

# Q3 2016 Results

“We are pleased with the continued progress we are making to deliver on our strategic priorities.”

**Alex Wynaendts**

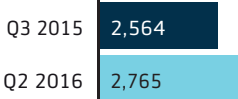
CEO Aegon



**Sales**

**2,904**

EUR million



**Gross Deposits**

**24.7**

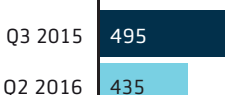
EUR billion



**Underlying Earnings**

**461**

EUR million



**Net Income**

**358**

EUR million



## UNDERLYING EARNINGS PER REGION (EUR MILLION)

**Americas**

307

**Europe**

151

**Asia**

6

— **32** Asset Management —

— **Holding** (35) —

## STRATEGIC OBJECTIVES



**Customer Loyalty**

Transamerica launched a new multiple-employer retirement plan designed to help private colleges and universities merge their employee retirement plans.



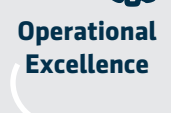
**Empowered Employees**

Aegon held its first ever Hackathon, a 24-hour initiative that provided Aegon employees from Europe and Asia a unique opportunity to work together on innovative digital initiatives.



**Operational Excellence**

Aegon in conjunction with Allianz, Munich Re, Swiss Re and Zurich, launched the Blockchain Insurance Industry Initiative, B3i to explore the potential of distributed ledger technologies.



**Optimized Portfolio**

Aegon sells 100% of its Aegon Life Ukraine shares to TAS Group, and will exit the Ukrainian market. The transaction is expected to be completed by January 2017.