## FINANCIAL OVERVIEW ${ }^{\text {c }}$

| EUR millions | Notes | Q1 2011 | Q4 2010 | \% | Q1 2010 | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Underlying earnings before tax |  |  |  |  |  |  |
| Americas |  | 347 | 369 | (6) | 337 | 3 |
| The Netherlands |  | 81 | 87 | (7) | 104 | (22) |
| United Kingdom |  | 12 | (6) | - | 28 | (57) |
| New markets |  | 57 | 59 | (3) | 46 | 24 |
| Holding and other |  | (83) | (57) | (46) | (69) | (20) |
| Underlying earnings before tax |  | 414 | 452 | (8) | 446 | (7) |
| Fair value items |  | (85) | 30 | - | (16) | - |
| Realized gains / (losses) on investments |  | 91 | 255 | (64) | 126 | (28) |
| Impairment charges |  | (62) | (133) | 53 | (150) | 59 |
| Other income / (charges) |  | (3) | (258) | 99 | 23 | - |
| Run-off businesses |  | 22 | 9 | 144 | (18) |  |
| Income before tax |  | 377 | 355 | 6 | 411 | (8) |
| Income tax |  | (50) | (37) | (35) | (39) | (28) |
| Net income |  | 327 | 318 | 3 | 372 | (12) |
| Net income / (loss) attributable to: |  |  |  |  |  |  |
| Equity holders of AEGON N.V. |  | 327 | 318 | 3 | 371 | (12) |
| Non-controlling interests |  | - | - | - | 1 | - |
| Net underlying earnings |  | 333 | 348 | (4) | 345 | (3) |
| Commissions and expenses |  | 1,513 | 1,659 | (9) | 1,586 | (5) |
| of which operating expenses | 11 | 837 | 909 | (8) | 812 | 3 |
| New life sales |  |  |  |  |  |  |
| Life single premiums |  | 1,726 | 2,002 | (14) | 1,919 | (10) |
| Life recurring premiums annualized |  | 328 | 330 | (1) | 311 | 5 |
| Total recurring plus $\mathbf{1 / 1 0}$ single |  | 501 | 530 | (5) | 503 | - |
| New life sales |  |  |  |  |  |  |
| Americas | 12 | 113 | 118 | (4) | 110 | 3 |
| The Netherlands |  | 65 | 113 | (42) | 62 | 5 |
| United Kingdom |  | 247 | 224 | 10 | 265 | (7) |
| New markets | 12 | 76 | 75 | 1 | 66 | 15 |
| Total recurring plus 1/10 single |  | 501 | 530 | (5) | 503 | - |
| New premium production accident and health insurance |  | 159 | 180 | (12) | 148 | 7 |
| New premium production general insurance |  | 13 | 15 | (13) | 14 | (7) |
| Gross deposits (on and off balance) |  |  |  |  |  |  |
| Americas | 12 | 5,629 | 5,757 | (2) | 5,402 | 4 |
| The Netherlands |  | 462 | 490 | (6) | 743 | (38) |
| United Kingdom |  | 19 | 25 | (24) | 36 | (47) |
| New markets | 12 | 1,267 | 1,541 | (18) | 1,593 | (20) |
| Total gross deposits |  | 7,377 | 7,813 | (6) | 7,774 | (5) |
| Net deposits (on and off balance) |  |  |  |  |  |  |
| Americas | 12 | (233) | (566) | 59 | 535 | - |
| The Netherlands |  | (115) | (260) | 56 | 67 | - |
| United Kingdom |  | 2 | 12 | (83) | 29 | (93) |
| New markets | 12 | $(1,719)$ | 304 | - | 121 | - |
| Total net deposits excluding run-off businesses |  | $(2,065)$ | (510) | - | 752 | - |
| Run-off businesses |  | (880) | $(1,436)$ | 39 | $(2,210)$ | 60 |
| Total net deposits |  | $(2,945)$ | $(1,946)$ | (51) | $(1,458)$ | (102) |

## REVENUE-GENERATING INVESTMENTS

|  | Mar. 31, | Dec. 31, |  |
| :--- | ---: | ---: | ---: |
|  | 2011 | 2010 | $\%$ |
| Revenue-generating investments (total) | 399,882 | $\mathbf{4 1 3 , 1 9 1}$ | (3) |
| Investments general account | 136,991 | 143,188 | (4) |
| Investments for account of policyholders | 144,296 | 146,237 | (1) |
| Off balance sheet investments third parties | 118,595 | 123,766 | (4) |

