



Integrated capital & risk management

Jos Streppel

CFO

Michiel van Katwijk

Executive Vice President and Group Treasurer

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Key messages



Capital position

- Strong capital position and financial flexibility despite market turmoil
- Currency exposure related to capital is well managed
- Cash flows remain strong

Capital efficiency

- Significant scope to improve capital productivity
- Actively de-risking the balance sheet

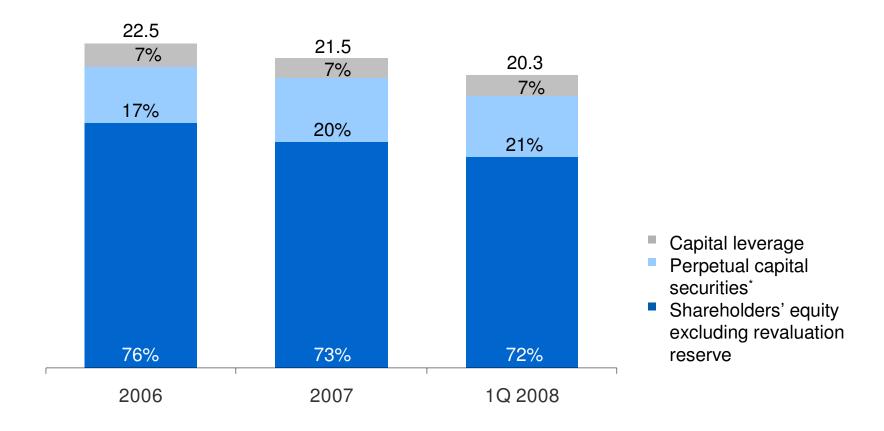
Integrated capital & risk management

- o Strategic balance sheet management
- Local risk management in a global framework

Composition of capital well within leverage tolerances



Composition of capital (EUR billion)



^{*} Perpetual capital securities are adjusted to reflect economic value after currency revaluations

Currency movements do not affect debt/capital ratios



Shareholders'

equity

o Shareholders' equity fluctuates with currency exchange rates since equity supports local solvency capital. Capital leverage (including capital securities) pro-rated in currencies relative to capital in units

USD

Capital leverage (incl. perpetuals)

Capital funding

Capital in units

EUR

GBP

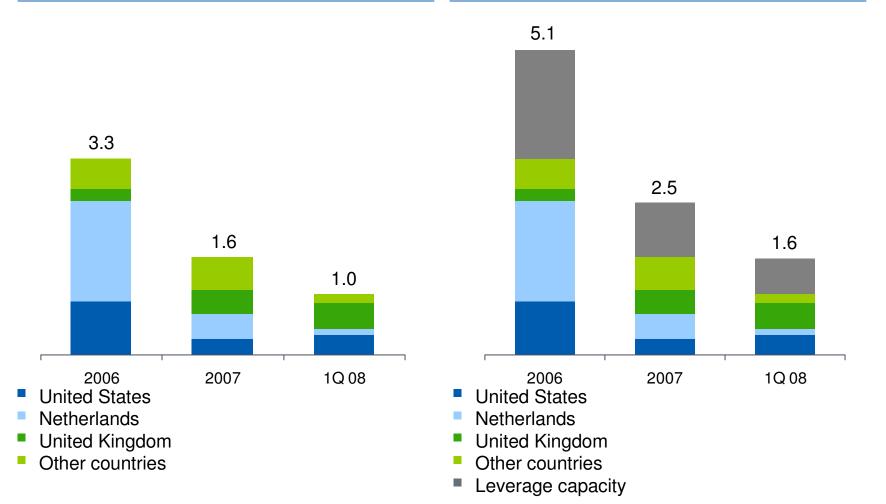
CAD

Excess capital reduced by share buyback and investments





Financial Flexibility (EUR billion)



Capitalization and dividend policy support financial strength



Capitalization and capital distribution policy

- Country units are capitalized at the higher of:
 - Regulatory requirements
 - S&P requirements at AA level (165%) and
 - o Economic requirements under AEGON's economic framework [after full implementation by 2009]
- Capital in excess of required level is paid as dividend to AEGON NV
- AEGON holds excess capital partly in cash, partly in flexibility to issue qualifying instruments

Dividend policy

- o Dividend determined by capital position and cash flows
- AEGON will repurchase stock issued as dividend if its capital position and its cash flows allow for full cash distributions
- o AEGON will repurchase additional common stock if investment opportunities do not allow for effective capital deployment within a reasonable time frame

Solid cash flows support strong capital position and dividend



Cash flows at holding level (EUR million)	2006		200	7
Repatriations from country units				
Americas	1,533		1,953	
Netherlands	1,000		850	
United Kingdom	95		155	
Central & Eastern Europe	26		71	
Distributions received from units		2,654		3,029
Funding expense	(358)		(320)	
Dividend paid	(641)		(1,000)	
Common shares repurchased	-		(1,000)	
Taxes paid	(268)		(36)	
Other	(222)		(201)	
Cash outflow holding		(1,489)		(2,557)
Operating cash flow		1,165	_	472
Investment in country units		(436)		(389)
Acquisitions & Divestures		(372)		(1,316)

Improve capital efficiency



Optimize capital structure

- o Implement more
 - o Capital releases from back books
 - o Reinsurance
 - o Insurance linked securities

Reduce capital intensity

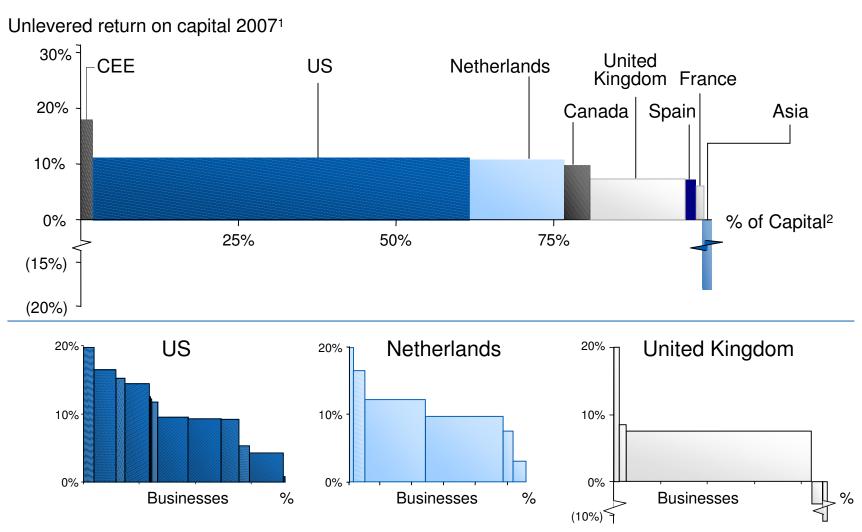
- Further reduce
 - o Equity risk
 - o Interest rate risk

Maximize diversification benefits

- Manage portfolio of risks
- Reset retention limits
- Build global risk pooling infrastructure

Room to improve capital productivity





- 1. Net underlying earnings / average capital in units excluding revaluation reserves
- 2. Average capital in units excludes revaluation reserves, holding activities and unallocated Group capital

Implications for capital productivity



	2007	2010	2012
Unlevered return on capital ^{1,2} (RoC)	9.6%	>11%	>12%
Holding and leverage effects	2.4%	3%	3%
Return on equity ^{2,3} (RoE)	12.0%	>14%	>15%

Unlevered return on capital (RoC) 2007

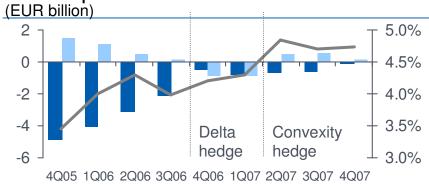
Americas	10.6%
The Netherlands ¹	10.2%
United Kingdom ¹	6.9%
Other	4.4%

- 1. Weighted average of return on capital of country units
- 2. 2007 number adjusted for non-recurring tax benefits in the UK and NL
- 3. Net underlying earnings / average shareholder's equity excluding revaluation reserves

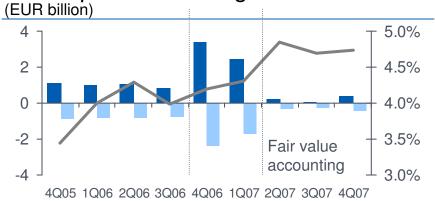
Reduction of capital intensity: NL interest rate hedge



NL - Impact on Economic Value



NL - Impact on Earnings



- 2% interest rate decrease
- 2% interest rate increase
- 10 year swap

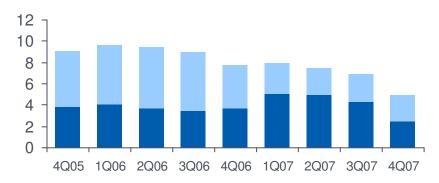
NL interest rate hedge

- Impact on Economic Value significantly reduced
- Hedging both duration and convexity hedge
- Swaptions are used to hedge reinvestment risk in products with guarantees
- Swaptions reduce exposure to interest rate volatility significantly
- Daily monitoring of the performance of the hedge
- Guarantees accounted at fair value reducing earnings at risk

Reduction of capital intensity: reduction of equity exposure

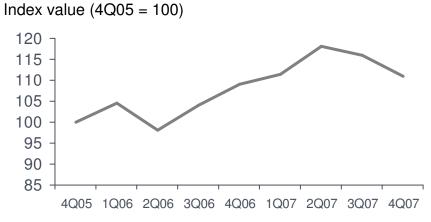


Group equity exposure



- Indirect equity holdings
- Direct equity holdings

Equity market development



FTSE All World (EUR)

Reduction group wide equity exposure

- Equity exposure significantly reduced
- Reduced equity exposure in the US and in the Netherlands

Sensitivity to interest rates & equity markets is reduced



 Sensitivity of shareholder's equity to interest rates and equity markets reduced significantly

Impact on net income of parallel move (EUR millions)	ement of yield curve	
	2006	2007
Shift up 100 basis points	(454)	(222)
Shift down 100 basis points	414	142

Impact on shareholders' equity of an i (EUR millions)	immediate change in equi	ty markets
	2006	2007
Equity increase 10%	563	324
Equity decrease 10%	(556)	(341)



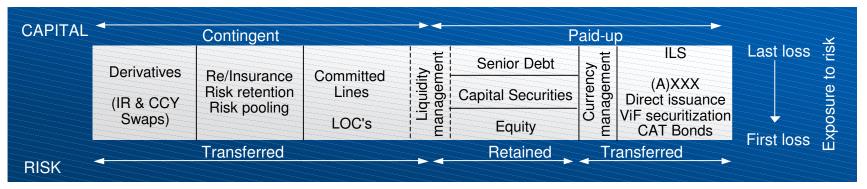
Strategic balance sheet management is an important value driver to maximize shareholder value

Strategic balance sheet management requires capital and risk to be:

- o Managed together to maximize capital efficiency and balance sheet performance
- Managed consistently across the Group using the same disciplined approach to decisions irrespective of business and geography ('a dollar of risk is a dollar of risk')

Strategic balance sheet management facilitates:

- Optimize the risk / return trade-off
 - o maximizing risk adjusted return, and
 - o minimizing risk adjusted cost of capital
- 2. Allocate capital to realize strategic goals



Local risk management in a global framework



- It is important that risk management in the operating units is part of the local management team
- Risk management is integrated across the Group to ensure best risk management practices are utilized and a consistent ERM framework is adhered to
- o To achieve both objectives, functional lines are in place between group risk and operating unit risk management

Operating unit risk function		
Local risk management	Global frame work	
 o Product development support o Product pricing o Asset-liability management o Underwriting o Operational risk management o Operating unit risk policy development 	 o Economic framework o Pricing methodology o Risk measurement methodology o Underwriting standards o Operational risk management framework o Risk and compliance reporting o Escalation of risk issues 	

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Q&A

For questions please contact Investor Relations +31 70 344 8305

ir@aegon.com

P.O. Box 85 2501 CB The Hague The Netherlands





Appendix

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Capital management framework



Leverage Tolerance	AEGON targets its capital base (excluding the fair value reserve) to comprise at least 70% shareholders' equity (the "Capital Base Ratio"), 25% capital securities, and a maximum 5% dated subordinated and senior debt 1
Leverage Capacity	Maximum capacity to issue capital securities within the defined Leverage Tolerance (i.e. not less than 70% Capital Base Ratio)
Capital Adequacy	AEGON manages capital adequacy of its operating units according to the higher of self-imposed economic, regulatory and rating agency (consistent with AA capital adequacy) requirements
Excess Capital	The amount of capital in excess of the highest of the Capital Adequacy requirement
Financial Flexibility	The sum of leverage capacity and excess capital

¹ The currency effect of US Perpetual hybrid securities has been revised in this definition to reflect the economic value as opposed to the IFRS accounting view which shows the value of the securities in historical cost terms.

Cautionary note regarding forward-looking statements



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

- Changes in general economic conditions, particularly in the United States, the Netherlands and the United Kingdom;
- Changes in the performance of financial markets, including emerging markets, such as with regard to:
 - The frequency and severity of defaults by issuers in our fixed income investment portfolios; and
 - The effects of corporate bankruptcies and/or accounting restatements on the financial markets and the resulting decline in the value of equity and debt securities we hold:
- The frequency and severity of insured loss events;
- Changes affecting mortality, morbidity and other factors that may impact the profitability of our insurance products;
- Changes affecting interest rate levels and continuing low or rapidly changing interest rate levels;
- Changes affecting currency exchange rates, in particular the EUR/USD and EUR/GBP exchange rates;
- Increasing levels of competition in the United States, the Netherlands, the United Kingdom and emerging markets;
- Changes in laws and regulations, particularly those affecting our operations, the products we sell, and the attractiveness of certain products to our consumers;
- Regulatory changes relating to the insurance industry in the jurisdictions in which we operate;
- Acts of God, acts of terrorism, acts of war and pandemics;
- Changes in the policies of central banks and/or governments;
- Litigation or regulatory action that could require us to pay significant damages or change the way we do business;
- Customer responsiveness to both new products and distribution channels;
- Competitive, legal, regulatory, or tax changes that affect the distribution cost of or demand for our products;
- Our failure to achieve anticipated levels of earnings or operational efficiencies as well as other cost saving initiatives; and
- The impact our adoption of the International Financial Reporting Standards may have on our reported financial results and financial condition.

Cautionary note regarding Regulation G (non-GAAP measure)

This presentation includes non-GAAP financial measures: net underlying earnings, operating earnings before tax, value of new business and embedded value. Value of new business and embedded value are not based on IFRS, which are used to prepare and report AEGON's financial statements and should not be viewed as a substitute for IFRS financial measures. AEGON believes the non-GAAP measures shown herein, together with GAAP information, provides a meaningful measure for the investment community to evaluate AEGON's business relative to the businesses of our peers.