

Q3 2015 Results



Helping people take responsibility for their financial future

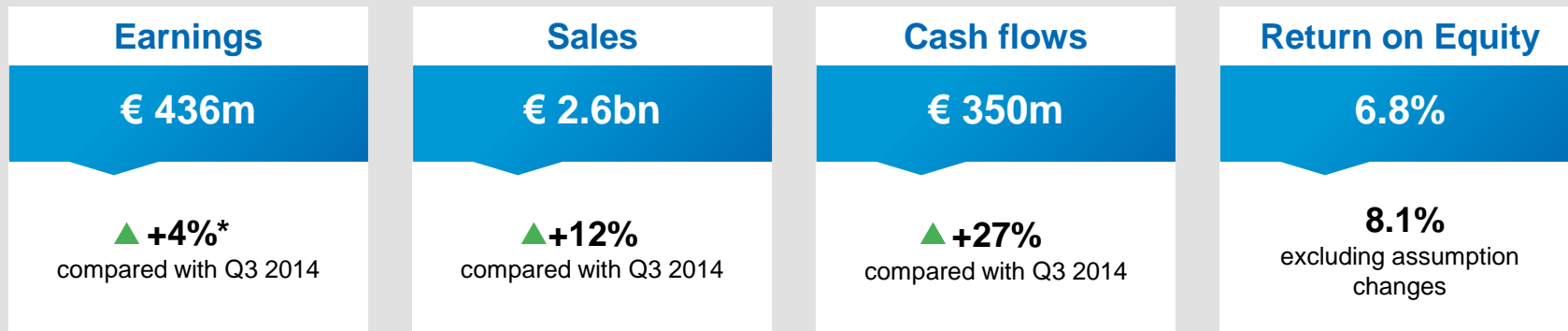
The Hague – November 12, 2015

Alex Wynaendts
CEO

Darryl Button
CFO

Earnings impacted, strong sales and solid capital position

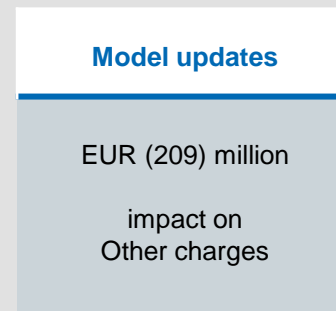
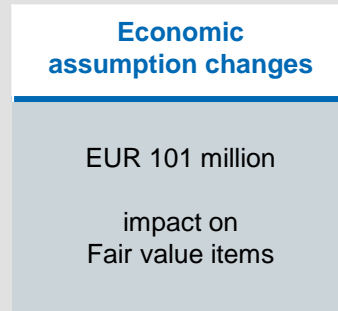
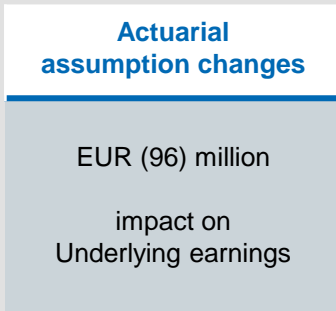
- Underlying earnings affected by actuarial assumption changes
- Closing of sale of low-return business in Canada as part of portfolio optimization
- Continued sales growth for fee-based deposit businesses
- Strong operational free cash flows and holding excess capital



* Excluding assumptions changes and model updates

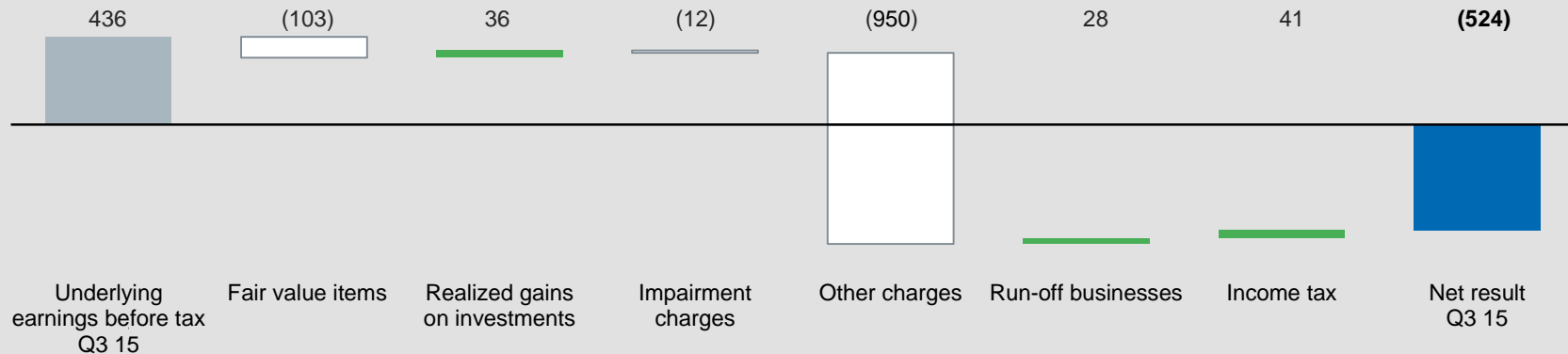
Note: Earnings = underlying earnings before tax; Cash flows = operational free cash flows excluding market impact and one-time items

Four main elements affecting Q3 2015 earnings



Underlying earnings to net income development in Q3 2015

(EUR million)



Extensive review to improve assumptions and models

- Updated actuarial assumptions in L&P related to adjustments in lapse expectations for long-term care
- Assumption changes in I&R related to adjustments for increasing unit expenses in fixed annuities
- Positive impact on Fair value items driven by changes in the discount rate on variable annuity liabilities
- Model updates related to enhanced modelling of Universal Life policies
- EUR (20) - (25) million per quarter recurring underlying earnings before tax impact

Assumption changes and model updates	Q3 earnings impact (EUR million)
<i>Actuarial assumption changes</i>	
US Life & Protection	(17)
US Investments & Retirement	(79)
Underlying earnings before tax	(96)
<i>Economic assumption changes</i>	
Fair value items	101
<i>Model updates</i>	
Other charges	(209)
Total	(204)

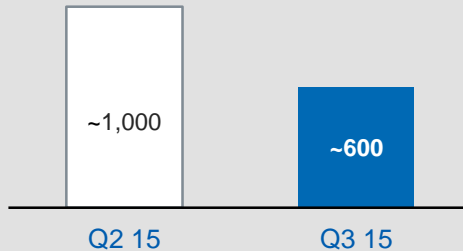
Note: One-time impacts from model updates are no longer included in underlying earnings as of this quarter and are now reported in Other Charges

Group solvency ratio and holding excess capital increased

- Group IGD up to 225%, driven by divestments, earnings generated and one-time adjustments
- Holding excess capital up to EUR 1.8 billion
 - ▶ Leverage ratio increased to 28.8% due to book loss on Canada divestment
 - ▶ Proceeds of Canada divestment earmarked to redeem the USD 500 million 4.625% senior bond, brings leverage ratio down to 27.6% on a pro forma basis
- US excess capital lower due to negative market impacts on hedges and one-time items resulting from assumption changes and model updates
- Higher mortgage valuation drives increase in solvency ratio in the Netherlands
- Update on Solvency II in January 2016

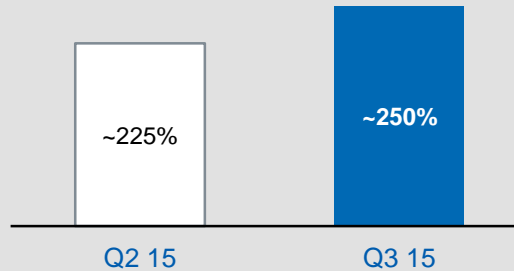
United States

(USD million excess over S&P AA)



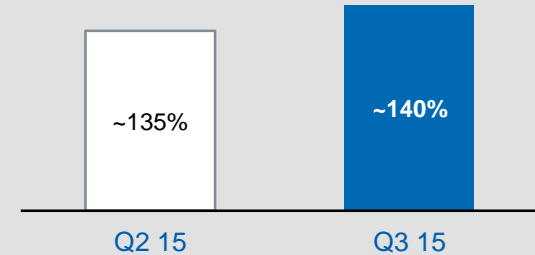
The Netherlands

(IGD ratio ex. Bank)



United Kingdom

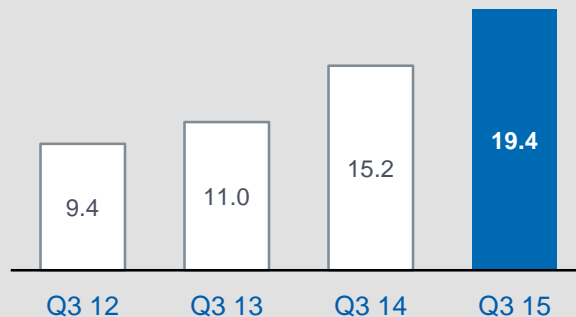
(Pillar 1 ratio incl. with profit fund)



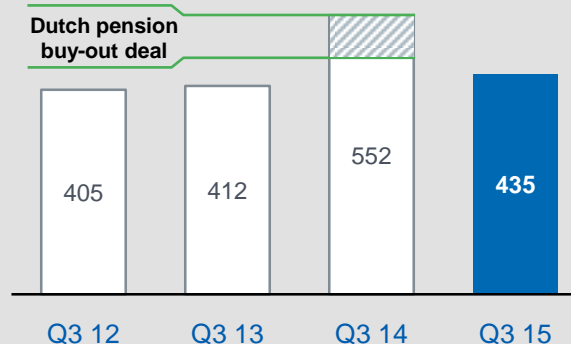
Sales growth driven by 27% increase in gross deposits

- Gross deposits increased 27% driven by asset management, US retirement, NL bank deposits
- New life sales down as higher IUL sales in the US and favorable currency movements were more than offset by withdrawal of UL secondary guarantee product, and lower sales in NL and UK
- Accident & health and general insurance sales decreased to EUR 230 million due to fewer portfolio acquisitions
- Market consistent value of new business of EUR 125 million impacted by low interest rates

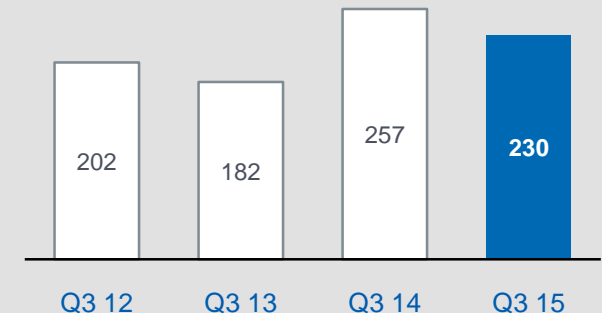
Gross deposits
(EUR billion)



New life sales
(EUR million)



A&H and general insurance
(EUR million)



*Note: Total sales consists of new life sales plus 1/10th of gross deposits plus new premiums for accident & health and general insurance;
Gross deposits exclude run-off businesses and stable value solutions*

Transamerica a top-10 US retirement provider after Mercer acquisition

Mercer business strategic fit for Transamerica

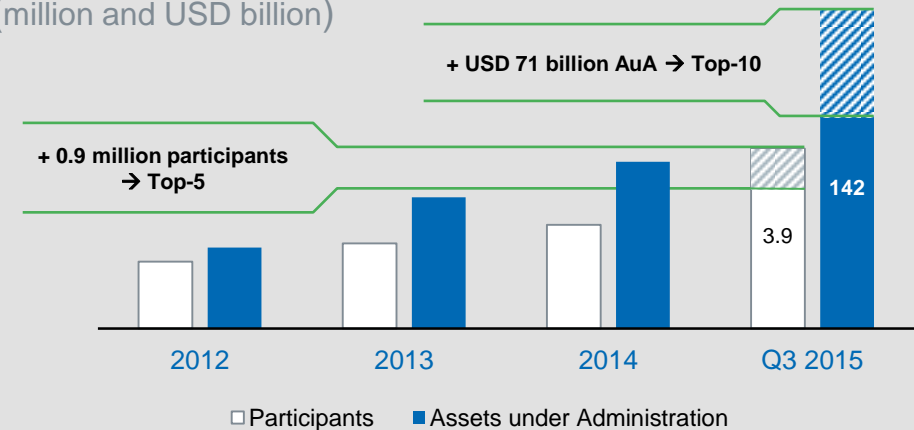
- Acquisition strengthens Transamerica's leading position in US retirement sector
- To become Mercer's preferred DC provider; supports growth and customer base diversification
- Adds participants and assets to scalable platform
- Transaction is expected to close in the fourth quarter of 2015, subject to regulatory approval

Strong track-record US retirement plans

- Average annual retirement plan* earnings growth rate of 11%
- Deposits in pensions increased 25% YoY, both from new and existing participants
- Asset retention rate up to 14% YTD
- Continued high Return on Net Revenue (RoNR)

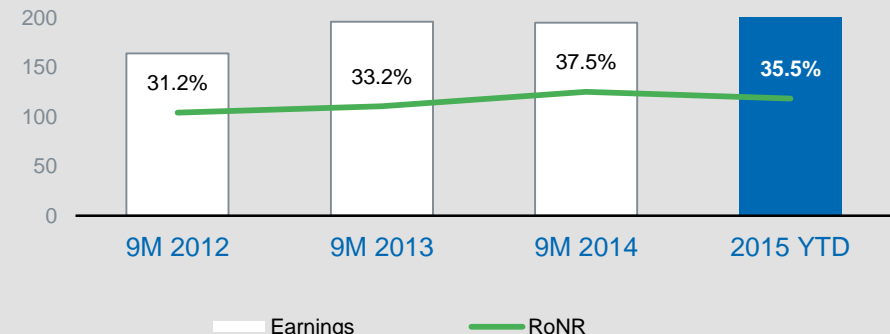
Participants and assets in US retirement

(million and USD billion)



UEBT and RoNR in US pension business

(USD million)



* Retirement plans excluding buy-out pensions
Note: Participants and assets under administration for Mercer per August 31, 2015

Key messages

Q3 results

- Earnings affected by actuarial assumption changes and model updates
- Continued sales growth for fee-based deposit businesses

Capital & Regulatory

- Increased group solvency ratio and Holding excess capital
- Designation as global systemically important insurer
- Progress made in preparing for Solvency II; update in January 2016

Execution of strategy

- Optimizing our portfolio with acquisition of Mercer's DC business
- Strategy update announced at investor day in January 2016



Upcoming events

November

HSBC conference
Zurich
November 26, 2015

December

Citi conference
Hong Kong & Tokyo
December 3 & 4, 2015

January

**Analyst & Investor
Conference**
London
January 13, 2016

Q3 2015 results continued



Helping people take responsibility for their financial future



For questions please contact Investor Relations

+31 70 344 8305

ir@aegon.com

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

Index

Press **subject** to go directly to the section

3Q15
**Strategy
support**

Slide 12-13

3Q15
Financials

Slide 14-20

3Q15
**Reconciliation
tables,
assumptions
& sensitivities**

Slide 21-26

Aegon at a glance

Focus



Life insurance, pensions & asset management

History



Our roots date back to first half of 19th century

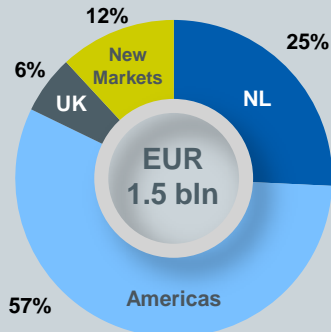
Employees



Around 28,000 employees
September 30, 2015

Underlying earnings before tax

2015 YTD



Revenue-generating investments

September 30, 2015



EUR 635 billion

Paid out in claims and benefits

2015 YTD



EUR 32 billion

Sustainability embedded in our strategy

Products and services customers can trust

- Clear and easy to understand products
- Value to the customer taken into account at every step of the product design process
- Market conduct principles focus on meeting customers' needs

A responsible approach to investments

- Decisions guided by Aegon's *Responsible Investment Policy*
- Clear standards in areas such as child labor, the environment and corruption
- Using our influence to promote sustainability governance and economic development

Supporting local communities

- Long history of working with and investing in local communities
- Volunteering programs encourage employees to take paid time off to work on local initiatives
- Supporting local charities and good causes worldwide

Aegon's approach to sustainability recognized externally

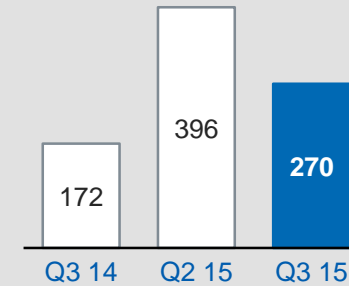


Underlying earnings up to EUR 436 million

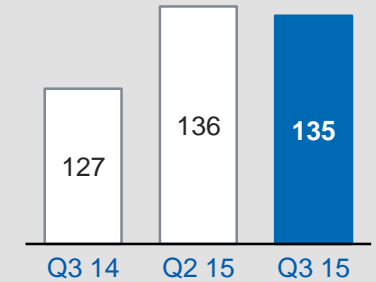
- Earnings in Americas impacted by actuarial assumption changes
- Earnings in Netherlands increased due to higher investment income and lower funding costs
- UK earnings declined, primarily a result of adverse market movements and lower fees
- Earnings in New Markets up, mainly driven by higher earnings in Asset Management, in addition to favorable one-time items

Underlying earnings before tax

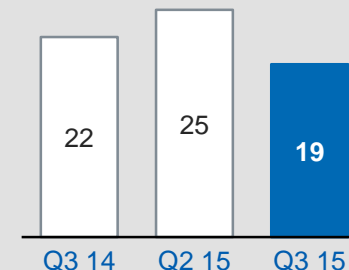
Americas
(USD million)



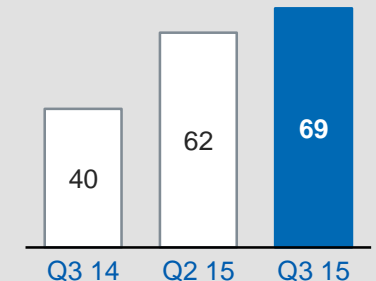
The Netherlands
(EUR million)



United Kingdom
(GBP million)



New Markets
(EUR million)



Fair value items impacted by hedge programs and guarantees

Total of EUR (103) million

FV investments

EUR (1) million

FV hedging with
accounting match

EUR (9) million

Derivatives Δ : EUR 588m
Liability Δ : EUR 597m

FV hedging without
accounting match

EUR (103) million

Derivatives Δ : EUR (103)m
Liability Δ : no change

FV other

EUR 10 million

Americas: (66)

- Oil & gas exposure (-)
- Hedge funds (-)

Netherlands: 65

- Real estate (+)

US GMWB: 7

- Economic assumption changes (+)
- Interest rates (+)
- Other (-)

Netherlands guarantees: (17)

- Interest rate hedges (-)
- Credit spread (+)

US macro hedging: (88)

- Rebalancing hedging portfolio (-)
- Interest rate hedges (-)
- Strengthened reserves ALSO (-)
- Economic assumption changes (+)
- Other (-)

Netherlands: (49)

- Hedging mortgage portfolio (-)
- Longevity swap (-)
- Duration management (-)
- Ineffectiveness of interest rate hedge (+)

UK: 34

- Equity (+)
- Inflation hedge (-)

Other: 10

- MTN credit spread (+)
- Other FV items (-)

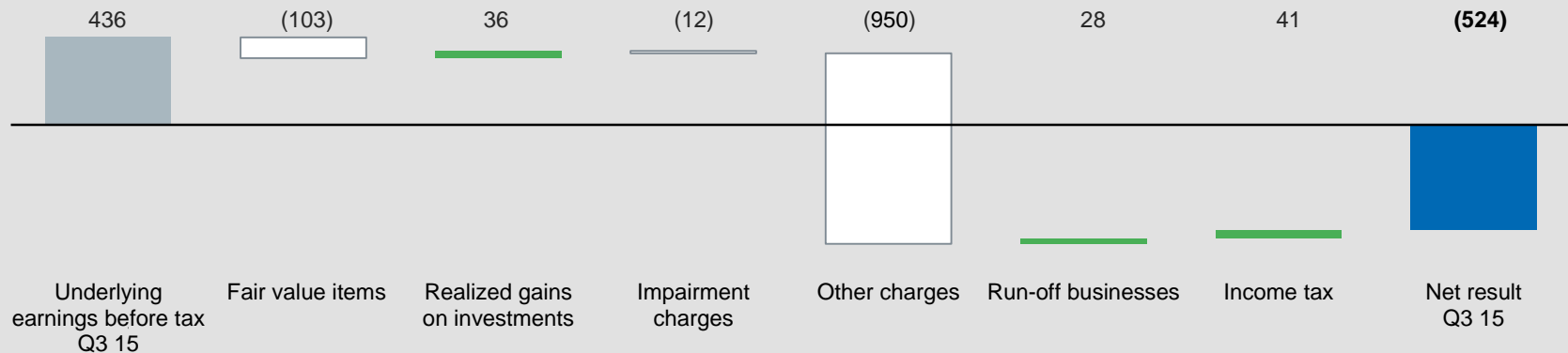
Note: FV hedging with accounting match excludes changes in own credit spread and other non-hedged items

Net result of EUR (524) million

- Fair value items loss mainly driven by hedging programs in the US, primarily the result of adjustments to the macro equity hedge program, which more than offset positive impact from assumption changes
- Gains on investments amounted to EUR 36 million and were mainly the result of normal trading activity in the Netherlands
- Impairment charges remained low as a result of the favorable credit environment
- Other charges totalled EUR 950 million and were mainly related to the divestment of Canada, in addition to the model updates, which resulted in charges of EUR 209 million

Underlying earnings to net income development in Q3 2015

(EUR million)

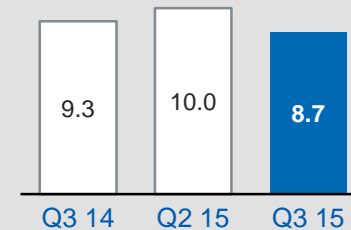


Gross deposits increased to EUR 19.4 billion

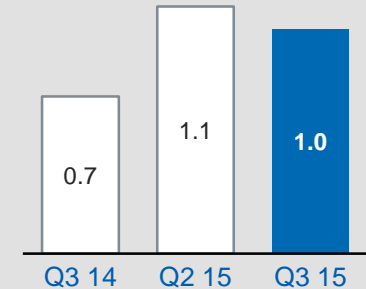
- Lower gross deposits in the Americas as growth in pensions was more than offset by lower deposits in VA
- Gross deposits in the Netherlands up due to continued strong performance from Knab and PPI
- Platform deposits in the UK strongly increased, mainly driven by the upgrading of existing customers
- Higher gross deposits in New Markets due to asset management, resulting from higher production within the UK absolute return funds and first time proportional inclusion of La Banque Postale Asset Management (LBPAM)

Gross deposits

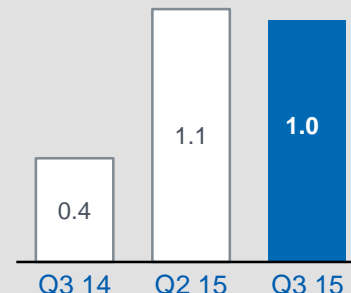
Americas
(USD billion)



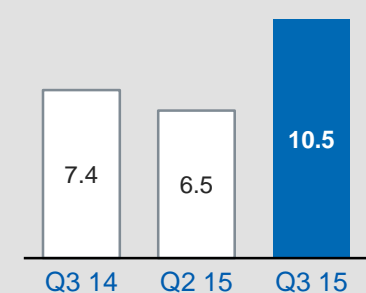
The Netherlands
(EUR billion)



United Kingdom platform
(Inflows, GBP billion)



New Markets
(EUR billion)

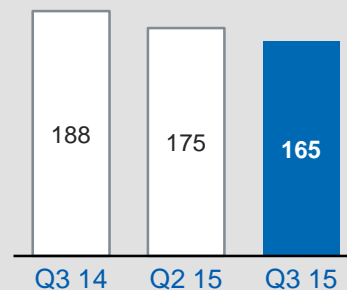


New life sales amounted to EUR 435 million

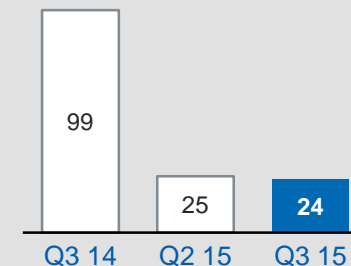
- New life sales in the Americas decreased, as higher indexed UL sales were more than offset by the divestment of Canada, withdrawal of UL secondary guarantee product, and lower term life sales
- Lower new life sales in the Netherlands due to absence of large pension buy-outs
- Lower new life sales UK as demand for traditional pension products declined
- New life sales in New Markets increased, mainly driven by higher sales in Asia, which were partly offset by lower new life sales in CEE and Spain & Portugal

New life sales

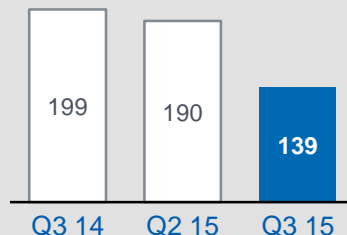
Americas
(USD million)



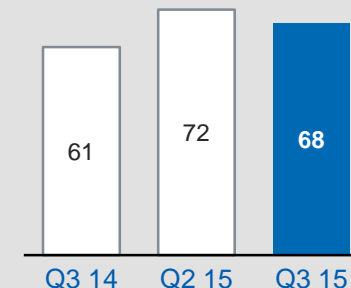
The Netherlands
(EUR million)



United Kingdom
(GBP million)



New Markets
(EUR million)

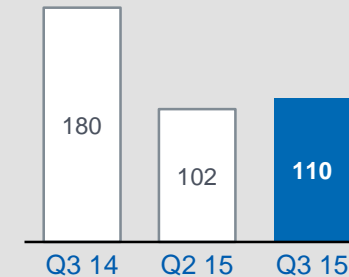


MCVNB of EUR 125 million impacted by low interest rates

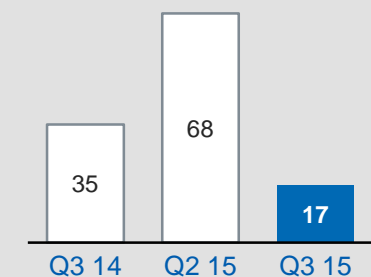
- Lower MCVNB in the Americas mainly driven by the divestment of Canada, a lower contribution from VA, and lower interest rates
- MCVNB in the Netherlands decreased as a result of lower pension sales and a lower contribution from mortgages
- Lower MCVNB in the UK, mainly driven by the platform not yet being at break-even level
- Decrease of MCVNB in New Markets as sales growth was more than offset by lower interest rates

Market consistent value of new business

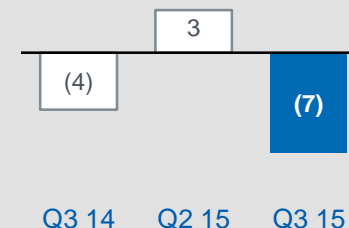
Americas
(USD million)



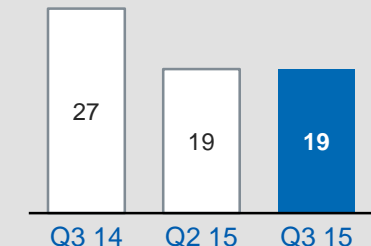
The Netherlands
(EUR million)



United Kingdom
(GBP million)



New Markets
(EUR million)

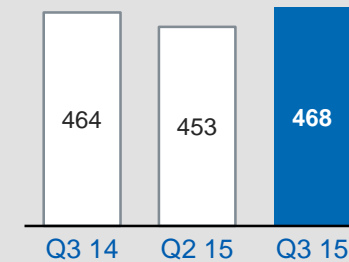


Operating expenses amounted to EUR 912 million

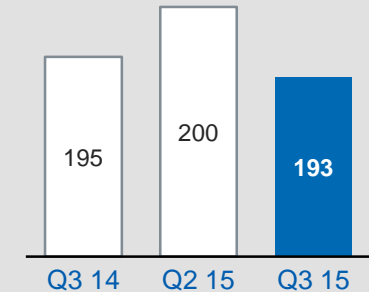
- Operating expenses in the Americas increased mainly as a result of higher employee benefit expenses and investments in technology
- Decline in NL operating expenses as higher employee benefit expenses and investments were more than offset by lower restructuring expenses
- Decrease in UK operating expenses driven by reduction of business transformation costs and cost reduction programs
- Operating expenses in New Markets up due to unfavorable currency movements, business growth and project-related expenses in Asset Management

Operational expenses

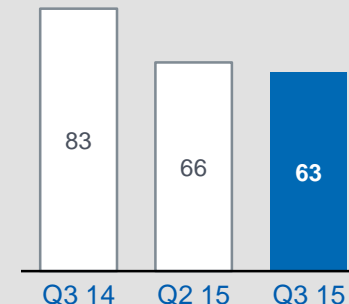
Americas
(USD million)



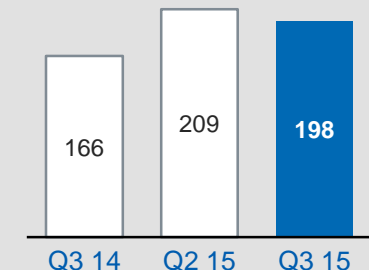
The Netherlands
(EUR million)



United Kingdom
(GBP million)



New Markets
(EUR million)



Operational free cash flows and holding excess capital

- Operational free cash flows* of EUR 350 million
 - ▶ One-time items of EUR (243) million were primarily related to the assumption changes and model updates
 - ▶ Positive market impacts of EUR 131 million were mainly driven by higher valuation of mortgages in the general account in the Netherlands, partly offset by VA hedging losses in the Americas
- Holding excess capital increased to EUR 1.8 billion

Operational free cash flows

(EUR million)

	Q3 14	Q2 15	Q3 15
Earnings on in-force	362	(988)	1,108
Return on free surplus	16	21	16
Release of required surplus	(117)	1,279	(554)
New business strain	(386)	(344)	(332)
Operational free cash flow	(124)	(34)	238
Market impacts & one-time items	(399)	(421)	(112)
Normalized operational free cash flow	275	388	350
Holding funding & operating expenses	(65)	(110)	(72)
Free cash flow	210	278	278

Holding excess capital development

(EUR billion)

	Q2 15	Q3 15
Starting position	1.4	1.5
Net dividends received from units	0.6	0.0
Acquisitions & divestments	(0.1)	0.5
Common dividends	(0.3)	(0.3)
Funding & operating expenses	(0.1)	(0.1)
Leverage issuances/redemptions	-	-
Other	(0.1)	0.1
Ending position	1.5	1.8
Capital allocated to additional deleveraging	-	(0.4)

* Excluding market impacts and one-time items
 Note: Numbers may not add up due to rounding

Capital allocated to run-off businesses further reduced

- Sale of Clark Consulting released USD 0.2 billion of capital
- Current capital allocated to run-off businesses of USD 1.7 billion
 - Return on capital of run-off businesses of 3.7% year to date
- Capital intensive run-off businesses negatively impact return on equity
 - Capital allocated to run-off businesses included in RoE calculations, but earnings are excluded

Allocated capital to run-off businesses

(USD billion)

	2012	2013	2014	2015 H1	2015 Q3
▪ Payout annuities	0.5	0.5	0.4	0.4	0.4
▪ Institutional spread-based business	0.6	0.4	0.3	0.3	0.3
▪ BOLI/COLI	0.5	0.5	0.6	0.6	0.4
▪ Life reinsurance	1.1	0.7	0.6	0.6	0.6
	2.7	2.1	2.0	1.9	1.7

Note: Allocated capital is IFRS equity, excluding revaluation reserves

Main economic assumptions unchanged

- 10-year US Treasury assumed to grade to 4.25% by 2025
- 3-month US Treasury assumed to grade to 2.5% by 2025
- Credit spreads are assumed to grade to 110 bps by 2017
- Bond funds are assumed to return 4% until 2025 and 6% thereafter
- US annual gross equity market returns of 8% (price appreciation + dividends)

Assumptions	NL	UK
10-year interest rate (2015)	1.8%	2.9%
3-month interest rate (2015)	0.1%	0.4%
Annual gross equity market return (price appreciation + dividends)	7%	7%

Earnings sensitivities to equity markets and reinvestment yields

- Protection of capital position main purpose of macro hedging program
- IFRS accounting mismatch between hedges and liabilities
 - ▶ GMIB liability carried at amortized cost (SOP 03-1)
 - ▶ Macro hedge carried at fair value
 - ▶ Sensitivity expected to trend down as a result of successful lump sum offering

Macro hedge equity sensitivity estimates

Total equity return in quarter	Fair value items impact
-8%	~USD (10) million
+2% (base case)	~USD (60) million
+12%	~USD (140) million

-
- Limited reinvestment risk moderates impact of low US interest rates on underlying earnings
 - ▶ ~5% of general account assets reinvested per annum as a result of declining spread balances

Estimated sensitivity for underlying earnings to flat reinvestment yields*

2015:	~USD (10) million per quarter
2016:	~USD (15) million per quarter
2017:	~USD (25) million per quarter

* Average impact of flat reinvestment yields on underlying earnings per quarter in 2015, 2016 and 2017 compared to 2014

Investing in Aegon

- Aegon ordinary shares
 - ▶ Traded on Euronext Amsterdam since 1969 and quoted in euros
- Aegon New York Registry Shares (NYRS)
 - ▶ Traded on NYSE since 1991 and quoted in US dollars
 - ▶ One Aegon NYRS equals one Aegon Amsterdam-listed common share
 - ▶ Cost effective way to hold international securities

Aegon's ordinary shares

Ticker symbol	AGN NA
Underlying ISIN	NL0000303709
SEDOL	5927375NL
Trading Platform	Euronext Amsterdam
Country	Netherlands

Aegon's New York Registry Shares

Ticker symbol	AEG US
NYRS ISIN	US0079241032
NYRS SEDOL	2008411US
Trading Platform	NYSE
Country	USA
NYRS Transfer Agent	Citibank, N.A.

Aegon NYRS contact details

Broker contacts at Citibank:

Telephone: New York: +1 212 723 5435
London: +44 207 500 2030
E-mail: citiadr@citi.com

AEG
LISTED
NYSE

Disclaimers

Cautionary note regarding non-IFRS measures

This document includes the following non-IFRS financial measures: underlying earnings before tax, income tax, income before tax and market consistent value of new business. These non-IFRS measures are calculated by consolidating on a proportionate basis Aegon's joint ventures and associated companies. The reconciliation of these measures, except for market consistent value of new business, to the most comparable IFRS measure is provided in note 3 'Segment information' of Aegon's Condensed Consolidated Interim Financial Statements. Market consistent value of new business is not based on IFRS, which are used to report Aegon's primary financial statements and should not be viewed as a substitute for IFRS financial measures. Aegon may define and calculate market consistent value of new business differently than other companies. Aegon believes that these 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. In addition, return on equity is a ratio using a non-GAAP measure and is calculated by dividing the net underlying earnings after cost of leverage by the average shareholders' equity excluding the preferred shares, the revaluation reserve and the reserves related to defined benefit plans.

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. Certain comparative information presented on a constant currency basis eliminates the effects of changes in currency exchange rates. None of this information is a substitute for or superior to financial information about 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 guarantees of future performance and involve risks, uncertainties and assumptions that are difficult to predict. Aegon undertakes 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 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 longevity, 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 markets;
- Changes in laws and regulations, particularly those affecting Aegon's operations, ability to hire and retain key personnel, the products Aegon 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 expectations;
- 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 or a change by Aegon in applying such regulations and policies, voluntarily or otherwise, 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; and
- Aegon's failure to achieve anticipated levels of earnings or operational efficiencies as well as other cost saving and excess capital and leverage ratio management 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.