFRS book value 2010
Reinsurance reserve financing

- USD 2.2 billion
- USD 102 million
- USD 0.9 billion
- USD 0.5 billion
- USD 1.4 billion
- USD 0.3 billion
- USD 1.7 billion
- USD ~0.6 billion
- 15 years
- USD ~40 million per annum (in run-off businesses)
- Around nil (in run-off businesses)
- USD 0.4 billion
- Financing obligation reduced by approximately 50%
- The remainder will gradually reduce in 15 years as reinsurance contracts mature



# For questions please contact Investor Relations

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### **Disclaimer**

#### 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 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. 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 forward-looking statements as defined in the US Private Securities Litigation Reform Act of 1995. The following are words that identify such forward-looking statements: aim, believe, estimate, target, intend, may, expect, anticipate, predict, project, counting on, plan, continue, want, forecast, goal, should, would, is confident, will, and similar expressions as they relate to our company. These statements are not guarantees of future performance and involve risks, uncertainties and assumptions that are difficult to predict. We undertake no obligation to publicly update or revise any forward-looking statements. Readers are cautioned not to place undue reliance on these forward-looking statements, which merely reflect company expectations at the time of writing. Actual results may differ materially from expectations conveyed in forward-looking statements due to changes caused by various risks and uncertainties. Such risks and uncertainties include but are not limited to the following:

- · Changes in general economic conditions, particularly in the United States, the Netherlands and the United Kingdom;
- · Changes in the performance of financial markets, including emerging markets, such as with regard to:
- The frequency and severity of defaults by issuers in our fixed income investment portfolios; and
- ▶ The effects of corporate bankruptcies and/or accounting restatements on the financial markets and the resulting decline in the value of equity and debt securities we hold;
- · The frequency and severity of insured loss events;
- Changes affecting mortality, morbidity, 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;
- 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 attractivener
- 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 ac
- · Lowering of one or more of insurer financial strength ratings of our insurance subsidiaries and the adverse impact such
- The effect of the European Union's Solvency II requirements and other regulations in other jurisdictions affecting the ca
- · 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
- Our failure to achieve anticipated levels of earnings or operational efficiencies as well as other cost saving initiatives;
- · Our inability to obtain consent from the Dutch Central Bank to repurchase our Core Capital Securities; and
- The non-fulfillment of the conditions precedent underlying the agreement to divest Transamerica Reinsurance.

Further details of potential risks and uncertainties affecting the company are described in the company's filings with Euronext Amsterda as of the date of this document. Except as required by any applicable law or regulation, the company expressly disclaims change in the company's expectations with regard thereto or any change in events, conditions or circumstances on which

