

# Financial Supplement Q2 2013

aegon.com
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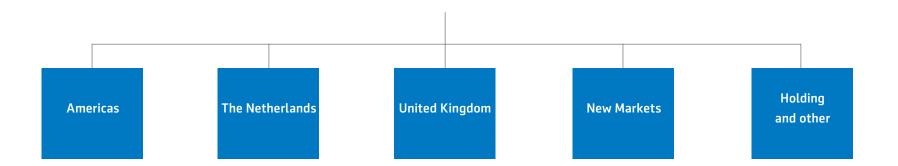
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## Reporting structure

# Aegon N.V.





Aegon N.V. Earnings overview - geographically									ı	unaudited
									amounts	in millions
	EUR					EUR				
			2012					2013		
	First	Second	Third	Fourth	Full	First	Second	Third	Fourth	YTD
	Quarter	Quarter	Quarter	Quarter	Year	Quarter	Quarter	Quarter	Quarter	
Underlying earnings before tax										
Americas	303	349	362	352	1,366	312	360			672
The Netherlands	81	74	85	85	325	85	74			159
United Kingdom	30	26	27	27	110	24	27			51
New Markets	88	64	70	52	274	62	52			114
Holding and other activities	(63)	(56)	(50)	(55)	(224)	(38)	(35)			(73)
Underlying earnings before tax	439	457	494	461	1,851	445	478			923
Net underlying earnings										
Americas	215	257	266	264	1,002	223	258			481
The Netherlands	64	59	68	69	260	65	57			122
United Kingdom	49	23	42	25	139	21	29			50
New Markets	59	44	46	36	185	39	38			77
Holding and other activities	(49)	(37)	(39)	(37)	(162)	(25)	(21)			(46)
Net underlying earnings	338	346	383	357	1,424	323	361			684
Net income										
Americas	286	222	303	245	1,056	109	171			280
The Netherlands	137	(40)	52	118	267	59	19			78
United Kingdom	47	49	39	38	173	18	(4)			14
New Markets	48	37	38	126	249	30	143			173
Holding and other activities	7	(19)	(55)	(96)	(163)	(12)	(86)			(98)
Net income	525	249	377	431	1,582	204	243			447



Aegon N.V.										unaudite
Summary financial and market highlights										ts in million
	EUR					EUR		except	per share data	& employee
	LUK		2012			LUK		2013		
	First	Second	Third	Fourth	Full	First	Second	Third	Fourth	YTI
Earnings summary	Quarter	Quarter	Quarter	Quarter	Year	Quarter	Quarter	Quarter	Quarter	
Underlying earnings before tax										
Life	229	268	312	259	1,068	240	264			504
Individual savings and retirement products	125	116	105	144	490	120	129			249
Pensions	91	94	98	69	352	82	88			170
Non-life	9	(1)	(2)	9	15	8	(7)			
Distribution	6	4	(1)	6	15	4	4			8
Asset Management	29	23	25	24	101	23	26			4
Other	(64)	(55)	(50)	(55)	(224)	(38)	(35)			(7:
Share in underlying earnings before tax of associates	14	8	7	5	34	6	9			1!
Underlying earnings before tax	439	457	494	461	1,851	445	478			923
onaci, ing carinings belove tax					_,,,,,	1.15				0_0
Fair value items	148	82	(142)	(77)	11	(286)	(270)			(556
Realized gains/(losses) on investments	45	85	128	149	407	113	82			195
Impairment charges	(41)	(42)	(35)	(58)	(176)	(17)	(57)			(74
Other income/(charges)	(17)	(254)	3	106	(162)	(4)	27			23
Run-off businesses	(2)	7	12	(15)	2	(14)	13			(:
Income before tax	572	335	460	566	1,933	237	273			510
Income tax	(47)	(86)	(83)	(135)	(351)	(33)	(30)			(63
Net income	525	249	377	431	1,582	204	243			447
Net underlying earnings	338	346	383	357	1,424	323	361			684
					,					
Shares	4 000		4 0 4 0		4 0 4 0	4 0 4 0	2 121			2 404
Shares outstanding	1,880	1,914	1,943	1,943	1,943	1,943	2,104			2,104
Weighted average shares outstanding	1,880	1,886	1,919	1,943	1,907	1,943	2,021			1,982
Per share data										
Net income common shares	0.25	0.08	0.17	0.20	0.70	0.08	0.07			0.1
Net income common shares B	-	-	-	-	-	-	-			-
Net underlying earnings	0.15	0.13	0.17	0.16	0.61	0.14	0.13			0.2
Dividend per common share	_	0.10	_	0.11	0.21	_	0.11			0.1
Dividend per common share B	-	-	_	-	-	-	-			_
Common shareholders' equity per share	9.59	10.13	10.73	10.99	10.99	11.05	10.03			10.03
Trading statistics (Ameterdam Stack Evehance)										
Trading statistics (Amsterdam Stock Exchange) High	4.52	4.20	4.50	4.89	4.89	5.17	5.38			5.3
Low	3.05	3.19	3.35	4.08	3.05	4.46	5.36 4.42			4.47
Close	4.16	3.19	4.05	4.80	4.80	4.69	5.14			5.14
Volume (average daily)	11,617,677	13,230,415	9,975,823	6,755,080	10,394,749	8,579,598	10,250,558			9,415,078
Employees excl. agents	21,491	21,122	21,050	20,902	20,902	20,889	20,962			20,962
Agents	2,807	2,764	2,858	2,748	2,748	2,903	2,881			2,88
Total number of employees excluding associates	24,298	23,886	23,908	23,650	23,650	23,792	23,843			23,843
Aegon's share of employees (including agents) in Associates	2,908	2,371	2,652	2,443	2,443	2,051	2,334			2,334
Aegon's share of employees (including agents) in Joint Ventures	770	763	757	757	757	766	727			727
Total	27,976	27,020	27,317	26,850	26,850	26,609	26,904			26,904

Unaudited Unaudited



Aegon N.V. Sales									amoun	unaudited ts in millions
	EUR					EUR				
			2012					2013		
	First	Second	Third	Fourth	Full	First	Second	Third	Fourth	YTE
	Quarter	Quarter	Quarter	Quarter	Year	Quarter	Quarter	Quarter	Quarter	
Sales*	1,758	1,604	1,550	1,813	6,725	1,738	1,975			3,713
New life sales										
Life	226	216	194	229	865	195	199			394
Pensions	207	200	201	439	1,047	295	312			607
Share in new life sales of associates	12	12	10	9	43	9	9			18
Total recurring plus 1/10 single	445	428	405	677	1,955	499	520			1,019
New premium production accident & health insurance	195	187	190	196	768	225	173			398
New premium production general insurance	14	13	12	16	55	14	14			28
Gross deposits (on & off balance)										
Life	639	442	359	376	1,816	499	393			892
Individual savings & retirement products	1,721	1,827	1,984	2,112	7,644	2,441	2,996			5,437
Pensions	5,875	4,971	4,576	4,659	20,081	4,778	3,752			8,530
Asset Management - third party	2,803	2,514	2,504	2,095	9,916	2,282	5,527			7,809
Share in gross deposits of associates	5	3	3	4	15	4	4			8
Total gross deposits	11,043	9,757	9,426	9,246	39,472	10,004	12,672			22,676
Net deposits (on & off balance)										
Life	(223)	(112)	(515)	(277)	(1,127)	(179)	40			(139
Individual savings & retirement products	(237)	(60)	70	(163)	(390)	308	743			1,051
Pensions	1,413	856	933	1,041	4,243	1,406	726			2,132
Asset Management - third party	1,289	605	1,136	386	3,416	127	2,047			2,174
Share in net deposits of associates	(3)	1	2	4	4	2	3			5
Total net deposits excluding run-off businesses	2,239	1,290	1,626	991	6,146	1,664	3,559			5,223
Run-off businesses	(1,160)	(479)	(301)	(601)	(2,541)	(1,073)	(644)			(1,717
Total net deposits	1,079	811	1,325	390	3,605	591	2,915			3,506

<sup>\*</sup> Sales represents New life sales + Accident & Health premiums + General insurance premiums + 1/10 of Gross deposits



Non-controlling interests

Aegon N.V. Consolidated income statement										unaudited
consolidated income statement									amoun	its in millions
	EUR					EUR				
			2012					2013		
	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Full Year	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	YTD
Premium income	5,690	4,457	4,321	4,581	19,049	6,267	4,947			11,214
Investment income	2,060	2,168	2,264	1,921	8,413	2,013	2,048			4,061
Fee and commission income	455	458	457	486	1,856	466	501			967
Other revenues	2	3	1	3	9	2	2			4
Total revenues	8,207	7,086	7,043	6,991	29,327	8,748	7,498			16,246
Income from reinsurance ceded	946	1,078	1,104	968	4,096	803	561			1,364
Net gains and losses on investments	7,556	(1,943)	5,157	2,290	13,060	7,731	(2,460)			5,271
Other income	-	-	-	114	114	87	109			196
Total income	16,709	6,221	13,304	10,363	46,597	17,369	5,708			23,077
Claims and Benefits	15,306	4,897	12,086	8,854	41,143	16,213	4,564			20,777
Employee expenses	483	508	476	535	2,002	512	528			1,040
Administration expenses	252	260	270	270	1,052	263	286			549
Deferred expenses	(361)	(364)	(372)	(470)	(1,567)	(365)	(402)			(767)
Amortization charges	264	406	228	431	1,329	286	315			601
Benefits and expenses	15,944	5,707	12,688	9,620	43,959	16,909	5,291			22,200
Impairment charges	46	52	32	69	199	25	49			74
Interest charges and related fees	141	146	129	103	519	103	83			186
Other charges	18		1	33	52	95	22			117
Total charges	16,149	5,905	12,850	9,825	44,729	17,132	5,445			22,577
Share in net result of joint ventures	(3)	5	(3)	23	22	(8)	5			(3)
Share in net results of associates	11	7	6	4	28	5	9			14
Income before tax	568	328	457	565	1,918	234	277			511
Income tax	(43)	(79)	(80)	(134)	(336)	(30)	(34)			(64)
Net income	525	249	377	431	1,582	204	243			447
Net income attributable to:										
Equity holders of Aegon N.V.	525	249	376	431	1,581	204	242			446
NO. OF THE PERSON NAMED IN COLUMN 1										



Aegon N.V. Fair value items geographically									amoun.	unaudited ts in millions
	EUR					EUR			amoun	ts III IIIIIIOIIs
			2012					2013		
	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Full Year	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	YTD
Fair value items										
Americas	64	(79)	(45)	(16)	(76)	(232)	(147)			(379)
Guarantees (net of hedges)	4	11	11	(16)	10	(33)	10			(23)
Alternative investments	120	(25)	2	21	118	23	(33)			(10)
Credit derivatives	41	(13)	31	14	73	12	(15)			(3)
Hedges	(82)	(66)	(82)	(80)	(310)	(213)	(120)			(333)
Real estate	(7)	(9)	-	42	26	-	1			1
Other fair value items	(12)	23	(7)	3	7	(21)	10			(11)
The Netherlands	34	134	(53)	8	123	(73)	(36)			(109)
Guarantees (net of hedges)	50	192	(10)	45	277	(58)	10			(48)
Alternative investments	19	-	(3)	3	19	22	(6)			16
Real estate	(18)	(24)	(26)	(11)	(79)	(29)	(22)			(51)
Other fair value items	(17)	(34)	(14)	(29)	(94)	(8)	(18)			(26)
United Kingdom	(2)	(1)	(17)	(11)	(31)	(3)	-			(3)
New Markets	7	(12)	(1)	5	(1)	(3)	(8)			(11)
Holdings	45	40	(26)	(63)	(4)	25	(79)			(54)
Total fair value items	148	82	(142)	(77)	11	(286)	(270)			(556)



Aegon N.V. Consolidated balance sheet							ı	unaudited
							amounts	in millions
	EUR	201	2		EUR	201		
	F: .	201			<u></u>	2013		- ·
	First	Second	Third	Fourth	First	Second	Third	Fourth
	Quarter							
Investments general account	139,312	145,610	146,485	145,021	145,718	140,388		
Investments for account of policyholders	148,571	150,647	155,788	152,968	159,563	155,893		
Share in net result of joint ventures	1,229	1,746	1,701	1,568	1,569	1,427		
Investments in associates	745	762	770	771	791	786		
Deferred expenses and rebates	11,354	11,659	11,732	11,644	11,868	12,111		
Other assets and receivables	38,063	42,970	43,104	43,322	41,598	38,020		
Cash and cash equivalents	8,591	8,646	7,718	9,590	8,572	8,069		
Total assets	347,865	362,040	367,298	364,884	369,679	356,694		
Shareholders' equity	20,167	21,530	22,988	23,488	23,600	21,104		
Other equity instruments	4,998	5,002	5,011	5,018	5,030	4,990		
Non-controlling interests	14	13	14	13	12	11		
Group equity	25,179	26,545	28,013	28,519	28,642	26,105		
Insurance contracts general account	102,104	106,355	106,056	104,004	106,316	104,989		
Insurance contracts for the account of policyholders	76,042	77,051	78,624	76,169	80,657	79,399		
Investment contracts general account	19,321	19,789	18,955	17,767	16,646	15,902		
Investment contracts for the account of policyholders	74,659	75,668	78,891	78,418	81,498	78,371		
Other liabilities	50,560	56,632	56,759	60,007	55,920	51,928		
Total equity and liabilities	347,865	362,040	367,298	364,884	369,679	356,694		

#### **Revenue generating investments** amounts in millions EUR EUR 2012 2013 Third Third First Second Fourth First Second Fourth Quarter Quarter Quarter Quarter Quarter Quarter Quarter Quarter Investments general account 139,312 145,610 146,485 145,021 145,718 140,388 Investments for account of policyholders 150,647 159,563 155,893 148,571 155,788 152,968 170,955 Off balance sheet investments third parties 150,162 156,996 162,030 161,088 169,491 476,236 453,253 465,772 Total revenue generating investments 438,045 464,303 459,077



Aegon N.V. Investments general account						unaudited
investments general account			amounts in	millions, ex	cept for the imp	airment data
	EUR					
			June 30,			
		The	United	New	Holdings and	
	Americas	Netherlands	Kingdom	Markets	other	Tota
Cash / Treasuries / Agencies	14,312	11,719	2,967	852	313	30,163
Investment grade corporates	36,922	5,301	5,110	1,445	-	48,778
High yield (and other) corporates	2,390	59	222	76	-	2,747
Emerging markets debt	1,506	-	35	37	-	1,578
Commercial MBS	5,235	44	399	146	-	5,824
Residential MBS	5,112	1,328	671	111	-	7,222
Non-housing related ABS	2,864	1,149	970	64	-	5,047
Subtotal	68,341	19,600	10,374	2,731	313	101,359
Residential mortgage loans	32	21,702	-	338	-	22,072
Commercial mortgage loans	6,731	87	-	-	-	6,818
Total mortgages	6,763	21,789	-	338	-	28,890
Convertibles & preferred stock	343	-	-	_	-	343
Common equity & bond funds	1,212	332	54	17	(2)	1,613
Private equity & hedge funds	1,341	403	-	3	- '-	1,747
Total equity like	2,896	735	54	20	(2)	3,703
Real estate	1,470	830	-	1	-	2,301
Other	802	1,048	3	178	-	2,031
Investments general account (excluding policy loans)	80,272	44,002	10,431	3,268	311	138,284
Policyholder loans	2,071	11	-	22	-	2,104
Investments general account	82,343	44,013	10,431	3,290	311	140,388
Impairments as bps (quarterly)	4	3	16	(14)	0	4

EUR		am	ounts in millions
March 31, 2013	Dec. 31, 2012	Sept. 30, 2012	June 30, 2012
		0000.007.000	
Total	Total	Total	Total
32,354	33,791	32,544	32,101
51,174	50,239	51,774	51,630
2,783	2,824	2,949	2,823
1,728	1,674	1,701	1,654
5,910	5,821	5,987	6,179
7,099	6,971	7,401	7,198
5,374	5,171	5,289	5,727
106,422	106,491	107,645	107,312
21,929	21,468	21.011	20.118
6,922	6,883	7,394	7,700
28,851	28,351	28,405	27,818
340	326	349	344
1,688	1,562	1,600	1,533
1,829	1,772	1,801	1,844
3,857	3,660	3,750	3,721
2,408	2,344	2,448	2,465
2,037	2,071	2,065	2,091
143,575	142,917	144,313	143,407
2,143	2,104	2,172	2,203
145,718	145,021	146,485	145,610
2	4	2	4

Aegon N.V. Structured assets and corporate bonds							
	EUR					amoun	ts in million
	LOK		Jı	une 30, 2013			
	AAA	АА	Α	BBB	<bbb< th=""><th>NR</th><th>Tota</th></bbb<>	NR	Tota
Structured assets by rating	7001	701	,,	555	1000		100
Commercial MBS	4,248	561	554	272	189	-	5,824
Residential MBS	627	2,739	917	422	2,517	-	7,222
Non-housing related ABS	1,597	1,182	1,203	603	462	-	5,047
Total	6,472	4,482	2,674	1,297	3,168	-	18,093
Credits by rating							
IG Corporates	796	5,281	21,837	20,862	2	-	48,778
High yield corporate	-	· -			2,747	-	2,747
Emerging Markets debt	3	44	503	749	279	-	1,578
Total	799	5,325	22,340	21,611	3,028	-	53,103
Cash / Treasuries / Agencies							30,163
Total	7,271	9,807	25,014	22,908	6,196	-	101,359



Aegon N.V. Capital structure								unaudited
Capital Structure							amounts	in million
	EUR	201	2		EUR	2013	)	YTI
	First	Second	Z Third	Fourth	First	Second	Third	Fourt
	Quarter	Quarter	Quarter	Quarter	Quarter	Quarter	Quarter	Quarte
Shareholders' equity January 1	21,000	21,000	21,000	21,000	23,488	23,488		
Changes in accounting policies relating to IFRS 10	(122)	(122)	(122)	(122)	-	-		
Changes in accounting policies relating to IAS 19	(964)	(964)	(964)	(964)	-	-		
Shareholders' equity January 1 (restated)	19,914	19,914	19,914	19,914	23,488	23,488		
Net income	525	774	1,150	1,581	204	446		
Dividend paid	(272)	(138)	(207)	(207)	-	(196)		
Movements in foreign currency translation reserve	(273)	425	325	(107)	212	(55)		
Movements in revaluation reserves	88	1,055	2,407	2,592	(352)	(2,349)		
Coupons on other equity instruments (net of tax)	(47)	(98)	(147)	(195)	(49) 72	(69) 180		
Remeasurements of defined benefit plans Other changes	(47) 7	(380)	(450)	(112) 22	72 25	(341)		
Shareholders' equity end of period	20,167	(22) <b>21,530</b>	(4) <b>22,988</b>	23,488	23,600	<b>21,104</b>		
Snareholders' equity end of period	20,167	21,550	22,900	23,400	23,000	21,104		
Revaluation reserves								
Available-for-sale shares	162	182	185	194	247	228		
Available-for-sale bonds	2,445	3,070	4,458	4,737	4,385	2,548		
Available-for-sale other	15	32	45	38	34	34		
Total available-for-sale	2,622	3,284	4,688	4,969	4,666	2,810		
Real estate held for own use	43	45	45	39	40	40		
Cash flow hedging reserve	904	1,207	1,155	1,065	1,015	874		
Total balance of revaluation reserves, net of tax	3,569	4,536	5,888	6,073	5,721	3,724		
	(4.040)	(4.000)	(4.440)	(4.00=)	(4.000)	(000)		
Total remeasurement of defined benefit plans	(1,013)	(1,380)	(1,442)	(1,085)	(1,020)	(903)		
Shareholders' equity	20,167	21,530	22,988	23,488	23,600	21,104		
Non-controlling interests and share options not yet exercised	96	99	109	115	126	85		
Adjustment for revaluation reserves	(3,569)	(4,536)	(5,888)	(6,073)	(5,721)	(3,724)		
Adjustment for remeasurement of defined benefit plans	1,013	1,380	1,442	1,085	1,020	903		
Total adjusted Shareholders' equity	17,707	18,473	18,651	18,615	19,025	18,368		
Junior perpetual capital securities	4,192	4,192	4,192	4,192	4,192	4,192		
Perpetual cumulative subordinated bonds	4,192	4,192	4,192	4,192	4,192	4,192		
Non-cumulative subordinated bonds  Non-cumulative subordinated notes	271	271	271	271	271	271		
Trust pass-through securities	151	163	161	155	156	147		
Surbordinated borrowings	40	42	43	42	44	45		
Currency revaluation on hybrid leverage	(155)	1	(44)	(123)	(38)	(78)		
Hybrid leverage	4,952	5,122	5,076	4,990	5,078	5,030		
Senior debt	3,777	2,816	3,335	3,304	3,262	2,659		
Commercial paper and other short term debt	496	454	424	430	381	380		
Senior leverage	4,273	3,270	3,759	3,734	3,643	3,039		
Total financial leverage	9,225	8,392	8,835	8,724	8,721	8,069		
Total capitalization	26,932	26,865	27,486	27,339	27,746	26,437		
Gross financial leverage ratio	34.3%	31.2%	32.1%	31.9%	31.4%	30.5%		
GIOSS IIIIAIICIAI IEVERAYE FALIO	34.3%	31.2%	32.1%	31.9%	31.4%	30.5%		



Aegon N.V. Return on capital - net underlying earnings										unaudited
									amo	ounts in millions YTD
					June	30, 2013				
		The	United	Central Eastern		Spain and		Asset	Weighted	Run-off
	Americas (USD)	Netherlands (EUR)	Kingdom (GBP)	Europe (EUR)	Asia (EUR)	France (EUR)	VA Europe (EUR)	Management (EUR)	Average (EUR)	businesses (EUR)
Net underlying earnings / run-off earnings Average capital in units Average capital in units, excluding revaluation reserves and remeasurement of	631 22,217	122 4,629	43 3,212	20 593	7 384	17 1,291	3 185	30 230		18 2,183
defined benefit plans	19,087	3,852	2,647	585	347	1,309	184	232		1,951
Return on capital  Net underlying earnings / average capital in units excluding revaluation reserve and remeasurement of defined benefit plans	6.6%	6.4%	3.2%	6.8%	4.3%	2.6%	2.9%	26.4%	6.0%	1.8%

Aegon N.V.	
Return on equity - net underlying earnings	
	amounts in millions
	YTD
	June 30, 2013
	Total
	(EUR)
Net underlying earnings before leverage costs	684
Cost of leverage after tax <sup>1</sup>	(139)
Net underlying earnings after leverage allocation	545
Average common shareholders' equity excluding revaluation reserve and	
remeasurement of defined benefit plans	17,356
Return on equity	
Net underlying earnings / average shareholders' equity excluding revaluation	
reserve and remeasurement of defined benefit plans	6.3%
<sup>1</sup> Cost of leverage after tax includes coupons on perpetual capital securities, coupons on non-cumulative subordinate	d notes and preferred dividend

		amo	ounts in millions
			YTD
March 31, 2013	Dec. 31, 2012	Sept. 30, 2012	June 30, 2012
1101011 51/ 2015	DCC: DI/ LOIL	Ocpti 50/ E01E	June 50, E01E
323	1,424	1,067	684
(63)	(254)	(191)	(128)
260	1,170	876	556
16,587	15,879	15,909	15,836
c 20/	7.40/	7.20/	7.00/
6.3%	7.4%	7.3%	7.0%

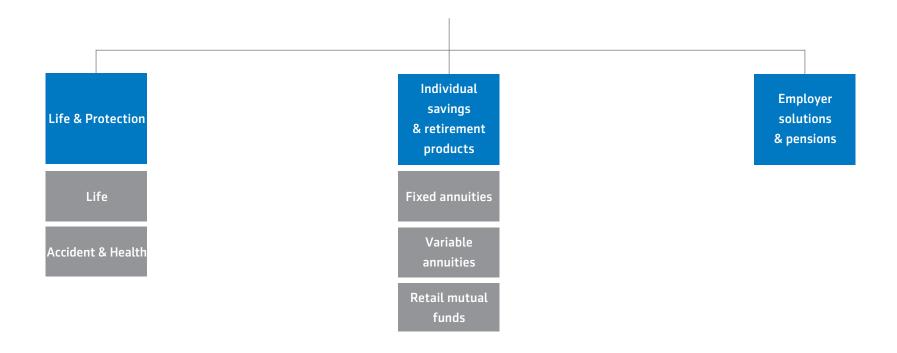


Aegon N.V. Run-off businesses										unaudited
	EUR					EUR			amount	s in millions
	2011		2012			2011		2013		
	First	Second	Third	Fourth	Full	First	Second	Third	Fourth	YTD
	Quarter	Quarter	Quarter	Quarter	Year	Quarter	Quarter	Quarter	Quarter	
Earnings										
Americas - Spread based business	(7)	1	(3)	2	(7)	2	4			6
Americas - Payout annuities	(3)	(4)	(3)	(3)	(13)	7	(7)			-
Americas - BOLI/COLI	17	18	17	11	63	12	9			21
Americas - Life reinsurance	(9)	(8)	1	(25)	(41)	(35)	7			(28
Total earnings - run off businesses	(2)	7	12	(15)	2	(14)	13			(1)
Institutional spread based account balance roll (	forward									
Account balances beginning of period	7,641	6,415	6,431	6,232	7,641	5,618	4,802			5,618
Withdrawals	(1,037)	(361)	(168)	(478)	(2,044)	(958)	(528)			(1,486
Other	(189)	377	(31)	(136)	21	142	(112)			30
Total account balance end of period	6,415	6,431	6,232	5,618	5,618	4,802	4,162			4,162
Payout annuities account balance roll forward										
General account balances beginning of period	5,999	5,662	6,097	6,102	5,999	5,966	6,011			5,966
Lapses and death	(112)	(111)	(121)	(114)	(458)	(106)	(107)			(213
Interest credited	87	90	91	84	352	71	86			157
Other	(312)	456	35	(106)	73	80	(362)			(282
Total account balance end of period	5,662	6,097	6,102	5,966	5,966	6,011	5,628			5,628
-		-	-				•			
BOLI/COLI account balance roll forward										
General account balances beginning of period	7,979	7,870	8,201	8,143	7,979	6,159	6,406			6,159
Deposits	8	2	1	2	13	4	4			8
Lapses and death	(32)	(247)	(15)	(1,722)	(2,016)	(14)	(131)			(145
Other	(85)	576	(44)	(264)	183	257	(30)			227
Total account balance end of period	7,870	8,201	8,143	6,159	6,159	6,406	6,249			6,249



## Reporting structure

# Aegon Americas





Aegon Americas Earnings & revenues									ι	unaudited
	1100					1100			amounts	in millions
	USD		2012			USD		2013		
	First	Second	Third	Fourth	Full	First	Second	Third	Fourth	YTD
	Quarter	Quarter	Quarter	Quarter	Year	Quarter	Quarter	Quarter	Quarter	
Underlying earnings before tax by line of business										
Life and protection	149	197	212	188	746	160	195			355
Individual savings and retirement products										
Fixed annuities	63	63	66	63	255	56	61			117
Variable annuities	98	86	63	112	359	102	104			206
Retail mutual funds	5	5	7	8	25	5	7			12
Employer Solutions & Pensions	72	78	96	73	319	82	89			171
Canada	7	18	6	9	40	6	12			18
Latin America	3	2	3	4	12	2	1			3
Underlying earnings before tax	397	449	453	457	1,756	413	469			882
Fair value items	83	(103)	(56)	(22)	(98)	(307)	(190)			(497)
Realized gains/(losses) on investments	12	70	86	57	225	62	38			100
Impairment charges	(39)	(50)	(22)	(40)	(151)	1	(41)			(40)
Other income/(charges)	(1)	(2)	-	(34)	(37)	(6)	(2)			(8)
Run-off businesses	(3)	`9´	15	(17)	4	(18)	Ì7			(1)
Income before tax	449	373	476	401	1,699	145	291			436
Income tax	(74)	(89)	(96)	(83)	(342)	-	(69)			(69)
Net income	375	284	380	318	1,357	145	222			367
Net underlying earnings	282	329	334	343	1,288	295	336			631
Revenues *										
Life insurance	2,071	2,071	2,057	2,206	8,405	2,038	2,018			4,056
Accident and Health insurance	582	585	596	593	2,356	586	590			1,176
Total gross premiums	2,653	2,656	2,653	2,799	10,761	2,624	2,608			5,232
Investment income	1,167	1,193	1,159	1,175	4,694	1,110	1,116			2,226
Fee and commission income	373	377	353	409	1,512	393	432			825
Other revenues	-	1	3	2	6	1	3			4
Total revenues	4,193	4,227	4,168	4,385	16,973	4,128	4,159			8,287

<sup>\*</sup> Revenues include Run-off businesses



Aegon Americas										unaudited
Earnings & revenues									amounts	s in millions
	EUR					EUR			411104116	
			2012					2013		
	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Full Year	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	YTD
Underlying earnings before tax by line of business	Quarter	Quarter	Quarter	Quarter	rear	Quarter	Quarter	Quarter	Quarter	
Life and protection	113	154	168	146	581	121	150			271
Individual savings and retirement products										
Fixed annuities	48	49	52	49	198	42	47			89
Variable annuities	75	67	51	87	280	77	80			157
Retail mutual funds	4	4	6	5	19	4	6			10
Employer Solutions & Pensions	55	60	78	55	248	62	67			129
Canada	6	13	5	7	31	5	9			14
Latin America	2	2	2	3	9	1	1			2
Underlying earnings before tax	303	349	362	352	1,366	312	360			672
Fair value items	64	(79)	(45)	(16)	(76)	(232)	(147)			(379)
Realized gains/(losses) on investments	9	54	69	43	175	47	30			77
Impairment charges	(30)	(39)	(17)	(31)	(117)	1	(31)			(30)
Other income/(charges)	(1)	(1)	(1)	(25)	(28)	(5)	(1)			(6)
Run-off businesses	(2)	7	12	(15)	2	(14)	13			(1)
Income before tax	343	291	380	308	1,322	109	224			333
Income tax	(57)	(69)	(77)	(63)	(266)	-	(53)			(53)
Net income	286	222	303	245	1,056	109	171			280
Net underlying earnings	215	257	266	264	1,002	223	258			481
Revenues *										
Life insurance	1,581	1,615	1,643	1,702	6,541	1,545	1,546			3,091
Accident and Health insurance	444	456	476	457	1,833	444	452			896
Total gross premiums	2,025	2,071	2,119	2,159	8,374	1,989	1,998			3,987
Investment income	890	930	927	907	3,654	841	855			1,696
Fee and commission income	285	294	282	316	1,177	297	331			628
Other revenues	-	1	2	2	5	1	2			3
Total revenues	3,200	3,296	3,330	3,384	13,210	3,128	3,186			6,314

<sup>\*</sup> Revenues include Run-off businesses



Aegon Americas Life & protection - production and	oornings								ι	ınaudited
Life & protection - production and	carinings								amounts	in millions
	USD					USD				
			2012					2013		
	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Full Year	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	YTI
Life production										
Agency	116	118	116	149	499	106	118			224
Direct	17	17	16	14	64	13	15			28
Total retail new life sales	133	135	132	163	563	119	133			252
Universal life	60	60	56	85	261	43	50			93
Term	35	36	35	40	146	38	43			81
Whole life/other	37	37	40	36	150	37	39			76
Variable life	1	2	1	2	6	1	1			2
Total retail new life sales	133	135	132	163	563	119	133			252
Accident and Health production										
Agency	63	60	64	65	252	67	63			130
Direct	168	165	155	165	653	197	144			341
Total Accident and Health production	231	225	219	230	905	264	207			471
Life insurance	1,059	1,029	1,033	1,111	4,232	1,046	1,032			2,078
Accident and Health insurance	580	584	595	592	2,351	585	589			1,174
Total gross premiums	1,639	1,613	1,628	1,703	6,583	1,631	1,621			3,252
Earnings										
Underlying earnings before tax	149	197	212	188	746	160	195			355



Aegon Americas Life & protection - account balances										unaudited
Life & protection decount buildines									amoun	ts in millions
	USD		2012			USD		2012		
	First	Second	2012 Third	Fourth	Full	First	Second	2013 Third	Fourth	YTD
	Quarter	Quarter	Quarter	Quarter	Year	Quarter	Quarter	Quarter	Quarter	לוו
General account balance roll forward										
Universal life account balances beginning of period	14,678	14,689	14,720	14,788	14,678	14,850	14,879			14,850
Deposits	493	447	461	522	1,923	480	521			1,001
Lapses and deaths	(242)	(204)	(197)	(225)	(868)	(210)	(217)			(427)
Other	(240)	(212)	(196)	(235)	(883)	(241)	(306)			(547)
Universal life account balances end of period	14,689	14,720	14,788	14,850	14,850	14,879	14,877			14,877
Term	1,280	1,316	1,360	1,406	1,406	1,459	1,520			1,520
Whole life/other	10,419	10,391	10,369	10,418	10,418	10,599	10,560			10,560
Total general account reserves	26,388	26,427	26,517	26,674	26,674	26,937	26,957			26,957
Universal life yield and spread information - US only	(annualized)									
Average yield on investments	5.81%	5.81%	5.75%	5.74%	5.78%	5.73%	5.70%			5.72%
Average crediting rate	4.23%	4.22%	4.22%	4.22%	4.22%	4.22%	4.22%			4.22%
Average gross spread	1.58%	1.59%	1.53%	1.52%	1.56%	1.51%	1.48%			1.50%
Average guaranteed rate	4.14%	4.14%	4.14%	4.13%	4.13%	4.14%	4.14%			4.14%
Separate account balances roll forward										
Account balances beginning of period	4,476	4,838	4,541	4,641	4,476	4,549	4,742			4,549
Deposits	72	75	68	68	283	68	64			132
Lapses and deaths	(109)	(56)	(75)	(79)	(319)	(77)	(83)			(160)
Other	399	(316)	107	(81)	109	202	(24)			178
Total account balances end of period	4,838	4,541	4,641	4,549	4,549	4,742	4,699			4,699
Separate account balances by fund type										
Fixed income	601	629	599	597	597	573	564			564
Equities	4,237	3,912	4,042	3,952	3,952	4,169	4,135			4,135
Total account balances end of period	4,838	4,541	4,641	4,549	4,549	4,742	4,699			4,699
Gross investment return to policyholder	10.56%	(4.54%)	4.08%	(0.02%)	10.05%	6.17%	(0.27%)			5.90%
Health reserves										
Accidental death and dismemberment	385	382	386	379	379	376	377			377
Long term care	3,569	3,691	4,080	4,114	4,114	4,136	4,040			4,040
Other health	816	802	845	835	835	837	825			825
Total health reserves	4,770	4,875	5,311	5,328	5,328	5,349	5,242			5,242
DAC/VOBA/FSR's roll forward										
Balance at beginning of period	6,737	6,794	6,594	6,584	6,737	6,636	6,809			6,636
Capitalized during the period	208	214	207	247	876	212	219			431
Amortized during the period	(184)	(185)	(123)	(196)	(688)	(163)	(166)			(329)
Shadow accounting adjustments	29	(218)	(107)	2	(294)	130	367			497
Other	4	(11)	13	(1)	5	(6)	(4)			(10)
Balance at end of period	6,794	6,594	6,584	6,636	6,636	6,809	7,225			7,225



Aegon Americas Individual savings and retirement prod	uete									unaudited
individual savings and retirement prod									amounts	s in millions
	USD		2012			USD		2012		
	First	Second	2012 Third	Fourth	Full	First	Second	2013 Third	Fourth	YTD
	Quarter	Quarter	Quarter	Quarter	Year	Quarter	Quarter	Quarter	Quarter	110
Production	Quarter	Quarter	Quarter	Quarter	rear	Quarter	Quarter	Quarter	Quarter	
Agency	11	11	12	21	55	20	19			39
Banks	80	65	47	124	316	169	117			286
Fixed annuity deposits	91	76	59	145	371	189	136			325
Agency	10	12	6	9	37	12	10			22
Banks	243	269	266	282	1,060	320	452			772
Fee planners/wirehouses/broker-dealers	849	908	1,009	1,027	3,793	1,141	1,649			2,790
Direct	112	116	109	122	459	149	140			289
Variable annuity deposits	1,214	1,305	1,390	1,440	5,349	1,622	2,251			3,873
Agency	22	17	19	19	77	23	26			49
Banks	113	131	129	135	508	174	175			349
Fee planners/wirehouses/broker-dealers	619	664	725	844	2,852	990	1,023			2,013
Retail mutual fund deposits	754	812	873	998	3,437	1,187	1,224			2,411
Total Individual savings and retirement deposits	2,059	2,193	2,322	2,583	9,157	2,998	3,611			6,609
Agency	43	40	37	49	169	55	55			110
Banks	436	465	442	541	1,884	663	744			1,407
Fee planners/wirehouses/broker-dealers	1,468	1,572	1,734	1,871	6,645	2,131	2,672			4,803
Direct	112	116	109	122	459	149	140			289
Total Individual savings and retirement deposits	2,059	2,193	2,322	2,583	9,157	2,998	3,611			6,609
Earnings										
Underlying earnings before tax	166	154	136	183	639	163	172			335
DAC/VOBA/FSR's roll forward										
Balance at beginning of period	1,518	1,620	1,620	1,661	1,518	1,690	1,828			1,690
Capitalized during the period	83	73	86	89	331	97	135			232
Amortized during the period	56	(112)	16	(72)	(112)	37	(13)			24
Shadow accounting adjustments	(37)	39	(61)	12	(47)	5	44			49
Other						(1)				(1)
Balance at end of period	1,620	1,620	1,661	1,690	1,690	1,828	1,994			1,994



Aegon Americas Fixed annuities										unaudited
	USD					USD			amoun	ts in millions
			2012					2013		
	First	Second	Third	Fourth	Full	First	Second	Third	Fourth	YTC
	Quarter	Quarter	Quarter	Quarter	Year	Quarter	Quarter	Quarter	Quarter	
Earnings										
Underlying earnings before tax	63	63	66	63	255	56	61			117
Fixed annuity balances roll forward										
General account annuities beginning of period	22,026	21,596	19,657	19,313	22,026	18,765	18,349			18,765
Deposits	91	76	59	145	371	189	136			325
Lapses and deaths	(719)	(683)	(603)	(877)	(2,882)	(742)	(744)			(1,486)
Interest credited	209	172	178	161	720	160	148			308
Other	(11)	(1,504)	22	23	(1,470)	(23)	16			(7)
Total general account annuities end of period	21,596	19,657	19,313	18,765	18,765	18,349	17,905			17,905
Fixed account of variable annuities	(1,011)	(997)	(988)	(977)	(977)	(961)	(1,020)			(1,020)
Total fixed annuity balances	20,585	18,660	18,325	17,788	17,788	17,388	16,885			16,885
General account annuity balances										
Retail deferred annuities	19,254	17,360	17,056	16,482	16,482	15,969	15,517			15,517
Payout annuities	1,415	1,398	1,377	1,439	1,439	1,531	1,568			1,568
Total return	660	641	628	599	599	612	590			590
Equity indexed annuities	267	258	252	245	245	237	230			230
Total general account annuities end of period	21,596	<b>19,657</b>	19,313	18,765	18,765	18,349	17,905			17,905
DAC/VOBA/FSR's roll forward										
	276	247	205	220	276	220	220			220
Balance at beginning of period	376	347	295	228	376	229	238			229
Capitalized during the period	2	- (07)	- (4.2)	- (10)	2	-	-			-
Amortized during the period	4	(87)	(13)	(13)	(109)	10	6			16
Shadow accounting adjustments	(35)	35	(54)	14	(40)	(1)	35			34
Balance at end of period	347	295	228	229	229	238	279			279
US retail deferred annuities yield and spread information (ar	•									
Average yield on investments	5.10%	4.47%	4.74%	4.85%	4.78%	4.62%	4.27%			4.45%
Average crediting rate	3.42%	3.42%	3.40%	3.42%	3.41%	3.36%	3.35%			3.36%
Average crediting rate on new business	1.30%	1.28%	1.33%	1.28%	1.29%	1.29%	1.36%			1.33%
Average gross spread	1.68%	1.05%	1.35%	1.43%	1.37%	1.26%	0.92%			1.09%
Average underlying gross spread	1.52%	1.25%	1.37%	1.39%	1.38%	1.10%	1.12%			1.11%
Average guaranteed rate	2.68%	2.68%	2.68%	2.66%	2.68%	2.64%	2.62%			2.62%
US retail deferred annuities lapse and death rates (annualize	ed)									
Surrenders and withdrawals	9.63%	8.91%	8.23%	14.13%	9.89%	12.11%	12.33%			12.26%
Deaths	3.06%	3.46%	3.67%	4.24%	3.50%	3.89%	3.93%			3.92%
Total	12.69%	12.37%	11.90%	18.37%	13.39%	16.00%	16.26%			16.18%



Aegon Americas										unaudited
Variable annuities									amount	s in million
	USD		2012			USD		2012		
	First	Second	Z01Z Third	Fourth	Full	First	Second	2013 Third	Fourth	YTI
	Quarter	Quarter	Quarter	Quarter	Year	Quarter	Quarter	Quarter	Quarter	111
Earnings	Quarter	Quarter	Quarte.	Quarte.	. cu.	Quarter	Quai cc.	Qua. cc.	Quarter.	
Underlying earnings before tax	98	86	63	112	359	102	104			206
Variable annuity balances roll forward										
Separate account annuities beginning of period	41,490	44,971	44,111	46,211	41,490	46,971	49,921			46,971
Deposits	1,214	1,305	1,390	1,440	5,349	1,619	2,248			3,867
Lapses and deaths	(851)	(856)	(914)	(996)	(3,617)	(920)	(944)			(1,864
Other	3,118	(1,309)	1,624	316	3,749	2,251	(191)			2,060
Total separate account annuities end of period	44,971	44,111	46,211	46,971	46,971	49,921	51,034			51,034
Fixed account of variable annuities	1,011	997	988	977	977	961	1,020			1,020
Total variable annuity balances	45,982	45,108	47,199	47,948	47,948	50,882	52,054			52,054
VA margin, basis points (annualized)	89	76	55	94	79	83	82			82
Separate account balances by fund type										
Fixed income	18,839	21,092	21,354	21,290	21,290	20,491	20,177			20,177
Equities	26,132	23,019	24,857	25,681	25,681	29,430	30,857			30,857
Separate account balance end of period	44,971	44,111	46,211	46,971	46,971	49,921	<b>51,034</b>			<b>51,034</b>
	44/37 1	44/111	40/211	40/371	40/371	43/322	51/654			51,054
Minimum guarantee net amount at risk										
GMDB only	1,913	2,151	1,960	1,940	1,940	1,692	1,696			1,696
GMDB and GMLB	1,445	1,887	1,656	1,506	1,506	1,274	1,384			1,384
GMLB only	65	93	93	79	79	74	82			82
Total net amount at risk	3,423	4,131	3,709	3,525	3,525	3,040	3,162			3,162
Separate account annuity balances US deferred annuities										
	4,564	4,547	4,718	4,774	4,774	5,089	F 161			5,161
No guarantees GMDB Only	4,564 15,798	4,547 15,125	15,548	15,439	15,439	16,166	5,161 16,117			16,117
GMDB and GMLB	23,051	22,861	24,243	24,982	24,982	26,736	27,652			27,652
GMLB Only	1,558	1,578	1,702	1,776	1,776	1,930	2,104			2,104
Total separate account annuity balances	44,971	44,111	46,211	46,971	46,971	49,921	51,034			51,034
Gross investment return to policyholder	7.94%	(2.52%)	4.06%	1.10%	10.65%	5.19%	0.18%			5.32%
DAC/VOBA/FSR's roll forward										
Balance at beginning of period	1,142	1,273	1,325	1,433	1,142	1,462	1,590			1,462
Capitalized during the period	75	79	86	89	329	97	135			232
Amortized during the period	58	(31)	29	(59)	(3)	26	(18)			8
Shadow accounting adjustments	(2)	4	(7)	(1)	(6)	6	8			14
Other	_		_	-	-	(1)	(1)			(2
Balance at end of period	1,273	1,325	1,433	1,462	1,462	1,590	1,714			1,714
US deferred annuities lapse and death rates (annu	ualized)									
Surrenders and withdrawals	6.89%	6.47%	7.02%	7.21%	7.23%	6.57%	6.34%			6.58%
Deaths	1.30%	1.15%	1.10%	1.33%	1.28%	1.30%	1.15%			1.25%
Total	8.19%	7.62%	8.12%	8.54%	8.51%	7.87%	7.49%			7.83%



Aegon Americas Retail mutual funds										unaudited
Notali iliataai railas									amoun	ts in millions
	USD					USD				
			2012					2013		
	First	Second	Third	Fourth	Full	First	Second	Third	Fourth	YTD
	Quarter	Quarter	Quarter	Quarter	Year	Quarter	Quarter	Quarter	Quarter	
Earnings										
Underlying earnings before tax	5	5	7	8	25	5	7			12
Retail mutual fund account balances roll forward										
Account balances beginning of period	11,441	12,763	12,418	12,840	11,441	13,078	13,897			13,078
Deposits	754	812	873	998	3,437	1,187	1,224			2,411
Withdrawals	(785)	(724)	(720)	(886)	(3,115)	(943)	(1,075)			(2,018)
Other	1,353	(433)	269	126	1,315	575	(39)			536
Total account balance at end of period	12,763	12,418	12,840	13,078	13,078	13,897	14,007			14,007
Gross investment return to mutual fund holder	11.84%	(3.38%)	2.15%	0.98%	11.33%	4.36%	(0.28%)			4.03%



Aegon Americas										unaudite
Employer solutions & pensions									amount	s in million
	USD					USD				
	Final	Carand	2012 Third	Farrela	Full	First	Carand	2013 Third	Faculta	YTI
	First Quarter	Second Quarter	Quarter	Fourth Quarter	Year	Quarter	Second Quarter	Quarter	Fourth Quarter	TIL
Production										
Retirement plans	6,153	4,159	3,964	4,688	18,964	5,827	4,340			10,167
Purchased annuities	1	-	-	1	2	-	-			-
Total pension deposits	6,154	4,159	3,964	4,689	18,966	5,827	4,340			10,167
Retirement plans	3,080	2,533	3,472	2,313	11,398	3,034	3,468			6,502
Total pension sales	3,080	2,533	3,472	2,313	11,398	3,034	3,468			6,502
Stable Value Solutions Deposits	1,391	2,119	1,648	1,260	6,418	341	385			726
Earnings										
Underlying earnings before tax	72	78	96	73	319	82	89			171
Pension account balances										
Retirement plans	87,659	87,489	91,873	94,646	94,646	102,368	103,797			103,797
Purchased annuities	3,912	3,967	4,019	4,001	4,001	4,002	3,723			3,723
Total Pension account balances	91,571	91,456	95,892	98,647	98,647	106,370	107,520			107,520
Retirement plans roll forward										
Account balances at beginning of period	79,226	87,659	87,489	91,873	79,226	94,646	102,368			94,646
Deposits	6,153	4,159	3,964	4,688	18,964	5,827	4,339			10,166
Withdrawals/Benefits	(3,856)	(2,515)	(3,275)	(3,014)	(12,660)	(3,182)	(3,045)			(6,227
Other	6,136	(1,814)	3,695	1,099	9,116	5,077	135			5,212
Total account balance at end of period	87,659	87,489	91,873	94,646	94,646	102,368	103,797			103,797
Stable Value Solutions account balance roll forward										
Account balances at beginning of period	59,673	59,898	59,740	60,852	59,673	60,871	60,755			60,871
Deposits	1,391	2,119	1,648	1,260	6,418	341	385			726
Withdrawals	(1,813)	(2,574)	(1,120)	(1,534)	(7,041)	(1,067)	(799)			(1,866
Other	647	297	584	293	1,821	610	391			1,001
Total account balance at end of period	59,898	59,740	60,852	60,871	60,871	60,755	60,732			60,732
DAC/VOBA/FSR's roll forward										
Balance at beginning of period	360	364	365	367	360	373	380			373
Capitalized during the period  Amortized during the period	12 (9)	9 (8)	9 (7)	12 (7)	42 (31)	14 (7)	10 (7)			24 (14
Shadow accounting adjustments	(9)	(0)	(7)	1	(31)	(/)	1			(14
Balance at end of period	364	365	367	373	373	380	384			384
Pension margin, basis points (annualized)	24	24	26	22	24	24	24			24
Number of pension participants serviced (thousands)	3,010	3,031	3,023	3,065	3,065	3,178	3,205			3,205



Aegon Americas Canada										unaudited
Canada									amount	s in millions
	USD		2012			USD		2013		
	First	Second	Third	Fourth	Full	First	Second	Third	Fourth	YTD
	Quarter	Quarter	Quarter	Quarter	Year	Quarter	Quarter	Quarter	Quarter	
New Life sales										
Life Single premiums	1				1	_				
Recurring premiums annualized	14	15	15	16	60	16	17			33
Total recurring plus 1/10 single	14	15	15	16	60	16	17			33
Production										
Fixed annuities	2	1	1	1	5	1				_1
Variable annuities	60	25	23	26	134	32	18			50
Retail mutual funds  Total deposits	12 <b>74</b>	7 <b>33</b>	9 <b>33</b>	10 <b>37</b>	38 <b>177</b>	14 <b>47</b>	12 <b>30</b>			26 <b>77</b>
	/4	33	33	3/	1//	4/	30			//
<b>Earnings</b> Underlying earnings before tax	7	18	6	9	40	6	12			18
General Account balance roll forward										
Universal Life Account balances beginning of period	2,979	3,147	3,076	3,275	2,979	3,325	3,372			3,325
Deposits	101	101	102	105	409	102	103			205
Lapses and deaths	(32)	(24)	(28)	(20)	(104)	(21)	(28)			(49)
Other Universal life account balances end of period	99 <b>3,147</b>	(148) <b>3,076</b>	125 <b>3,275</b>	(35) <b>3,325</b>	41 <b>3,325</b>	(34) <b>3,372</b>	(160) <b>3,287</b>			(194) <b>3,287</b>
Term	331	324	337	330	330	326	315			315
Whole Life	1,138	1,113	1,156	1,143	1,143	1,122	1,081			1,081
Total traditional reserves	4,616	4,513	4,768	4,798	4,798	4,820	4,683			4,683
Fixed annuity balances roll forward										
Separate account annuities beginning of period	124	122	116	117	124	108	101			108
Deposits	2	1	1	1	5 (20)	1	- (4)			1
Lapses and deaths Other	(8) 4	(6) (1)	(6) 6	(10)	(30)	(7) (1)	(4) (3)			(11) (4)
Total fixed annuity balances	122	116	117	108	108	101	94			94
Variable annuity balances roll forward										
Separate account annuities beginning of period	2,397	2,449	2,255	2,313	2,397	2,211	2,162			2,211
Deposits	60	25	23	26	134	32	18			50
Lapses and deaths	(157)	(114)	(107)	(134)	(512)	(125)	(107)			(232)
Other	149	(105)	142	6	192	44	(100)			(56)
Total variable annuity balances	2,449	2,255	2,313	2,211	2,211	2,162	1,973			1,973
Retail mutual fund account balances roll forward										
Account balances beginning of period	130	139	136	146	130	148	152			148
Deposits	12	7	9	10	38	14	12			26
Withdrawals	(13)	(6)	(11)	(7)	(37)	(9)	(15)			(24)
Other	10	(4)	12	(1)	17	(1)	(10)			(11)
Total account balance at end of period	139	136	146	148	148	152	139			139
DAC/VOBA/FSR's roll forward										
Balance at beginning of period	1,439	1,418	1,378	1,416	1,439	1,561	1,498			1,561
Capitalized during the period	28	28	28	32	116	30	33			63
Amortized during the period	(36)	(18)	(23)	7	(70)	(32)	(40)			(72)
Shadow accounting adjustments	(40)	(22)	(16)	122	44	(31)	28			(3)
Other	27	(28)	49	(16)	32	(30)	(57)			(87)
Balance at end of period	1,418	1,378	1,416	1,561	1,561	1,498	1,462			1,462



Aegon Americas Latin America									u	ınaudited
									amounts	in millions
	USD					USD				
			2012					2013		
	First	Second	Third	Fourth	Full	First	Second	Third	Fourth	YTD
	Quarter	Quarter	Quarter	Quarter	Year	Quarter	Quarter	Quarter	Quarter	
Underlying earnings before tax	3	2	3	4	12	2	1		-	3
Net income	2	2	1	3	8	1	1			2
Net underlying earnings	2	2	1	3	8	1	1			2
Revenues										
Life insurance	56	48	62	47	213	51	51			102
Total gross premiums	56	48	62	47	213	51	51			102
Investment income	2	3	1	1	7	2	1			3
Other revenues	-	1	2	1	4	1	1			2
Total revenues	58	52	65	49	224	54	53			107



Aegon Americas Investments general account	unaudited
amounts in millions, except for the	he impairment data USD
	June 30, 2013
Cash / Treasuries / Agencies Investment grade corporates High yield (and other) corporates Emerging markets debt Commercial MBS Residential MBS Non-housing related ABS	18,604 47,994 3,107 1,958 6,806 6,645 3,723
Subtotal	88,837
Residential mortgage loans Commercial mortgage loans Total mortgages	41 8,749 <b>8,790</b>
Convertibles & preferred stock Common equity & bond funds Private equity & hedge funds	446 1,575 1,744
<b>Total equity like</b> Real estate Other	<b>3,765</b> 1,912 1,042
Investments general account (excluding policy loans)	104,346
Policyholder loans Investments general account	2,693 <b>107,039</b>
Impairments as bps (quarterly)	4

		am	ounts in millions
USD			
March 31, 2013	Dec. 31, 2012	Sept. 30, 2012	June 30, 2012
19,965	22,503	22,610	22,153
50,435	50,019	50,711	49,865
3,152	3,276	3,319	3,140
2,094	2,089	2,054	1,986
6,848	6,891	6,963	7,134
6,519	6,703	6,941	6,771
4,064	3,932	4,090	4,568
93,077	95,413	96,688	95,617
41	44	46	47
8,778	8,970	9,412	9,678
8,819	9,014	9,458	9,725
0,013	5,014	3/430	3,723
437	430	449	436
1,627	1,542	1,495	1,409
1,786	1,847	1,853	1,878
3,850	3,819	3,797	3,723
2,010	1,956	2,031	2,007
1,008	1,053	1,030	1,012
108,764	111,255	113,004	112,084
2,714	2,733	2,755	2,755
111,478	113,988	115,759	114,839
1	3	2	6
1	3	2	0

Aegon Americas Structured assets and corporate bo	onds							
							amou	nts in millions
	USD				1 20 2012			
					June 30, 2013			
		AAA	AA	Α	BBB	<bbb< th=""><th>NR</th><th>Total</th></bbb<>	NR	Total
Structured assets by rating								
Commercial MBS	5	,295	466	509	297	239	-	6,806
Residential MBS		163	2,790	152	411	3,129	-	6,645
Non-housing related ABS	1	,655	807	520	328	413	-	3,723
Total	7,	113	4,063	1,181	1,036	3,781	-	17,174
Credits by rating								
IG Corporates		433	4,674	21,626	21,261	-	-	47,994
High yield corporate		-	-	-		3,107	-	3,107
Emerging Markets debt		4	57	634	918	345	-	1,958
Total		437	4,731	22,260	22,179	3,452	-	53,059
Cash / Treasuries / Agencies								18,604
Total	7.	550	8,794	23,441	23,215	7,233	-	88,837



Aegon Americas							ı	unaudited
Investments general account							amounte	in millions
	USD				USD		amounts	III IIIIIIIOII
		201				201		
	First	Second	Third	Fourth	First	Second	Third	Fourth
	Quarter	Quarte						
Available-for-sale								
Bonds								
US Treasuries/Agencies	7,252	7,398	7,569	7,592	7,598	7,771		
AAA	9,793	9,338	8,957	8,380	8,271	7,837		
AA	10,302	9,872	9,854	9,891	9,658	9,710		
A	25,340	26,396	26,745	25,754	25,830	24,154		
BBB	23,857	22,817	23,277	23,395	23,600	22,696		
BB	2,538	2,636	2,760	2,659	2,659	2,605		
В	1,497	1,511	1,662	1,743	1,540	1,579		
CCC or lower	2,460	2,471	2,643	2,851	3,127	2,952		
Shares	612	652	676	658	646	646		
Money market investments	9,182	11,098	11,110	11,136	8,808	7,670		
Other	1,097	1,196	1,213	1,223	1,174	1,203		
Total available-for-sale (at fair value)	93,930	95,385	96,466	95,282	92,911	88,823		
Loans								
Policy loans	2,770	2,755	2,755	2,733	2,714	2,693		
Mortgage loans	10,372	9,725	9,458	9,014	8,819	8,790		
Total loans (at amortized cost)	13,142	12,480	12,213	11,747	11,533	11,483		
Real estate (at fair value)	997	1,101	1,094	1,009	1,036	958		
Financial assets at fair value through profit or loss								
Assets backing liabilities at fair value	3,163	3,031	3,137	3,084	3,149	3,025		
Assets not backing liabilities at fair value:								
Common stock	117	117	118	137	134	134		
Limited partnerships								
Real estate	902	906	937	946	973	953		
Hedge funds	811	765	777	825	777	775		
Other	901	929	893	853	843	808		
Other	154	125	124	105	122	80		
Total financial assets at fair value through profit or loss	6,048	5,873	5,986	5,950	5,998	5,775		
		111.006	44	112.005				
Investments general account	114,117	114,839	115,759	113,988	111,478	107,039		



Aegon Americas Investments portfolio - Aegon US						unaudited
	USD				am	ounts in millions
	030		June 30	, 2013		
Corporate bonds			Gross	Gross	Net	% Fair
Corporate Bonds	Fair	Amortized	unrealized	unrealized	unrealized	value to
	value	cost	gain	(loss)	gain/(loss)	amortized cost
Financial						
Banking	6,728	6,826	392	(490)	(98)	98.6%
Brokerage	389	374	24	(9)	15	104.0%
Insurance	3,661	3,424	393	(156)	237	106.9%
Other finance	719	687	60	(28)	32	104.7%
REIT's	1,481	1,420	109	(48)	61	104.3%
Total financial	12,978	12,731	978	(731)	247	101.9%
Industrial						
Basic industry	2,431	2,368	169	(106)	63	102.7%
Capital goods	2,786	2,560	322	(96)	226	108.8%
Communications	4,413	4,098	440	(125)	315	107.7%
Consumer cyclical	4,442	4,082	478	(118)	360	108.8%
Consumer non-cyclical	7,595	7,007	874	(286)	588	108.4%
Energy	3,952	3,631	438	(117)	321	108.8%
Other industry	33	33	-	-	-	100.0%
Technology	2,455	2,291	248	(84)	164	107.2%
Transportation	1,691	1,578	154	(41)	113	107.2%
Total industrial	29,798	27,648	3,123	(973)	2,150	107.8%
Utility						
Electric	4,086	3,732	520	(166)	354	109.5%
Natural gas	1,791	1,644	178	(31)	147	108.9%
Other utility	280	235	45	-	45	119.1%
Total utility	6,157	5,611	743	(197)	546	109.7%
Total	48,933	45,990	4,844	(1,901)	2,943	106.4%

IFRS Basis - Includes Available for Sale and Fair Value Through Profit/Loss assets. Corporate bonds, excluding Emerging Market Debt and Convertible Bonds



Aegon Americas Investments portfolio - Aegon US						unaudited
investments portions - Aegon 03					am	ounts in millions
	USD		June 30	, 2013		
Structured assets	Fair	Amortized	Gross unrealized	Gross unrealized	Net unrealized	% Fair
	value	cost	gain	(loss)	gain/(loss)	amortized cost
Commercial MBS	6,721	6,580	293	(152)	141	102.1%
Residential MBS						
Government-Sponsored Enterprises (GSE) quaranteed	2,344	2,288	96	(40)	56	102.4%
Prime jumbo	360	365	14	(19)	(5)	98.6%
Alt-A	944	819	134	(9)	125	115.3%
Negative amortization	1,155	1,037	183	(65)	118	111.4%
Reverse mortgage	265	371	1	(107)	(106)	71.4%
Total residential MBS	5,068	4,880	428	(240)	188	103.9%
Non-housing related ABS	702	760	22	(4)	24	104 10/
Credit cards	793	762	32	(1)	31	104.1%
Auto loans	288	283	6	(1)	5	101.8%
Other ABS	78	78		-	-	100.0%
Student loans	425	444	5	(24)	(19)	95.7%
Rate reduction	1	1	-		-	100.0%
Small business loans	329	342	5	(18)	(13)	96.2%
Timeshare	141	138	3	-	3	102.2%
Aircraft	78	94	1	(17)	(16)	83.0%
Equipment lease	33	30	3	-	3	110.0%
Franchise loans	279	281	2	(4)	(2)	99.3%
Structured settlements	287	276	15	(4)	11	104.0%
Total non-housing related ABS	2,732	2,729	72	(69)	3	100.1%
Housing related ABS						
Subprime residential mortgage loans - fixed rate	948	917	78	(47)	31	103.4%
Subprime residential mortgage loans - floating rate	534	564	59	(89)	(30)	94.7%
Manufactured housing	86	84	3	(1)	2	102.4%
ABS Other housing	3	3	-	-	-	100.0%
Total housing related ABS	1,571	1,568	140	(137)	3	100.2%
CDO						
CDOs  Reglad by ARC comparate hands bank leans	040	040	10	(10)	_	100.00/
Backed by ABS, corporate bonds, bank loans	940	940	18	(18)		100.0%
Backed by Commercial Real Estate (CRE) & commercial MBS  Total CDOs	51 <b>991</b>	74 <b>1,014</b>	1 <b>19</b>	(24) <b>(42)</b>	(23) (23)	68.9% <b>97.7%</b>
104. 6503	331	1,017	19	(74)	(23)	31.170
Total	17,083	16,771	952	(640)	312	101.9%

IFRS Basis - Includes Available for Sale and Fair Value Through Profit / Loss assets.



## Reporting structure





#### **Aegon The Netherlands** unaudited **Earnings & revenues** amounts in millions EUR EUR 2012 2013 Third Fourth First Second Third Fourth Full First Second YTD Quarter Quarter Quarter Quarter Quarter Quarter Year Quarter Quarter Underlying earnings before tax by line of business 59 Life & savings 57 52 79 79 267 67 126 Pensions 21 27 14 5 67 13 19 32 Non-life (4) (11)(8) (4) (27)(1) (10)(11)7 5 Distribution 16 6 4 10 Share in underlying earnings before tax of associates 2 2 2 2 Underlying earnings before tax 85 85 85 74 81 74 325 159 Fair value items 34 134 (53)8 123 (73)(36)(109)Realized gains/(losses) on investments 34 70 138 23 (6) 40 63 86 Impairment charges (3) (13)(10)(29)(14)(22)(3) (8) Other income/(charges) (3) (266)(279)(27)(27) (3) (7) Income before tax 143 (67) 278 67 20 87 56 146 Income tax 27 (4) (28)(11)(8) (1)(9) (6) Net income 137 (40) 52 267 19 118 59 78 Net underlying earnings 64 59 68 69 260 65 **57** 122 Revenues 1,772 410 405 417 3,004 2,015 616 2,631 Life insurance Accident & Health insurance 109 43 34 34 220 123 49 172 General insurance 134 134 107 100 475 128 150 278 551 3,699 3,081 **Total gross premiums** 2,015 587 546 2,266 815 569 574 572 558 2,273 548 549 1,097 Investment income 80 79 329 81 163 Fee and commission income 86 84 82 **Total revenues** 2,670 1,197 1,193 6,301 2,896 1,445 4,341 1,241



Aegon The Netherlands										unaudited
Life & savings										
	EUR					EUR			amount	s in millions
	LOK		2012			LOK		2013		
	First	Second	Third	Fourth	Full	First	Second	Third	Fourth	YTD
	Quarter	Quarter	Quarter	Quarter	Year	Quarter	Quarter	Quarter	Quarter	
New life sales										
Life & savings	140	91	51	61	343	105	79			184
Single premiums Recurring premiums annualized	140	2	3	3	12	3	79			184
Total recurring plus 1/10 single	18	12	<b>7</b>	<b>9</b>	46	14	10			<b>24</b>
Total reculting plus 1/10 single	10	12	,	9	70	17	10			27
Gross deposits (on and off balance)										
Life & savings	560	367	275	282	1,484	404	327			731
_										
Earnings										
Underlying earnings before tax	57	52	79	79	267	67	59			126
Account Balances										
Life insurance contracts - general account	4,495	4,513	4,470	4,375	4,375	4,367	4,315			4,315
Life insurance contracts - account policy holders	8,842	8,812	9,029	8,929	8,929	9,193	8,895			8,895
Investment contracts	5,179	5,113	4,634	4,386	4,386	4,348	4,434			4,434
Total account balance	18,516	18,438	18,133	17,690	17,690	17,908	17,644			17,644
Life insurance contracts - general account roll for		4 40E	4 E12	4 470	4 455	4 27E	4 267			4 275
Account balances at beginning of period Premiums	4,455 172	4,495 122	4,513 82	4,470 91	4,455 467	4,375 128	4,367 105			4,375 233
Withdrawals / benefits	(159)	(156)	(161)	(224)	(700)	(174)	(167)			(341)
Other	27	52	36	38	153	38	10			48
Total account balance at end of period	4,495	4,513	4,470	4,375	4,375	4,367	4,315			4,315
			-							
Life insurance contracts - account of policyholders										
Account balances at beginning of period	8,634	8,842	8,812	9,029	8,634	8,929	9,193			8,929
Premiums Withdrawals / honofits	142 (357)	136 (363)	128 (278)	134 (283)	540 (1,281)	128 (294)	123 (301)			251 (595)
Withdrawals / benefits Other	423	197	367	(263) 49	1,036	430	(120)			310
Total account balance at end of period	8,842	8,812	9,029	8,929	8,929	9,193	8,895			8,895
	5,0:2	-,	2,022	0,023	0,523	-,	-,			0,000
DAC/VOBA/FSR's roll forward										
Balance at beginning of period	199	181	166	154	199	142	133			142
Capitalized during the period	1	1	1	1	4	1	1			2
Amortized during the period	(19)	(16)	(13)	(13)	(61)	(10)	(9)			(19)
Balance at end of period	181	166	154	142	142	133	125			125



Aegon The Netherlands Pensions										unaudited
	EUR					EUR			amount	s in millions
	LOK		2012			LOIC		2013		
	First	Second	Third	Fourth	Full	First	Second	Third	Fourth	YTD
	Quarter	Quarter	Quarter	Quarter	Year	Quarter	Quarter	Quarter	Quarter	
New life sales										
Pensions	4.05		100	0.50		244	0.4.0			
Single premiums	105	55	138	963	1,261	241	310			551
Recurring premiums annualized	4	5	4	61	74	2	7			9
Total recurring plus 1/10 single	14	11	18	157	200	26	38			64
Earnings										
Underlying earnings before tax	21	27	14	5	67	13	19			32
Account Balances										
Pensions - Life insurance contracts - general account	17,458	17,855	17,884	18,179	18,179	19,470	20,310			20,310
Pensions - Life insurance contracts - account PH	17,101	17,142	17,213	17,229	17,229	17,734	16,307			16,307
Investment contracts	274	272	269	269	269	269	271			271
Total account balance	34,833	35,269	35,366	35,677	35,677	37,473	36,888			36,888
Pension contracts - general account roll forward										
Account balances at beginning of period	16,748	17,458	17,855	17,884	16,748	18,179	19,470			18,179
Premiums	744	69	82	101	996	1,241	315			1,556
Withdrawals / benefits	(212)	(204)	(431)	21	(826)	(210)	(215)			(425)
Other	178	532	378	173	1,261	260	740			1,000
Total account balance at end of period	17,458	17,855	17,884	18,179	18,179	19,470	20,310			20,310
Pension contracts - account of policyholders roll fo	rward									
Account balances at beginning of period	15,854	17,101	17,142	17,213	15,854	17,229	17,734			17,229
Premiums	715	83	113	91	1,002	518	74			592
Withdrawals / benefits	(202)	(210)	(433)	(299)	(1,144)	(157)	(202)			(359)
Other	734	168	391	224	1,517	144	(1,299)			(1,155)
Total account balance at end of period	17,101	17,142	17,213	17,229	17,229	17,734	16,307			16,307
DAC/VOBA/FSR's roll forward										
Balance at beginning of period	88	84	81	77	88	78	75			78
Capitalized during the period	-	1	-	5	6	-	-			-
Amortized during the period	(4)	(4)	(4)	(4)	(16)	(3)	(4)			(7)
Balance at end of period	84	81	77	78	78	75	71			71



Aegon The Netherlands Non-life										unaudited
									amoun	ts in millions
	EUR		2012			EUR		2010		
			2012					2013		
	First	Second	Third	Fourth	Full	First	Second	Third	Fourth	YTD
	Quarter	Quarter	Quarter	Quarter	Year	Quarter	Quarter	Quarter	Quarter	
New premium production										
Accident and Health insurance	9	4	2	6	21	13	4			17
General insurance	9	7	7	7	30	8	6			14
Total Non-life production	18	11	9	13	51	21	10			31
Earnings										
Underlying earnings before tax	(4)	(11)	(8)	(4)	(27)	(1)	(10)			(11)
General insurance and Accident & Health ratios										
Claim ratio	75%	75%	73%	66%		72%	73%			
Cost ratio	32%	36%	36%	41%		33%	38%			
Combined ratio	107%	111%	109%	107%		105%	111%			



Aegon The Netherlands Distribution									ı	unaudited
									amounts	in millions
	EUR					EUR				
			2012					2013		
	First	Second	Third	Fourth	Full	First	Second	Third	Fourth	YTD
	Quarter	Quarter	Quarter	Quarter	Year	Quarter	Quarter	Quarter	Quarter	
Earnings	_	_	_	-		-	_	_	-	
Underlying earnings before tax	7	4	-	5	16	6	4			10
DAC/VOBA/FSR's roll forward										
Balance at beginning of period	25	25	24	23	25	24	24			24
Capitalized during the period	1	1	1	3	6	2	1			3
Amortized during the period	(1)	(2)	(2)	(2)	(7)	(2)	(2)			(4)
Balance at end of period	25	24	23	24	24	24	23			23



Aegon The Netherlands Investments general account	unaudited
amounts in millions, except (	for impairment data EUR
	June 30, 2013
Cash / Treasuries / Agencies Investment grade corporates High yield (and other) corporates Commercial MBS	11,719 5,301 59 44
Residential MBS Non-housing related ABS	1,328 1,149
Subtotal	19,600
Residential mortgage loans Commercial mortgage loans	21,702 87
Total mortgages	21,789
Common equity & bond funds Private equity & hedge funds	332 403
Total equity like Real estate Other	<b>735</b> 830 1,048
Investments general account (excluding policy loans)	44,002
Policyholder loans	11
Investments general account	44,013
Impairments as bps (quarterly)	3

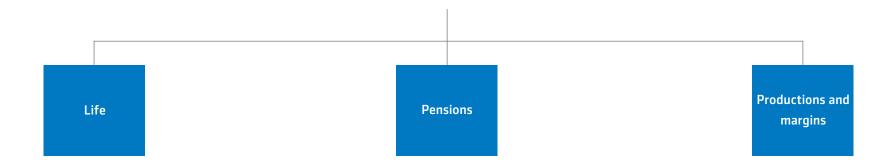
		am	ounts in million
EUR			
March 31, 2013	Dec. 31, 2012	Sept. 30, 2012	June 30, 201
12,017	11,861	10,153	10,00!
5,104	5,125	5,291	5,566
59	39	37	33
12	9	2	2
1,199	1,141	1,261	1,222
1,115 <b>19,506</b>	1,081 <b>19,256</b>	987 <b>17,731</b>	1,059 <b>17,887</b>
19,500	19,230	17,731	17,007
21,558	21,085	20,614	19,712
86	80	78	74
21,644	21,165	20,692	19,786
351	331	372	358
435	367	357	36!
786	698	729	723
842	860	869	884
1,053	1,071	1,090	1,118
43,831	43,050	41,111	40,398
8	9	10	10
43,839	43,059	41,121	40,408
2	1	2	1

Aegon The Netherlands Structured assets and corporate bon	ds						
otractarea abbets and corporate borr						amoui	nts in millions
	EUR					arrio a	
				June 30, 2013			
	AAA	AA	А	BBB	<bbb< td=""><td>NR</td><td>Tota</td></bbb<>	NR	Tota
Structured assets by rating							
Commercial MBS	-	-	30	14	-	-	44
Residential MBS	502	239	427	81	79	-	1,328
Non-housing related ABS	265	381	274	114	115	-	1,149
Total	767	620	731	209	194	-	2,521
Credits by rating							
IG Corporates	253	826	2,193	2,029	-	-	5,301
High yield corporate	-	-	-	-	59	-	59
Total	253	826	2,193	2,029	59	-	5,360
Cash / Treasuries / Agencies							11,719
Total	1,020	1,446	2,924	2,238	253	-	19,600



# Reporting structure

# Aegon United Kingdom





Aegon United Kingdom Earnings & revenues									ι	ınaudited
	GBP					GBP			amounts	in millions
	GBP		2012			GBP		2013		
	First	Second	Third	Fourth	Full	First	Second	Third	Fourth	YTD
	Quarter	Quarter	Quarter	Quarter	Year	Quarter	Quarter	Quarter	Quarter	110
Underlying earnings before tax by line of business	Quarter	Quarter	Quarter	Quarter	real	Quarter	Quarter	Quarter	Quarter	
Life	15	15	19	17	66	17	23			40
Pensions	11	7	2	5	25	5	-			5
Distribution *	(1)	-	(1)	_	(2)	(2)	-			(2)
Underlying earnings before tax	25	22	20	22	89	20	23			43
Fair value items	(2)	(1)	(14)	(9)	(26)	(2)	(1)			(3)
Realized gains/(losses) on investments	-	28	12	28	68	1	23			24
Impairment charges	-	-	-	-	-	-	(13)			(13)
Other income/(charges)	5	10	12	1	28	4	(43)			(39)
Income before tax	28	59	30	42	159	23	(11)			12
Income tax attributable to policyholder return	(5)	(11)	(11)	(5)	(32)	(6)	2			(4)
Income before tax on shareholders return	23	48	19	37	127	17	(9)			8
Income tax on shareholders return	16	(8)	11	(6)	13	(2)	6			4
Net income	39	40	30	31	140	15	(3)			12
Net underlying earnings	40	20	32	20	112	18	25			43
Revenues										
Life insurance gross premiums	1,180	1,275	1,142	1,303	4,900	1,473	1,542			3,015
Investment income	468	509	578	339	1,894	493	512			1,005
Fee and commission income	26	28	30	24	108	23	24			47
Total revenues	1,674	1,812	1,750	1,666	6,902	1,989	2,078			4,067

<sup>\*</sup> Distribution earnings combined with Pension earnings as from Q2 2013, following the sale of Positive Solutions



Aegon United Kingdom										unaudited
Earnings & revenues										
									amount	s in million
	EUR					EUR				
			2012					2013		
	First	Second	Third	Fourth	Full	First	Second	Third	Fourth	YT
	Quarter	Quarter	Quarter	Quarter	Year	Quarter	Quarter	Quarter	Quarter	
Underlying earnings before tax by line of business										
Life	17	20	23	21	81	20	27			47
Pensions	14	7	4	6	31	6	-			6
Distribution *	(1)	(1)	-	-	(2)	(2)	_			(2
Underlying earnings before tax	30	26	27	27	110	24	27			51
Fair value items	(2)	(1)	(17)	(11)	(31)	(3)	_			(3
Realized gains/(losses) on investments	-	34	14	`36 <sup>′</sup>	`84 <sup>´</sup>	1	28			29
Impairment charges	-	-	-	-	-	-	(16)			(16
Other income/(charges)	6	13	15	-	34	5	(51)			(46
Income before tax	34	72	39	52	197	27	(12)			15
Income tax attributable to policyholder return	(6)	(13)	(15)	(6)	(40)	(7)	1			(6 <b>9</b>
Income before tax on shareholders return	28	59	24	46	157	20	(11)			9
Income tax on shareholders return	19	(10)	15	(8)	16	(2)	7			5
Net income	47	49	39	38	173	18	(4)			14
Net underlying earnings	49	23	42	25	139	21	29			50
Revenues										
Life insurance gross premiums	1,415	1,572	1,445	1,615	6,047	1,732	1,814			3,546
Investment income	562	627	728	420	2,337	580	602			1,182
Fee and commission income	31	35	37	30	133	26	30			56
Total revenues	2,008	2,234	2,210	2,065	8,517	2,338	2,446			4,784

<sup>\*</sup> Distribution earnings combined with Pension earnings as from Q2 2013, following the sale of Positive Solutions



Aegon United Kingdom Life										unaudited
	GBP					GBP			amount	s in millions
	GDF		2012			GDF		2013		
	First	Second	Third	Fourth	Full	First	Second	Third	Fourth	YTD
	Quarter	Quarter	Quarter	Quarter	Year	Quarter	Quarter	Quarter	Quarter	
New life sales										
Life										
Single premiums	86	93	103	92	374	94	93			187
Recurring premiums annualized	8	8	8	10	34	6	5			11
Total recurring plus 1/10 single	17	17	19	19	72	15	15			30
Earnings										
Underlying earnings before tax	15	15	19	17	66	17	23			40
Account Balances										
Insurance contracts - general account	7,901	7,951	8,007	8,055	8,055	8,097	8,129			8,129
Total account balance	7,901	7,951	8,007	8,055	8,055	8,097	8,129			8,129
Insurance and investment contract roll forward										
Account balances at beginning of period	7,832	7,901	7,951	8,007	7,832	8,055	8,097			8,055
Deposits	144	150	160	152	606	147	153			300
Withdrawals / benefits	(160)	(159)	(159)	(156)	(634)	(162)	(163)			(325)
Other	85	59	55	52	251	57	42			99
Total account balance at end of period	7,901	7,951	8,007	8,055	8,055	8,097	8,129			8,129
DAC/VOBA/FSR's roll forward										
Balance at beginning of period	132	129	127	125	132	126	121			126
Capitalized during the period	13	13	13	16	55	9	11			20
Amortized during the period	(16)	(15)	(15)	(15)	(61)	(14)	(14)			(28)
Balance at end of period	129	127	125	126	126	121	118			118



Aegon United Kingdom Pensions										unaudited
Clisions									amount	ts in millions
	GBP					GBP				
			2012					2013		
	First	Second	Third	Fourth	Full	First	Second	Third	Fourth	YTD
	Quarter	Quarter	Quarter	Quarter	Year	Quarter	Quarter	Quarter	Quarter	
Production										
Pensions	F4.4	400	E 4.4	600	2.456	707	010			4 546
Single premiums	514	499	541	602	2,156	727	819			1,546
Recurring premiums annualized	110	103	90	168	471	156	151			307
Total recurring plus 1/10 single	161	153	144	228	686	229	232			461
Gross deposits (on and off balance)										
Pensions	-	-	-	8	8	40	59			99
Variable annuities	7	7	4	4	22	2	3			5
Total gross deposits	7	7	4	12	30	42	62			104
Earnings										
Underlying earnings before tax	11	7	2	5	25	5	-			5
Account Balances										
Insurance contracts - general account	-	-	1	1	1	1	1			1
Insurance contracts - for the account of policyholders	1,714	1,669	1,658	1,631	1,631	1,769	2,372			2,372
Investment contracts - general account	577	565	558	545	545	454	421			421
Investment contracts - for the account of policyholders	43,490	42,260	43,538	44,142	44,142	47,048	45,005			45,005
Total account balance	45,781	44,494	45,755	46,319	46,319	49,272	47,799			47,799
Insurance and investment contract roll forward										
Account balances at beginning of period	44,223	45,781	44,494	45,755	44,223	46,319	49,272			46,319
Deposits	1,070	1,171	1,016	1,189	4,446	1,370	1,423			2,793
Withdrawals / benefits	(1,209)	(1,803)	(1,319)	(1,487)	(5,818)	(1,789)	(1,984)			(3,773)
Other	1,697	(655)	1,564	862	3,468	3,372	(912)			2,460
Total account balance at end of period	45,781	44,494	45,755	46,319	46,319	49,272	47,799			47,799
·	•	•	•	•			•			
DAC/VOBA/FSR's roll forward										
Balance at beginning of period	3,125	3,125	3,126	3,123	3,125	3,116	3,108			3,116
Capitalized during the period	43	41	39	45	168	40	38			78
Amortized during the period	(43)	(40)	(42)	(52)	(177)	(48)	(48)			(96)
Balance at end of period	3,125	3,126	3,123	3,116	3,116	3,108	3,098			3,098



Aegon United Kingdom Production and margins										unaudited
	GBP					GBP			amounts	s in millions
			2012			2013				
	First	Second	Third	Fourth	Full	First	Second	Third	Fourth	YTD
	Quarter	Quarter	Quarter	Quarter	Year	Quarter	Quarter	Quarter	Quarter	
New life sales										
Group pensions	115	107	102	183	507	184	181			365
Individual pensions	45	44	41	44	174	44	51			95
Annuities	9	9	10	9	37	10	9			19
Protection	8	8	8	10	34	5	6			11
Onshore bonds	1	2	2	1	6	1	-			1
Total life and pensions production	178	170	163	247	758	244	247			491
Gross deposits (on and off balance)										
Pensions	-	-	-	8	8	40	59			99
Variable annuities	7	7	4	4	22	2	3			5
Total gross deposits	7	7	4	12	30	42	62			104
Market share (12 month period to end of quarter) <sup>1</sup>										
Independent Financial Advisors	9.0%	8.5%	8.0%	8.6%	8.6%	9.1%				
Total market	7.5%	7.1%	6.9%	7.2%	7.2%	7.5%				
New life sales by channel										
Independent Financial Advisors	142	130	130	213	615	211	210			421
Tied distribution	20	21	15	20	76	21	26			47
Banks (including bank IFAs)	2	4	3	1	10	2	2			4
Rebates/internally generated	14	15	15	13	57	10	9			19
Total life and pensions production	178	170	163	247	758	244	247			491

<sup>&</sup>lt;sup>1</sup> Source: Association of British Insurers, data only available one quarter in arrears (includes UK and offshore deposits).



Aegon United Kingdom Investments general account	unaudited
amounts in millions, except for th	e impairment data GBP
	June 30, 2013
Cash / Treasuries / Agencies Investment grade corporates High yield (and other) corporates Emerging markets debt Commercial MBS Residential MBS Non-housing related ABS Subtotal	2,543 4,380 190 30 341 575 832
	<b>8,891</b>
Common equity & bond funds  Total equity like  Other	<b>46</b> 2
Investments general account (excluding policy loans)	8,939
Policyholder loans	-
Investments general account	8,939
Impairments as bps (quarterly)	16

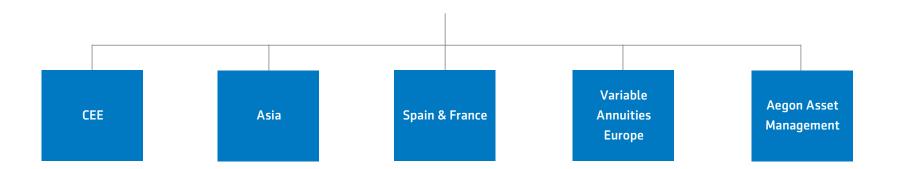
		amo	ounts in millions
GBP			
March 31, 2013	Dec. 31, 2012	Sept. 30, 2012	June 30, 2012
2,702	2,532	2,422	2,303
4,525	4,682	4,487	4,306
144	157	186	170
50	49	59	48
359	355	342	330
606	519	506	431
868	856	861	827
9,254	9,150	8,863	8,415
46	42	40	39
46	42	40	39
3	4	5	6
9,303	9,196	8,908	8,460
-	-	-	-
9,303	9,196	8,908	8,460
-	-	-	-

Aegon United Kingdom Structured assets and corporate bor	nds						
						amoun	its in million
	GBP			1 20 2012			
				June 30, 2013			
	AAA	AA	А	BBB	<bbb< th=""><th>NR</th><th>Tota</th></bbb<>	NR	Tota
Structured assets by rating							
Commercial MBS	56	159	110	16	-	-	341
Residential MBS	-	279	296	-	-	-	575
Non-housing related ABS	17	155	447	191	22	-	832
Total	73	593	853	207	22	-	1,748
Credits by rating							
IG Corporates	171	595	2,090	1,524	-	-	4,380
High yield corporate	-	-		-	190	-	190
Emerging Markets debt	-	-	10	20	-	-	30
Total	171	595	2,100	1,544	190	-	4,600
Cash / Treasuries / Agencies							2,543
Total	244	1,188	2,953	1,751	212	-	8,891



# Reporting structure

## New Markets





New Markets									u	ınaudited
Earnings & revenues										
	EUD					EUD			amounts	in million
	EUR		2012			EUR		2013		
	First	Second	Third	Fourth	Full	First	Second	Third	Fourth	YTD
	Quarter	Quarter	Quarter	Quarter	Year	Quarter	Quarter	Quarter	Quarter	
Underlying earnings before tax geographically	Qua. sa	4	Q	Quantum .		<b>Q</b>	Q	<b>C</b>	Quantum .	
CEE	23	21	16	25	85	16	10			26
Asia	9	5	13	(8)	19	11	4			15
Spain & France	25	17	16	11	69	11	10			21
Variable Annuities Europe	2	(2)	-	-	-	1	2			3
Aegon Asset Management	29	23	25	24	101	23	26			49
Underlying earnings before tax geographically	88	64	70	52	274	62	52			114
Underlying earnings before tax by line of business										
Life	38	29	39	14	120	28	20			48
Individual savings and retirement products	(4)	(4)	(6)	(5)	(19)	(4)	(5)			(9)
Pensions	1	-	2	3	6	ì	2			3
Non-life	12	11	6	13	42	9	3			12
Associates	12	5	4	3	24	5	6			11
Aegon Asset Management	29	23	25	24	101	23	26			49
Underlying earnings before tax by line of business	88	64	70	52	274	62	52			114
Fair value items	7	(12)	(1)	5	(1)	(3)	(8)			(11)
Realized gains/(losses) on investments	2	3	5	-	10	2	1			3
Impairment charges	(4)	-	(5)	(17)	(26)	(10)	4			(6
Other income/(charges)	(18)	-	(8)	139 <sup>°</sup>	Ì13 <sup>°</sup>	(4)	106			102
Income before tax	75	55	61	179	370	47	155			202
Income tax	(27)	(18)	(23)	(53)	(121)	(17)	(12)			(29)
Net income	48	37	38	126	249	30	143			173
Net underlying earnings	59	44	46	36	185	39	38			77
Revenues										
Life insurance	408	348	292	326	1,374	350	369			719
Accident and Health insurance	62	42	43	41	188	58	37			95
General insurance	37	34	37	36	144	40	42			82
Total gross premiums	507	424	372	403	1,706	448	448			896
Investment income	86	89	79	65	319	65	60			125
Fee and commission income	128	129	138	129	524	134	141			275
Other revenues	1	-	1	1	3	1				1
Total revenues	722	642	590	598	2,552	648	649			1,297



Aegon CEE Earnings & revenues										naudited in millions
	EUR					EUR			aniounts	III IIIIIIIOIIS
			2012					2013		
	First	Second	Third	Fourth	Full	First	Second	Third	Fourth	YTD
	Quarter	Quarter	Quarter	Quarter	Year	Quarter	Quarter	Quarter	Quarter	
Underlying earnings before tax by line of business									-	
Life	10	10	8	9	37	6	5			11
Pensions	1	-	2	3	6	1	2			3
Non-life	12	11	6	13	42	9	3			12
Underlying earnings before tax	23	21	16	25	85	16	10			26
Fair value items	-	(5)	(1)	3	(3)	5	(6)			(1)
Realized gains/(losses) on investments	-	1	1	3	`5´	1	-			1
Impairment charges	(4)	2	(4)	(11)	(17)	(9)	4			(5)
Other income/(charges)	(16)	-	(5)	(6)	(27)	(1)	1			-
Income before tax	3	19	7	14	43	12	9			21
Income tax	(2)	(3)	(3)	2	(6)	(3)	(3)			(6
Net income	1	16	4	16	37	9	6			15
Net underlying earnings	17	17	13	19	66	13	7			20
Revenues										
Life insurance	108	108	108	115	439	121	131			252
General insurance	37	34	37	36	144	40	36			76
Accident and Health	-	1	-	-	1	-	-			-
Total gross premiums	145	143	145	151	584	161	167			328
Investment income	18	19	19	15	71	15	15			30
Fee and commission income	11	11	11	12	45	11	12			23
Total revenues	174	173	175	178	700	187	194			381



Aegon Asia Earnings & revenues										unaudited
	EUR					EUR			amounts	in millions
			2012					2013		
	First	Second	Third	Fourth	Full	First	Second	Third	Fourth	YTD
	Quarter	Quarter	Quarter	Quarter	Year	Quarter	Quarter	Quarter	Quarter	
Underlying earnings before tax by line of business										
Life	16	10	18	-	44	15	11			26
Individual savings and retirement products	(5)	(4)	(4)	(6)	(19)	(4)	(6)			(10)
Share in underlying earnings before tax of associates	(2)	(1)	(1)	(2)	(6)	-	(1)			(1)
Underlying earnings before tax	9	5	13	(8)	19	11	4			15
Fair value items	3	(3)	(2)	_	(2)	(3)	(2)			(5)
Realized gains/(losses) on investments	2	2	6	4	14	-	1			1
Impairment charges	-	(2)	(1)	(1)	(4)	(1)	-			(1)
Other income/(charges)	-	-	-	-	-	(2)	-			(2) <b>8</b>
Income before tax	14	2	16	(5)	27	5	3			8
Income tax	(8)	(5)	(9)	(3)	(25)	(7)	1			(6) <b>2</b>
Net income	6	(3)	7	(8)	2	(2)	4			2
Net underlying earnings	3	(1)	5	(10)	(3)	3	4			7
Revenues										
Life insurance	115	111	102	124	452	143	186			329
Accident and Health	35	29	29	30	123	33	25			58
Total gross premiums	150	140	131	154	575	176	211			387
Investment income	23	25	26	24	98	24	24			48
Fee and commission income	4	4	9	4	21	8	12			20
Total revenues	177	169	166	182	694	208	247			455



Aegon Spain Earnings & revenues										unaudited
<del>-</del>									amount	s in millions
	EUR					EUR				
			2012				2013			
	First	Second	Third	Fourth	Full	First	Second	Third	Fourth	YTE
	Quarter	Quarter	Quarter	Quarter	Year	Quarter	Quarter	Quarter	Quarter	
Underlying earnings before tax by line of business										
Life	11	11	11	6	39	6	3			9
Share in underlying earnings before tax of associates	9	_	_	-	9	_	_			_
Underlying earnings before tax	20	11	11	6	48	6	3			9
Deslined asias ((leases) an investment			(2)	(4)	(6)		4			
Realized gains/(losses) on investments	-	-	(2)	(4) (5)	(6)	-	1			1
Impairment charges	-	-	-	(5)	(5) 33	-	-			- 101
Other income/(charges) Income before tax	20	11		33 <b>30</b>	70		101 <b>105</b>			101
Income before tax Income tax			<b>9</b>	30	-	6				111
Net income	(6) <b>14</b>	(3) <b>8</b>	(3) <b>6</b>	31	(11) <b>59</b>	(2) <b>4</b>	(2) <b>103</b>			(4) <b>107</b>
Net income	14	8	6	31	59	4	103			107
Net underlying earnings	14	8	8	3	33	4	1			5
Revenues										
Life & Health insurance	212	141	96	98	547	111	64			175
General insurance	-	-	-	-	-	-	6			6
Total gross premiums	212	141	96	98	547	111	70			181
Investment income	43	43	29	24	139	25	17			42
Fee and commission income	2	3	1	2	8	2	1			3
Other revenues	1	-	1	-	2	_	1			1
Total revenues	258	187	127	124	696	138	89			227

Aegon France Earnings										unaudited
	EUR					EUR			amour	nts in millions
			2012					2013		
	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Full Year	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	YTD
Underlying earnings before tax	-	-	-	٠					-	
Share in net result of associates	5	6	5	5	21	5	7			12



Variable annuities Europe Earnings & production									υ	unaudited
Earnings & production	EUR					EUR			amounts	in million
	LUK		2012			LUK		2013		
	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Full Year	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	YTE
Underlying earnings before tax by line of business	Quarter	Quarter	Quarter	Quarter	Teal	Quarter	Quarter	Quarter	Quarter	
Life	1	(2)	2	(1)	-	1	1			2
Individual savings and retirement products			(-)							
Variable annuities	1	- (2)	(2)	1	-	<u>-</u>	1			1
Underlying earnings before tax		(2)	-	-	-	1	2			3
Fair value items	4	(4)	2	2	4	(5)	_			(5
Other income/(charges)	- -	-	_	-	-	(1)	-			(1
Income before tax	6	(6)	2	2	4	(5)	2			(3
Income tax	(1)	1	_	_	-	1	(1)			-
Net income	5	(5)	2	2	4	(4)	1			(3
Net underlying earnings	1	(1)	-	-	-	1	2			3
Variable annuity balances roll forward										
Separate account annuities beginning of period	710	769	823	899	710	923	969			923
Deposits	52	48	45	40	185	38	46			84
Lapses and deaths	(13)	(13)	(14)	(13)	(53)	(16)	(14)			(30
Other	20	19	45	(3)	81	24	(61)			(37
Total variable annuity balances end of period	769	823	899	923	923	969	940			940
Life balances roll forward										
Life balances at beginning of period	3,478	3,474	3,587	3,662	3,478	3,613	3,545			3,613
Deposits	68	61	71	78	278	84	64			148
Lapses and deaths	(80)	(88)	(93)	(103)	(364)	(120)	(98)			(218
Other	8	140	97	(24)	221	(32)	23			(9
Total Life Balances end of period	3,474	3,587	3,662	3,613	3,613	3,545	3,534			3,534
Gross deposits - Variable Annuities										
Variable annuities Europe	52	48	45	40	185	38	46			84
Variable annuities Europe reinsured	29	17	11	13	70	2	1			3
Gross deposits Variable annuities	81	65	56	53	255	40	47			8 <b>7</b>
Intersegment eliminations	(2)	(2)	(2)	(2)	(8)	(2)	(2)			(4
Total gross deposits	79	63	54	51	<b>247</b>	38	4 <b>5</b>			83



Aegon asset management Earnings & revenues & account balances										unaudited
	EUR					EUR			amour	its in millions
	Lore		2012			LOIK		2013		
	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Full Year	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	YTD
Earnings										
Underlying earnings before tax	29	23	25	24	101	23	26			49
Revenues from third parties	34	35	40	36	145	37	35			72
Account balances										
Assets under management	235,507	243,859	248,262	246,776	246,776	250,123	243,710			243,710
General Account *	120,153	126,464	126,630	124,317	124,317	125,645	120,259			120,259
Internal unit-linked and off balance sheet * Third-party **	67,545 47,809	67,338 50,057	69,032 52,600	69,573 52,886	69,573 52,886	70,067 54,411	69,265 54,186			69,265 54,186
Net deposits (Third party assets)	1,289	605	1,136	386	3,416	127	2,047			2,174
Assets under management account balances roll forward										
Account balance at beginning of period	223,870	235,507	243,859	248,262	223,870	246,776	250,123			246,776
Deposits & Withdrawals	(1,951)	(513)	(1,999)	(1,361)	(5,824)	(2,594)	2,123			(471)
Other	13,588	8,865	6,402	(125)	28,730	5,941	(8,536)			(2,595)
Total account balance at end of period	235,507	243,859	248,262	246,776	246,776	250,123	243,710			243,710
Third-party assets under management account balances roll	forward									
Account balance at beginning of period	41,496	47,809	50,057	52,600	41,496	52,886	54,411			52,886
Deposits & Withdrawals	1,289	605	1,136	386	3,416	127	2,047			2,174
Other	5,024	1,643	1,407	(100)	7,974	1,398	(2,272)			(874)
Total account balance at end of period **	47,809	50,057	52,600	52,886	52,886	54,411	54,186			54,186

<sup>\*</sup> Please note that the numbers provided in this line are also included in other primary segments.

<sup>\*\*</sup> Includes pooled fund sales that are recognized on the balance sheet of Aegon UK. These assets are eliminated in our consolidated revenue generating investments.



New Markets Investments general account	unaudited
amounts in millions, except for th	ne impairment data EUR
	June 30, 2013
Cash / Treasuries / Agencies Investment grade corporates High yield (and other) corporates Emerging markets debt Commercial MBS Residential MBS Non-housing related ABS	852 1,445 76 37 146 111 64
Subtotal	2,731
Residential mortgage loans	338
Total mortgages	338
Common equity & bond funds Private equity & hedge funds	17 3
Total equity like	20
Real estate Other	1 178
Investments general account (excluding policy loans)	3,268
Policyholder loans	22
Investments general account	3,290
Impairments as bps (quarterly)	(14)

		am	ounts in millions
EUR			
March 31, 2013	Dec. 31, 2012	Sept. 30, 2012	June 30, 2012
837	980	948	992
1,443	1,402	1,432	1,450
100	106	98	106
37	30	31	30
141	147	144	147
106	106	109	109
68	53	43	47
2,732	2,824	2,805	2,881
339	349	361	369
339	349	361	369
17	13	17	12
3	3	3	-
20	16	20	12
1	1		-
195	196	169	168
3,287	3,386	3,355	3,430
21	22	21	22
3,308	3,408	3,376	3,452
29	50	11	(2)

New Markets Structured assets and corporate bond	ls							
							amour	its in millions
	EUR							
				J	une 30, 2013			
		AAA	AA	А	BBB	<bbb< td=""><td>NR</td><td>Total</td></bbb<>	NR	Total
Structured assets by rating								
Commercial MBS		109	17	4	11	5	-	146
Residential MBS		-	28	28	25	30	-	111
Non-housing related ABS		40	-	8	14	2	-	64
Total		149	45	40	50	37	-	321
Credits by rating								
IG Corporates		11	164	569	699	2	-	1,445
High yield corporate		-	-	-	-	76	-	, 76
Emerging Markets debt		-	-	3	19	15	-	37
Total		11	164	572	718	93	-	1,558
Cash / Treasuries / Agencies								852
Total		160	209	612	768	130	-	2,731



# Other corporate information

Public ratings				
Company public ratings as of June 30, 2013	Standard & Poor's <sup>1)</sup>	Moody's Investor Service	Fitch ratings <sup>1)</sup>	A.M. Best
Aegon N.V.	A-	А3	А	-
Aegon USA	AA-	A1	AA-	A+
Aegon UK (Scottish Equitable plc)	A+	-	-	-
Aegon NL (Aegon Levensverzekering N.V.)	AA-	-	-	-
Credit ratings				
Aegon N.V Senior debt rating	A-	А3	A-	-
Aegon N.V Hybrid capital securities	BBB	Baa1	BBB	-
Aegon N.V Commercial paper	A-2	P-2	F1	-

<sup>1)</sup> The outlook is negative for the Standard & Poor's rating on Aegon UK and the Fitch ratings on Aegon USA and Aegon N.V.; the outlook on all other ratings is stable.



### Glossary on business lines

The description of each business line provides general guidance to the reader but is not intended to be exhaustive and may change from time to time.

#### Life & 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 New Markets 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 accidental 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 United Kingdom (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**

#### Cautionary note regarding non-IFRS measures

This document includes the non-IFRS financial measures: underlying earnings before tax, income tax and income before tax. These non-IFRS measures are calculated by consolidating on a proportionate basis Aegon's joint ventures and associated companies. The reconciliation of these measures to the most comparable IFRS measures is provided in note 3 "Segment information" of Aegon's condensed consolidated interim financial statements. Aegon believes that its non-IFRS measures, together with the IFRS information, provide meaningful information about the underlying operating results of Aegon's business including insight into the financial measures that senior management uses in managing the business.

#### Local currencies and constant currency exchange rates

This document contains certain information about Aegon's results, financial condition and revenue generating investments presented in USD for the Americas and GBP for the United Kingdom, because those businesses operate and are managed primarily in those currencies. None of this information is a substitute for or superior to financial information about Aegon presented in EUR, which is the currency of Aegon's 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 Aegon. These statements are not quarantees of future performance and involve risks, uncertainties and assumptions that are difficult to predict. Aegon undertakes no obligation to publicly update or revise any forwardlooking 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 Aegon's fixed income investment portfolios;
  - 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 Aegon holds: and
  - The effects of declining creditworthiness of certain private sector securities and the resulting decline in the value of sovereign exposure that Aegon holds.
- Changes in the performance of Aegon's investment portfolio and decline in ratings of Aegon's counterparties
- Consequences of a potential (partial) break-up of the euro.
- The frequency and severity of insured loss events.
- Changes affecting mortality, morbidity, persistence and other factors that may impact the profitability of Aegon's insurance products.
- Reinsurers to whom Aegon has ceded significant underwriting risks may fail to meet their obligations.
- 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.

- Changes in the availability of, and costs associated with, liquidity sources such as bank and capital markets funding, as well as conditions in the credit markets in general such as changes in borrower and counterparty creditworthiness.
- Increasing levels of competition in the United States, the Netherlands, the United Kingdom and emerging
- Changes in laws and regulations, particularly those affecting Aegon's operations, ability to hire and retain key personnel, the products Aeqon sells, and the attractiveness of certain products to its consumers.
- Regulatory changes relating to the insurance industry in the jurisdictions in which Aegon operates.
- Changes in customer behavior and public opinion in general related to, among other things, the type of products also Aegon sells, including legal, regulatory or commercial necessity to meet changing customer
- 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 Aegon's debt ratings issued by recognized rating organizations and the adverse impact such action may have on Aegon's ability to raise capital and on its liquidity and financial condition.
- Lowering of one or more of insurer financial strength ratings of Aegon's insurance subsidiaries and the adverse impact such action may have on the premium writings, policy retention, profitability and liquidity of its insurance subsidiaries.
- The effect of the European Union's Solvency II requirements and other regulations in other jurisdictions affecting the capital Aegon is required to maintain.
- Litigation or regulatory action that could require Aegon to pay significant damages or change the way Aegon does business.
- As Aegon's operations support complex transactions and are highly dependent on the proper functioning of information technology, a computer system failure or security breach may disrupt Aegon's business, damage its reputation and adversely affect its results of operations, financial condition and cash flows.
- Customer responsiveness to both new products and distribution channels.
- Competitive, legal, regulatory, or tax changes that affect profitability, the distribution cost of or demand for Aegon's products.
- Changes in accounting regulations and policies may affect Aegon's reported results and shareholders' equity
- The impact of acquisitions and divestitures, restructurings, product withdrawals and other unusual items, including Aegon's ability to integrate acquisitions and to obtain the anticipated results and synergies from acquisitions.
- Catastrophic events, either manmade or by nature, could result in material losses and significantly interrupt Aegon's business.
- Aegon's failure to achieve anticipated levels of earnings or operational efficiencies as well as other cost saving initiatives.

Further details of potential risks and uncertainties affecting Aegon are described in its filings with the Netherlands Authority for the Financial Markets and the US Securities and Exchange Commission, including the Annual Report. These forward-looking statements speak only as of the date of this document. Except as required by any applicable law or regulation, Aegon expressly disclaims any obligation or undertaking to release publicly any updates or revisions to any forward-looking statements contained herein to reflect any change in Aegon's expectations with regard thereto or any change in events, conditions or circumstances on which any such statement is based.



## Corporate and shareholder information

### Headquarters

Aegon N.V.

P.O. Box 85

2501 CB The Hague

The Netherlands

+ 31 (0) 70 344 32 10

Telephone aegon.com

### Group Corporate Communications & Investor Relations

### Media relations

Telephone + 31 (0) 70 344 89 56 E-mail gcc@aegon.com

### Investor relations

Telephone + 31 (0) 70 344 83 05

or 877 548 96 68 - toll free, USA only

E-mail ir@aeqon.com

### Publication dates quarterly results

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Aegon's Q2 2013 press release and Condensed Consolidated Interim Financial Statements are available on aegon.com.



# About Aegon

As an international life insurance, pensions and asset management company based in The Hague, Aegon has businesses in over 20 markets in the Americas, Europe and Asia. Aegon companies employ approximately 24,000 people and have millions of customers across the globe. Further information: aegon.com.