

AEGON NV
Form 6-K
May 15, 2014
Table of Contents

Securities and Exchange Commission

Washington, D.C. 20549

Form 6-K

Report of Foreign Issuer

Pursuant to Rule 13a-16 or 15d/16

of the Securities Exchange Act of 1934

May 2014

AEGON N.V.

Aegonplein 50

2591 TV THE HAGUE

The Netherlands

Table of Contents

Aegon's condensed consolidated interim financial statements Q1 2014, dated May 15, 2014, are included as appendix and incorporated herein by reference.

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

AEGON N.V.
(Registrant)

Date: May 15, 2014

By /s/ J. H. P. M. van Rossum
J. H. P. M. van Rossum
Senior Vice President and Corporate Controller

Table of Contents

Table of Contents

Table of contents

<u>Condensed consolidated income statement</u>	2
<u>Condensed consolidated statement of comprehensive income</u>	3
<u>Condensed consolidated statement of financial position</u>	4
<u>Condensed consolidated statement of changes in equity</u>	5
<u>Condensed consolidated cash flow statement</u>	6
<u>Notes to the condensed consolidated interim financial statements</u>	7

Unaudited

1

Table of Contents**Condensed consolidated income statement**

<i>EUR millions</i>	Notes	Q1 2014	Q1 2013
Premium income	4	5,265	6,267
Investment income	5	1,948	2,013
Fee and commission income		466	466
Other revenues		1	2
Total revenues		7,680	8,748
Income from reinsurance ceded		699	803
Results from financial transactions	6	2,228	7,731
Other income		8	87
Total income		10,614	17,369
Benefits and expenses	7	10,013	16,881
Impairment charges / (reversals)	8	8	25
Interest charges and related fees		116	103
Other charges		2	95
Total charges		10,140	17,104
Share in net result of joint ventures		5	(8)
Share in net result of associates		8	5
Income before tax		488	262
Income tax (expense) / benefit		(96)	(38)
Net income		392	224
Net income attributable to:			
Equity holders of Aegon N.V.		392	224
Non-controlling interests		-	-
Earnings per share (EUR per share)	15		
Basic earnings per common share		0.16	0.09
Basic earnings per common share B		-	-
Diluted earnings per common share		0.16	0.09
Diluted earnings per common share B		-	-

Amounts for 2013 have been restated for the voluntary changes in accounting policies for deferred policy acquisition costs and longevity reserving. Refer to note 2.1 for details about these changes.

Table of Contents**Condensed consolidated statement of comprehensive income**

<i>EUR millions</i>	Q1 2014	Q1 2013
Net income	392	224
Other comprehensive income:		
Items that will not be reclassified to profit or loss:		
Changes in revaluation reserve real estate held for own use	-	1
Remeasurements of defined benefit plans	(234)	122
Income tax relating to items that will not be reclassified	66	(50)
Items that may be reclassified subsequently to profit or loss:		
Gains / (losses) on revaluation of available-for-sale investments	1,819	(347)
(Gains) / losses transferred to the income statement on disposal and impairment of available-for-sale investments	(112)	(113)
Changes in cash flow hedging reserve	198	(95)
Movement in foreign currency translation and net foreign investment hedging reserve	(19)	260
Equity movements of joint ventures	6	10
Equity movements of associates	(1)	10
Income tax relating to items that may be reclassified	(580)	169
Other	(1)	3
Other comprehensive income for the period	1,142	(30)
Total comprehensive income	1,534	194
Total comprehensive income attributable to:		
Equity holders of Aegon N.V.	1,535	195
Non-controlling interests	(1)	(1)

Amounts for 2013 have been restated for the voluntary changes in accounting policies for deferred policy acquisition costs and longevity reserving. Refer to note 2.1 for details about these changes.

Unaudited

3

Table of Contents**Condensed consolidated statement of financial position**

<i>EUR millions</i>	Notes	Mar. 31, 2014	Dec. 31, 2013
Assets			
Intangible assets	9	2,192	2,272
Investments	10	138,567	135,409
Investments for account of policyholders	11	167,903	165,032
Derivatives	12	16,965	13,531
Investments in joint ventures		1,450	1,426
Investments in associates		482	470
Reinsurance assets		9,771	10,344
Deferred expenses	14	9,909	10,006
Other assets and receivables		6,958	7,586
Cash and cash equivalents		7,116	5,691
Total assets		361,314	351,767
Equity and liabilities			
Shareholders' equity		19,129	17,601
Other equity instruments	16	4,580	5,015
Issued capital and reserves attributable to equity holders of Aegon N.V.		23,709	22,616
Non-controlling interests		8	10
Group equity		23,718	22,626
Trust pass-through securities		123	135
Subordinated borrowings		45	44
Insurance contracts		102,630	101,769
Insurance contracts for account of policyholders		87,031	84,311
Investment contracts		13,742	14,545
Investment contracts for account of policyholders		83,025	82,608
Derivatives	12	14,765	11,838
Borrowings	17	13,033	12,020
Other liabilities		23,202	21,871
Total liabilities		337,596	329,141
Total equity and liabilities		361,314	351,767

Amounts for 2013 have been restated for the voluntary changes in accounting policies for deferred policy acquisition costs and longevity reserving. Refer to note 2.1 for details about these changes.

Table of Contents**Condensed consolidated statement of changes in equity**

<i>EUR millions</i>	Share capital ¹	Retained earnings	Revaluation reserves	Remeasurement of defined benefit plans	Other reserves	Other equity instruments	Issued capital and reserves ²	Non-controlling interests	Total
Three months ended March 31, 2014									
At beginning of year	8,701	8,361	3,023	(706)	(1,778)	5,015	22,616	10	22,626
Net income recognized in the income statement	-	392	-	-	-	-	392	-	392
Other comprehensive income:									
Items that will not be reclassified to profit or loss:									
Remeasurements of defined benefit plans	-	-	-	(234)	-	-	(234)	-	(234)
Income tax relating to items that will not be reclassified	-	-	-	66	-	-	66	-	66
Items that may be reclassified subsequently to profit or loss:									
Gains / (losses) on revaluation of available-for-sale investments	-	-	1,819	-	-	-	1,819	-	1,819
(Gains) / losses transferred to income statement on disposal and impairment of available-for-sale investments	-	-	(112)	-	-	-	(112)	-	(112)
Changes in cash flow hedging reserve	-	-	198	-	-	-	198	-	198
Movement in foreign currency translation and net foreign investment hedging reserves	-	-	-	(1)	(18)	-	(19)	-	(19)
Equity movements of joint ventures	-	-	-	-	6	-	6	-	6
Equity movements of associates	-	-	-	-	(1)	-	(1)	-	(1)
Income tax relating to items that may be reclassified	-	-	(577)	-	(3)	-	(580)	-	(580)
Other	-	-	-	-	-	-	-	(1)	(1)
Total other comprehensive income	-	-	1,328	(169)	(16)	-	1,143	(1)	1,142
Total comprehensive income/ (loss) for 2014	-	392	1,328	(169)	(16)	-	1,535	(1)	1,534
Treasury shares	-	1	-	-	-	-	1	-	1
Other equity instruments redeemed	-	35	-	-	-	(438)	(403)	-	(403)
Coupons on non-cumulative subordinated notes	-	(6)	-	-	-	-	(6)	-	(6)
Coupons on perpetual securities	-	(41)	-	-	-	-	(41)	-	(41)
Share options and incentive plans	-	4	-	-	-	3	7	-	7
At end of period	8,701	8,748	4,351	(875)	(1,795)	4,580	23,709	8	23,718
Three months ended March 31, 2013									
At beginning of year (as previously stated)	9,099	10,446	6,073	(1,085)	(1,045)	5,018	28,506	13	28,519

Edgar Filing: AEGON NV - Form 6-K

Changes in accounting policies relating to deferred policy acquisition costs	-	(1,472)	43	-	(58)	-	(1,487)	-	(1,487)
Changes in accounting policies relating to policy longevity methodology	-	(925)	-	-	-	-	(925)	-	(925)
At beginning of year, restated	9,099	8,049	6,116	(1,085)	(1,103)	5,018	26,094	13	26,107
Net income recognized in the income statement	-	224	-	-	-	-	224	-	224
Other comprehensive income:									
Items that will not be reclassified to profit or loss:									
Changes in revaluation reserve real estate held for own use	-	-	1	-	-	-	1	-	1
Remeasurements of defined benefit plans	-	-	-	122	-	-	122	-	122
Income tax relating to items that will not be reclassified	-	-	-	(50)	-	-	(50)	-	(50)
Items that may be reclassified subsequently to profit or loss:									
Gains / (losses) on revaluation of available-for-sale investments	-	-	(347)	-	-	-	(347)	-	(347)
(Gains) / losses transferred to income statement on disposal and impairment of available-for-sale investments	-	-	(113)	-	-	-	(113)	-	(113)
Changes in cash flow hedging reserve	-	-	(95)	-	-	-	(95)	-	(95)
Movement in foreign currency translation and net foreign investment hedging reserves	-	-	-	(7)	267	-	260	-	260
Equity movements of joint ventures	-	-	-	-	10	-	10	-	10
Equity movements of associates	-	-	-	-	10	-	10	-	10
Income tax relating to items that may be reclassified	-	-	192	-	(23)	-	169	-	169
Transfer from / to other headings	-	(2)	2	-	-	-	-	-	-
Other	-	4	-	-	-	-	4	(1)	3
Total other comprehensive income	-	2	(360)	65	264	-	(29)	(1)	(30)
Total comprehensive income / (loss) for 2013	-	226	(360)	65	264	-	195	(1)	194
Coupons on non-cumulative subordinated notes	-	(6)	-	-	-	-	(6)	-	(6)
Coupons on perpetual securities	-	(43)	-	-	-	-	(43)	-	(43)
Share options and incentive plans	-	3	-	-	-	12	15	-	15
At end of period	9,099	8,229	5,756	(1,020)	(839)	5,030	26,255	12	26,267

¹ For a breakdown of share capital please refer to note 15.

² Issued capital and reserves attributable to equity holders of Aegon N.V.

Amounts for 2013 have been restated for the voluntary changes in accounting policies for deferred policy acquisition costs and longevity reserving. Refer to note 2.1 for details about these changes.

Unaudited

5

Table of Contents**Condensed consolidated cash flow statement**

<i>EUR millions</i>	Q1 2014	Q1 2013
Cash flow from operating activities	907	(1,073)
Purchases and disposals of intangible assets	(2)	(1)
Purchases and disposals of equipment and other assets	(15)	(10)
Purchases, disposals and dividends of subsidiaries, associates and joint ventures	(16)	(21)
Cash flow from investing activities	(32)	(32)
Issuances, repurchases and coupons of perpetuals	(451)	(57)
Issuances, repurchases and coupons of non-cumulative subordinated notes	(8)	(8)
Issuances and repayments of borrowings	923	58
Cash flow from financing activities	465	(7)
Net increase / (decrease) in cash and cash equivalents	1,340	(1,112)
Net cash and cash equivalents at January 1	5,652	9,497
Effects of changes in foreign exchange rates	6	(6)
Net cash and cash equivalents at end of period	6,998	8,379
	Mar. 31,	Mar. 31,
	2014	2013
Cash and cash equivalents	7,116	8,572
Bank overdrafts	(118)	(193)
Net cash and cash equivalents	6,998	8,379

Table of Contents

Notes to the Condensed Consolidated Interim Financial Statements

Amounts in EUR millions, unless otherwise stated

Aegon N.V., incorporated and domiciled in the Netherlands, is a public limited liability company organized under Dutch law and recorded in the Commercial Register of The Hague under number 27076669 and with its registered address at Aegonplein 50, 2591 TV, The Hague, the Netherlands. Aegon N.V. serves as the holding company for the Aegon Group and has listings of its common shares in Amsterdam and New York.

Aegon N.V. (or the company) and its consolidated subsidiaries (Aegon or the Group) have life insurance and pensions operations in over twenty countries in the Americas, Europe and Asia and are also active in savings and asset management operations, accident and health insurance, general insurance and to a limited extent banking operations. Its headquarters are located in The Hague, the Netherlands. The Group employs over 27,000 people worldwide.

1. Basis of presentation

The condensed consolidated interim financial statements as at, and for the first quarter ended, March 31, 2014, have been prepared in accordance with IAS 34 Interim Financial Reporting, as adopted by the European Union (hereafter IFRS). They do not include all of the information required for a full set of financial statements prepared in accordance with IFRS and should therefore be read together with the 2013 consolidated financial statements of Aegon N.V. as included in Aegon's Annual Report for 2013 and the disclosures provided in note 2.1 and 2.2 of this report which disclose the impact of voluntary changes in accounting policies that were made by Aegon effective January 1, 2014. Aegon's Annual Report for 2013 is available on its website (aegon.com).

The condensed consolidated interim financial statements have been prepared in accordance with the historical cost convention as modified by the revaluation of investment properties and those financial instruments (including derivatives) and financial liabilities that have been measured at fair value. Certain amounts in prior periods have been reclassified to conform to the current year presentation. These reclassifications had no effect on net income, shareholders' equity or earnings per share. The condensed consolidated interim financial statements as at, and for the first quarter ended, March 31, 2014, were approved by the Executive Board on May 14, 2014.

The condensed consolidated interim financial statements are presented in euro and all values are rounded to the nearest million unless otherwise stated. The consequence is that the rounded amounts may not add up to the rounded total in all cases.

The published figures in these condensed consolidated interim financial statements are unaudited.

2. Significant accounting policies

All accounting policies and methods of computation applied in the condensed consolidated interim financial statements are the same as those applied in the 2013 consolidated financial statements, except for the newly applied accounting policies as described in note 2.1 and 2.2.

New IFRS accounting standards effective

The following standards, interpretations, amendments to standards and interpretations became effective in 2014:

- t IFRS 10 Consolidated Financial Statements – Amendment Investment Entities;
- t IAS 36 Impairment of Assets – Recoverable Amounts Disclosures for Non-Financial Assets; and
- t IAS 39 Novation of Derivatives and Continuation of Hedge Accounting.

None of these new or revised standards and interpretations had a significant effect on the condensed consolidated interim financial statements for the period ended March 31, 2014.

Unaudited

7

Table of Contents

For a complete overview of IFRS standards, published before January 1, 2014, that will be applied in future years, but were not early adopted by the Group, please refer to Aegon's Annual Report for 2013.

Taxes

Taxes on income for the Q1 2014 interim period are accrued using the tax rate that would be applicable to expected total annual earnings.

Judgments and critical accounting estimates

Preparing the condensed consolidated interim financial statements requires management to make judgments, estimates and assumptions, including the likelihood, timing or amount of future transactions or events, that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expense. Actual results may differ from the estimates made.

In preparing the condensed consolidated interim financial statements, significant judgments made by management in applying the Group's accounting policies and the key sources of estimation uncertainty were the same as those that applied to the consolidated financial statements as at and for the year ended December 31, 2013.

Exchange rates

Assets and liabilities are translated at the closing rates on the balance sheet date. Income, expenses and capital transactions (such as dividends) are translated at average exchange rates or at the prevailing rates on the transaction date, if more appropriate. The following exchange rates are applied for the condensed consolidated interim financial statements:

Closing exchange rates

			USD	GBP
March 31, 2014	1	EUR	1.3783	0.8267
December 31, 2012	1	EUR	1.3780	0.8320
Weighted average exchange rates				

			USD	GBP
Q1 2014	1	EUR	1.3695	0.8276
Q1 2013	1	EUR	1.3195	0.8506

Other

Aegon N.V. is subject to legal restrictions on the amount of dividends it can pay to its shareholders. Under Dutch law, the amount that is available to pay dividends consists of total shareholders' equity less the issued and outstanding capital and less the reserves required by law. The revaluation account and legal reserves, foreign currency translation reserve and other reserves, cannot be freely distributed. In case of negative balances for individual reserves legally to be retained, no distributions can be made out of retained earnings to the level of these negative amounts.

In addition, Aegon's subsidiaries, principally insurance companies, are subject to restrictions on the amounts of funds they may transfer in the form of cash dividends or otherwise to their parent companies. There can be no assurance that these restrictions will not limit or restrict Aegon in its ability to pay dividends in the future.

Table of Contents

2.1 Voluntary changes in accounting policies

Aegon adopted voluntary changes in accounting policies, effective January 1, 2014 which are applied retrospectively for all periods presented in this document, both in the main schedules and the associated footnotes. Changes to these policies relate to deferred policy acquisition costs and how Aegon accounts for longevity trends in The Netherlands. In the paragraphs below, details are provided for these changes in accounting policies.

Deferred policy acquisition costs

Aegon adopted one single group-wide accounting policy for deferred policy acquisition costs as of January 1, 2014. Upon initial adoption of IFRS, entities were permitted to continue existing accounting policies for insurance contracts even though such policies were often non-uniform between countries. Through adoption of a uniform, group-wide accounting policy, Aegon eliminates this lack of uniformity for the deferral of policy acquisition costs thereby providing the users of the financial statements with more meaningful information.

IFRS 4 neither prohibits nor requires the deferral of policy acquisition costs, nor does it prescribe what acquisition costs are deferrable. Thus, in developing the new policy, Aegon considered and sought alignment with the proposed description of deferrable policy acquisition costs within the IFRS Insurance Contracts Phase II exposure draft (Exposure Draft). In the absence of detailed guidance in the Exposure Draft, Aegon also considered the recently adopted guidance in U.S. GAAP (ASU 2010-26 Accounting for Costs Associated with Acquiring or Renewing Insurance Contracts), if not conflicting with IFRS 4 or the Exposure Draft. IFRS currently differs from US GAAP by not limiting the deferral to expenses from successful efforts only and in the detail of how that principle is applied. Under the new accounting policy, deferred policy acquisition costs include costs that are directly attributable to the acquisition or renewal of insurance contracts. The previous accounting policy was based on a broader definition of costs that could be deferred.

Details of the impact of applying this voluntary change to previous periods are provided in the tables presented in note 2.2.

Longevity reserving

As of January 1, 2014, Aegon amended its policy to determine the insurance contract liability of Aegon The Netherlands to account for longevity risk assumed by Aegon. This change will provide more current information about the financial effects of changes in life expectancy of the insured population. The change will also increase alignment with market pricing of longevity risk. It will supply users of the financial statements with more relevant decision making information on the insurance contract liability and will improve transparency on the longevity risks assumed by Aegon.

Mortality tables will be updated annually based on the prospective tables taking into account longevity trends. The new methodology will take into account the contractual cash flows related to the longevity risk assumed. Previously the methodology applied by Aegon The Netherlands considered realized mortalities based on retrospective mortality tables.

Details of the impact of applying this voluntary change to previous periods are provided in the tables presented in note 2.2.

Unaudited

9

Table of Contents**2.2 Impact of voluntary changes in accounting policies****Impact of voluntary changes in accounting policies on consolidated income statement**

	Q1 2013 (previously reported)	Change in accounting policy		Q1 2013 (restated)
		Deferred policy acquisition costs	Longevity reserving	
<i>EUR millions</i>				
Benefits and expenses	16,909	(2)	(26)	16,881
Income tax (expense) / benefit	(30)	(2)	(6)	(38)
Net effect	-	-	20	-
Earnings per share (EUR per share)				
Basic earnings per common share	0.08	-	0.01	0.09
Basic earnings per common share B	-	-	-	-
Diluted earnings per common share	0.08	-	0.01	0.09
Diluted earnings per common share B	-	-	-	-
Earnings per common share calculation				
Net income attributable to equity holders of Aegon N.V.	204	-	20	224
Preferred dividend	-	-	-	-
Coupons on other equity instruments	(49)	-	-	(49)
Earnings attributable to common shareholders	155	-	20	175
Weighted average number of common shares outstanding (in million)	1,943	-	-	1,943

Impact of voluntary changes in accounting policies on condensed consolidated statement of comprehensive income

	Q1 2013 (previously reported)	Change in accounting policy		Q1 2013 (restated)
		Deferred policy acquisition costs	Longevity reserving	
<i>EUR millions</i>				
Net income	204	-	20	224
Gains / (losses) on revaluation of available-for-sale investments	(334)	(13)	-	(347)
Movement in foreign currency translation and net foreign investment hedging reserves	235	25	-	260

Edgar Filing: AEGON NV - Form 6-K

Income tax relating to items that may be reclassified	164	5	-	169
Net effect other comprehensive income for the period		17	-	
Net effect comprehensive income		17	20	
Total comprehensive income attributable to:				
Equity holders of Aegon N.V.	158	17	20	195
Non-controlling interests	(1)	-	-	(1)

10

Unaudited

Table of Contents**Impact of changes in accounting policies on the consolidated statement of financial position**

	December 31, 2013 ¹⁾	Change in accounting policy		Reclassification ²⁾	December 31, 2013 (restated)
		Deferred policy acquisition costs	Longevity reserving		
<i>EUR millions</i>					
Assets					
Intangible assets	2,246	26	-	-	2,272
Investments in joint ventures	1,427	(1)	-	-	1,426
Reinsurance assets	10,345	(2)	-	-	10,344
Other assets and receivables	7,429	2	-	156	7,586
Deferred expenses	12,040	(2,035)	-	-	10,006
Equity and liabilities					
Shareholders' equity	19,966	(1,533)	(832)	-	17,601
Insurance contracts	100,642	54	1,073	-	101,769
Other liabilities	22,487	(531)	(241)	156	21,871

¹ As reported in Aegon's Annual Report dated March 19, 2014.

² As a result of the voluntary accounting changes the balance of the Dutch tax group as at December 31, 2013 changed from a deferred tax liability to a deferred tax asset.

Impact of voluntary changes in accounting policies on consolidated statement of changes in equity

	December 31, 2013 ¹⁾	Change in accounting policy		December 31, 2013 (restated)
		Deferred policy acquisition costs	Longevity reserving	
<i>EUR millions</i>				
Share capital	8,701	-	-	8,701
Retained earnings	10,750	(1,557)	(832)	8,361
Revaluation reserves	2,998	26	-	3,023
Remeasurement of defined benefit plans	(706)	-	-	(706)
Other reserves	(1,777)	(1)	-	(1,778)
Shareholders' equity	19,966	(1,533)	(832)	17,601

¹ As reported in Aegon's Annual Report dated March 19, 2014.

Table of Contents**3. Segment information****3.1 Income statement**

<i>EUR millions</i>	Americas	The Netherlands	United Kingdom	New Markets	Holding and other activities	Eliminations	Segment Total	Joint ventures and associates eliminations	Consolidated
<i>Three months ended March 31, 2014</i>									
Underlying earnings before tax geographically	302	129	27	61	(21)	-	498	(8)	490
Fair value items	(49)	(36)	(3)	7	(36)	-	(116)	5	(111)
Realized gains / (losses) on investments	9	84	16	2	-	-	110	(1)	109
Impairment charges	(6)	(4)	-	(9)	-	-	(19)	-	(19)
Impairment reversals	10	2	-	-	-	-	12	-	12
Other income / (charges)	3	(3)	(4)	(2)	-	-	(6)	-	(6)
Run-off businesses	14	-	-	-	-	-	14	-	14
Income before tax	282	172	37	59	(58)	-	492	(4)	488
Income tax (expense) / benefit	(63)	(29)	(9)	(16)	16	-	(100)	4	(96)
Net income	219	143	28	43	(42)	-	392	-	392
<i>Inter-segment underlying earnings</i>	<i>(41)</i>	<i>(14)</i>	<i>(14)</i>	<i>65</i>	<i>5</i>				
Revenues									
Life insurance gross premiums	1,488	1,499	1,220	373	2	(17)	4,564	(85)	4,479
Accident and health insurance	417	130	15	55	1	(1)	618	(8)	610
General insurance	-	135	-	58	-	-	194	(18)	176
Total gross premiums	1,906	1,764	1,234	486	3	(19)	5,375	(111)	5,265
Investment income	803	636	465	54	78	(78)	1,958	(10)	1,948
Fee and commission income	313	78	10	142	-	(57)	486	(20)	466
Other revenues	-	-	-	1	-	-	2	(1)	1
Total revenues	3,022	2,478	1,709	683	82	(153)	7,821	(141)	7,680
<i>Inter-segment revenues</i>	<i>4</i>	<i>-</i>	<i>-</i>	<i>70</i>	<i>79</i>				

<i>EUR millions</i>	Americas	The Netherlands	United Kingdom	New Markets	Holding and other activities	Eliminations	Segment Total	Joint ventures and associates eliminations	Consolidated
<i>Three months ended March 31, 2013</i>									
Underlying earnings before tax geographically	307	114	21	60	(38)	-	464	(19)	445
Fair value items	(225)	(73)	(3)	(3)	25	-	(279)	16	(263)
Realized gains / (losses) on investments	46	63	1	2	-	-	112	-	112
Impairment charges	(16)	(8)	-	(10)	-	-	(34)	-	(34)
Impairment reversals	16	-	-	-	-	-	16	-	16
Other income / (charges)	(5)	-	5	(4)	-	-	(4)	-	(4)
Run-off businesses	(10)	-	-	-	-	-	(10)	-	(10)
Income before tax	113	96	24	45	(13)	-	265	(3)	262
Income tax (expense) / benefit	(2)	(15)	(9)	(16)	1	-	(41)	3	(38)
Net income	111	81	15	29	(12)	-	224	-	224

Edgar Filing: AEGON NV - Form 6-K

<i>Inter-segment underlying earnings</i>	(46)	(14)	(14)	67	7				
Revenues									
Life insurance gross premiums	1,545	2,015	1,732	350	-	(19)	5,623	(142)	5,481
Accident and health insurance	444	123	-	58	2	(2)	625	(7)	618
General insurance	-	128	-	40	-	-	168	-	168
Total gross premiums	1,989	2,266	1,732	448	2	(21)	6,416	(149)	6,267
Investment income	841	548	580	65	84	(83)	2,035	(22)	2,013
Fee and commission income	297	82	26	134	-	(59)	480	(14)	466
Other revenues	1	-	-	1	1	-	3	(1)	2
Total revenues	3,128	2,896	2,338	648	87	(163)	8,934	(186)	8,748
<i>Inter-segment revenues</i>	5	-	-	73	85				
Non-IFRS measures									

For segment reporting purposes the following non-IFRS financial measures are included: 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. Aegon believes that its non-IFRS measures provide meaningful information about the underlying results of Aegon's business, including insight into the financial measures that Aegon's senior management uses in managing the business.

Table of Contents

Among other things, Aegon's senior management is compensated based in part on Aegon's results against targets using the non-IFRS measures presented here. While many other insurers in Aegon's peer group present substantially similar non-IFRS measures, the non-IFRS measures presented in this document may nevertheless differ from the non-IFRS measures presented by other insurers. There is no standardized meaning to these measures under IFRS or any other recognized set of accounting standards. Readers are cautioned to consider carefully the different ways in which Aegon and its peers present similar information before comparing them.

Aegon believes the non-IFRS measures shown herein, when read together with Aegon's reported IFRS financial statements, provide meaningful supplemental information for the investing public to evaluate Aegon's business after eliminating the impact of current IFRS accounting policies for financial instruments and insurance contracts, which embed a number of accounting policies alternatives that companies may select in presenting their results (i.e. companies can use different local GAAPs to measure the insurance contract liability) and that can make the comparability from period to period difficult.

The reconciliation from underlying earnings before tax to income before tax, being the most comparable IFRS measure, is presented in the tables in this note.

Underlying earnings

Underlying earnings reflect our profit from underlying business operations and exclude components that relate to accounting mismatches that are dependent on market volatility or relate to events that are considered outside the normal course of business. Below we describe items that are excluded from underlying earnings.

Fair value items

Fair value items include the over- or underperformance of investments and guarantees held at fair value for which the expected long-term return is included in underlying earnings. Changes to these long-term return assumptions are also included in the fair value items.

In addition, hedge ineffectiveness on hedge transactions, fair value changes on economic hedges without natural offset in earnings and for which no hedge accounting is applied and fair value movements on real estate are included under fair value items.

Certain assets held by Aegon Americas, Aegon The Netherlands and Aegon UK are carried at fair value and managed on a total return basis, with no offsetting changes in the valuation of related liabilities. These include assets such as investments in hedge funds, private equities, real estate (limited partnerships), convertible bonds and structured products. Underlying earnings exclude any over- or underperformance compared to management's long-term expected return on assets.

Based on current holdings and asset returns, the long-term expected return on an annual basis is 8-10%, depending on asset class, including cash income and market value changes. The expected earnings from these asset classes are net of deferred policy acquisition costs (DPAC) where applicable.

In addition, certain products offered by Aegon Americas contain guarantees and are reported on a fair value basis, including the segregated funds offered by Aegon Canada and the total return annuities and guarantees on variable annuities of Aegon USA. The earnings on these products are impacted by movements in equity markets and risk-free interest rates. Short-term developments in the financial markets may therefore cause volatility in earnings. Included in underlying earnings is a long-term expected return on these products and excluded is any over- or underperformance compared to management's expected return.

Table of Contents

The fair value movements of certain guarantees and the fair value change of derivatives that hedge certain risks on these guarantees of Aegon The Netherlands and Variable Annuities Europe (included in New Markets) are excluded from underlying earnings, and the long-term expected return for these guarantees is set at zero.

Holding and other activities include certain issued bonds that are held at fair value through profit or loss (FVTPL). The interest rate risk on these bonds is hedged using swaps. The fair value movement resulting from changes in Aegon s credit spread used in the valuation of these bonds are excluded from underlying earnings and reported under fair value items.

Realized gains or losses on investments

Includes realized gains and losses on available-for-sale investments, mortgage loans and other loan portfolios.

Impairment charges/reversals

Includes impairments and reversals on available-for-sale debt securities and impairments on shares including the effect of deferred policyholder acquisition costs, mortgage loans and loan portfolios at amortized cost and associates respectively.

Other income or charges

Other income or charges is used to report any items which cannot be directly allocated to a specific line of business. Also items that are outside the normal course of business are reported under this heading.

Other charges include restructuring charges that are considered other charges for segment reporting purposes because they are outside the normal course of business. In the condensed consolidated interim financial statements, these charges are included in operating expenses.

Run-off businesses

Includes underlying results of business units where management has decided to exit the market and to run-off the existing block of business. Currently, this line includes the run-off of the institutional spread-based business, structured settlements blocks of business, Bank-Owned and Corporate-Owned Life Insurance (BOLI/COLI) business, and the sale of the life reinsurance business in the United States. Aegon has other blocks of business for which sales have been discontinued and of which the earnings are included in underlying earnings.

Share in earnings of joint ventures and associates

Earnings from Aegon s joint ventures and Aegon s associates are reported on an underlying earnings basis.

Table of Contents**3.2 Investments geographically**

Amounts included in the tables on investments geographically are presented on an IFRS-basis.

Americas		amounts in million EUR (unless otherwise stated)							
USD	United Kingdom GBP	March 31, 2014	Americas	The Netherlands	United Kingdom	New Markets	Holding & other activities	Eliminations	Total EUR
		Investments							
2,046	95	Shares	1,485	328	115	32	31	(1)	1,990
80,426	8,936	Debt securities	58,351	20,120	10,809	3,025	-	-	92,305
11,056	1	Loans	8,021	25,080	1	514	-	-	33,616
11,852	53	Other financial assets	8,599	323	64	32	104	-	9,121
1,011	-	Investments in real estate	733	801	-	1	-	-	1,535
106,391	9,084	Investments general account	77,190	46,652	10,989	3,603	135	(1)	138,567
1,737	13,012	Shares	1,260	8,555	15,740	324	-	(8)	25,871
6,523	9,422	Debt securities	4,733	17,607	11,398	291	-	-	34,028
97,123	21,801	Unconsolidated investment funds	70,466	-	26,371	5,826	-	-	102,663
376	2,992	Other financial assets	273	393	3,619	10	-	-	4,295
-	864	Investments in real estate	-	-	1,045	-	-	-	1,045
105,760	48,091	Investments for account of policyholders	76,732	26,555	58,172	6,450	-	(8)	167,903
212,150	57,176	Investments on balance sheet	153,922	73,207	69,161	10,054	135	(9)	306,470
159,808	277	Off balance sheet investments third parties	115,945	974	335	57,899	-	-	175,154
371,958	57,453	Total revenue generating investments	269,867	74,182	69,496	67,953	135	(9)	481,624
		Investments							
87,965	8,939	Available-for-sale	63,822	20,302	10,813	3,041	9	-	97,986
11,056	1	Loans	8,021	25,080	1	514	-	-	33,616
112,118	47,372	Financial assets at fair value through profit or loss	81,345	27,025	57,303	6,497	126	(9)	172,287
1,011	864	Investments in real estate	733	801	1,045	1	-	-	2,580
212,150	57,176	Total investments on balance sheet	153,922	73,207	69,161	10,054	135	(9)	306,470
13	-	Investments in joint ventures	10	819	-	621	-	-	1,450
117	17	Investments in associates	85	19	20	358	-	-	482
29,767	4,412	Other assets	21,597	21,803	5,337	2,953	31,959	(30,742)	52,912
242,048	61,604	Consolidated total assets	175,614	95,848	74,518	13,986	32,094	(30,751)	361,314

Americas		amounts in million EUR (unless otherwise stated)							
USD	United Kingdom GBP	December 31, 2013	Americas	The Netherlands	United Kingdom	New Markets	Holding & other activities	Eliminations	Total EUR
		Investments							
2,007	46	Shares	1,456	447	55	45	36	(2)	2,036
78,719	8,719	Debt securities	57,125	19,095	10,479	2,812	-	-	89,511
11,289	1	Loans	8,192	24,708	1	508	-	-	33,409
11,418	173	Other financial assets	8,286	293	208	30	103	-	8,920
993	-	Investments in real estate	721	810	-	1	-	-	1,532
104,425	8,938	Investments general account	75,780	45,354	10,743	3,396	139	(2)	135,409
1,804	12,792	Shares	1,309	8,450	15,375	297	-	(8)	25,423
6,675	9,643	Debt securities	4,844	16,791	11,590	307	-	-	33,531
94,950	21,776	Unconsolidated investment funds	68,905	-	26,173	5,744	-	-	100,822

Edgar Filing: AEGON NV - Form 6-K

230	3,062	Other financial assets	167	405	3,680	9	-	-	4,261
-	828	Investments in real estate	-	-	996	-	-	-	996
103,659	48,101	Investments for account of policyholders	75,224	25,646	57,813	6,357	-	(8)	165,032
208,084	57,039	Investments on balance sheet	151,004	70,999	68,556	9,754	139	(10)	300,441
155,179	239	Off balance sheet investments third parties	112,611	994	287	60,951	-	-	174,843
363,262	57,277	Total revenue generating investments	263,616	71,993	68,843	70,705	139	(10)	475,285
Investments									
86,347	8,892	Available-for-sale	62,661	19,452	10,687	2,827	8	-	95,635
11,289	1	Loans	8,192	24,708	1	508	-	-	33,409
109,455	47,318	Financial assets at fair value through profit or loss	79,430	26,029	56,872	6,418	131	(10)	168,870
993	828	Investments in real estate	721	810	996	1	-	-	2,528
208,084	57,039	Total investments on balance sheet	151,004	70,999	68,556	9,754	139	(10)	300,441
-	-	Investments in joint ventures	-	819	-	607	-	-	1,426
112	16	Investments in associates	81	19	20	350	1	-	470
31,112	4,227	Other assets	22,577	17,067	5,080	2,936	32,327	(30,561)	49,430
239,307	61,282	Consolidated total assets	173,663	88,903	73,656	13,647	32,466	(30,571)	351,767

4. Premium income and premium to reinsurers

<i>EUR millions</i>		Q1 2014	Q1 2013
Gross			
Life		4,479	5,481
Non-Life		786	786
Total		5,265	6,267
Reinsurance			
Life		645	671
Non-Life		78	90
Total		722	761

Unaudited

15

Table of Contents**5. Investment income**

<i>EUR millions</i>	Q1 2014	Q1 2013
Interest income	1,697	1,691
Dividend income	220	292
Rental income	30	30
Total investment income	1,948	2,013
Investment income related to general account	1,394	1,384
Investment income for account of policyholders	553	629
Total	1,948	2,013

6. Results from financial transactions

<i>EUR millions</i>	Q1 2014	Q1 2013
Net fair value change of general account financial investments at FVTPL other than derivatives	69	144
Realized gains and (losses) on financial investments	110	113
Gains and (losses) on investments in real estate	(5)	(15)
Net fair value change of derivatives	89	(265)
Net fair value change on for account of policyholder financial assets at FVTPL	1,946	7,743
Net fair value change on investments in real estate for account of policyholders	6	(10)
Net foreign currency gains and (losses)	6	2
Net fair value change on borrowings and other financial liabilities	7	19
Total	2,228	7,731
Net fair value change on for accounts of policyholder financial assets at FVTPL is offset by amounts in the Claims and benefits line reported in note 7 - Benefits and expenses.		

7. Benefits and expenses

<i>EUR millions</i>	Q1 2014	Q1 2013
Claims and benefits	9,332	16,193
Employee expenses	475	512
Administration expenses	276	249
Deferred expenses	(317)	(314)
Amortization charges	247	241
Total	10,013	16,881

Claims and benefits includes claims and benefits in excess of account value for products for which deposit accounting is applied and the change in valuation of liabilities for insurance and investment contracts. In addition, commissions and expenses and premium paid to reinsurers are included. Claims and benefits fluctuates mainly as a result of changes in technical provisions resulting from fair value changes on for account of policyholder financial assets included in Results from financial transactions (note 6).

Table of Contents**8. Impairment charges/(reversals)**

<i>EUR millions</i>	Q1 2014	Q1 2013
Impairment charges / (reversals) comprise:		
Impairment charges on financial assets, excluding receivables ¹	22	40
Impairment reversals on financial assets, excluding receivables ¹	(12)	(16)
Impairment charges / (reversals) on non-financial assets and receivables	(2)	1
Total	8	25
Impairment charges on financial assets, excluding receivables, from:		
Debt securities and money market instruments	5	13
Loans	16	27
Total	22	40
Impairment reversals on financial assets, excluding receivables, from:		
Debt securities and money market instruments	(10)	(14)
Loans	(2)	(2)
Total	(12)	(16)

¹ Impairment charges / (reversals) on financial assets, excluding receivables, are excluded from underlying earnings before tax for segment reporting (refer to note 3).

9. Intangible assets

<i>EUR millions</i>	Mar. 31, 2014	Dec. 31, 2013
Goodwill	210	211
VOBA	1,695	1,768
Future servicing rights	236	239
Software	47	50
Other	4	4
Total intangible assets	2,192	2,272

10. Investments

<i>EUR millions</i>	Mar. 31, 2014	Dec. 31, 2013
Available-for-sale (AFS)	97,986	95,635
Loans	33,616	33,409
Financial assets at fair value through profit or loss (FVTPL)	5,429	4,833
Financial assets, excluding derivatives	137,032	133,877
Investments in real estate	1,535	1,532
Total investments for general account, excluding derivatives	138,567	135,409

Table of Contents**Total financial assets, excluding derivatives**

	AFS	FVTPL	Loans	Total
Shares	749	1,240	-	1,990
Debt securities	90,621	1,684	-	92,305
Money market and other short-term investments	5,449	700	-	6,149
Mortgages	-	-	29,638	29,638
Private loans	-	-	1,785	1,785
Deposits with financial institutions	-	-	149	149
Policy loans	-	-	1,911	1,911
Other	1,167	1,804	134	3,105
March 31, 2014	97,986	5,429	33,616	137,032
	AFS	FVTPL	Loans	Total
Shares	787	1,250	-	2,036
Debt securities	88,162	1,350	-	89,511
Money market and other short-term investments	5,524	449	-	5,974
Mortgages	-	-	29,245	29,245
Private loans	-	-	1,783	1,783
Deposits with financial institutions	-	-	292	292
Policy loans	-	-	1,955	1,955
Other	1,163	1,784	135	3,082
December 31, 2013	95,635	4,833	33,409	133,877

11. Investments for account of policyholders

<i>EUR millions</i>	Mar. 31, 2014	Dec. 31, 2013
Shares	25,871	25,423
Debt securities	34,028	33,531
Money market and short-term investments	967	850
Deposits with financial institutions	2,842	3,006
Unconsolidated investment funds	102,663	100,822
Other	487	404
Total investments for account of policyholders at fair value through profit or loss, excluding derivatives	166,858	164,037
Investment in real estate	1,045	996
Total investments for account of policyholders	167,903	165,032

12. Derivatives

The movements in derivative balances mainly result from changes in interest rates and other market movements during the period.

Table of Contents**13. Fair value**

The following tables provide an analysis of financial instruments recorded at fair value on a recurring basis by level of the fair value hierarchy:

Fair value hierarchy*EUR millions***As at March 31, 2014**

	Level I	Level II	Level III	Total
Financial assets carried at fair value				
Available-for-sale investments				
Shares	159	272	318	749
Debt securities	22,068	65,481	3,072	90,621
Money markets and other short-term instruments	-	5,449	-	5,449
Other investments at fair value	25	331	811	1,167
March 31, 2014	22,252	71,533	4,202	97,986
Fair value through profit or loss				
Shares	1,064	177	-	1,240
Debt securities	72	1,603	9	1,684
Money markets and other short-term instruments	95	605	-	700
Other investments at fair value	1	574	1,230	1,804
Investments for account of policyholders ¹	100,481	64,450	1,927	166,858
Derivatives	32	16,650	283	16,965
March 31, 2014	101,744	84,058	3,449	189,251
Total financial assets at fair value	123,995	155,591	7,651	287,238
Financial liabilities carried at fair value				
Investment contracts for account of policyholders ²	13,267	19,738	115	33,120
Borrowings ³	513	497	-	1,010
Derivatives	28	13,072	1,665	14,765
Total financial liabilities at fair value	13,807	33,308	1,780	48,895
As at December 31, 2013				
Financial assets carried at fair value				
Available-for-sale investments				
Shares	202	262	322	787
Debt securities	20,815	64,184	3,162	88,162
Money markets and other short-term instruments	-	5,524	-	5,524
Other investments at fair value	25	312	826	1,163
December 31, 2013	21,043	70,282	4,310	95,635
Fair value through profit or loss				
Shares	1,120	130	-	1,250
Debt securities	64	1,268	17	1,350
Money markets and other short-term instruments	95	354	-	449
Other investments at fair value	-	567	1,217	1,784
Investments for account of policyholders ¹	99,040	63,008	1,989	164,037
Derivatives	69	13,134	328	13,531
December 31, 2013	100,388	78,461	3,552	182,401
Total financial assets at fair value	121,431	148,744	7,862	278,036
Financial liabilities carried at fair value				
Investment contracts for account of policyholders ²	12,872	19,641	114	32,628
Borrowings ³	517	500	-	1,017

Edgar Filing: AEGON NV - Form 6-K

Derivatives	24	10,383	1,431	11,838
Total financial liabilities at fair value	13,413	30,524	1,545	45,482

¹ The investments for account of policyholders included in the table above represents those investments carried at fair value through profit or loss.

² The investment contracts for account of policyholders included in the table above represents those investment contracts carried at fair value.

³ Total borrowings on the statement of financial position contain borrowings carried at amortized cost that are not included in the above schedule.

Unaudited

19

Table of Contents**Significant transfers between Level I, Level II and Level III**

Aegon's policy is to record transfers of assets and liabilities between Level I, Level II and Level III at their fair values as of the beginning of each reporting period.

The table below shows transfers between Level I and II for financial assets and financial liabilities recorded at fair value on a recurring basis during the first quarter, ended March 31, 2014.

Fair value transfers*EUR millions*

	Q1 2014		Full Year 2013	
	Transfers		Transfers	
	Level I to	Level II to	Level I to	Level II to
	Level II	Level I	Level II	Level I
Financial assets carried at fair value available-for-sale investments				
Shares	-	-	-	1
Debt securities	-	67	1	209
Total	-	67	2	210
Fair value through profit or loss				
Investments for account of policyholders	324	-	-	263
Total	324	-	-	263
Total financial assets at fair value	324	67	2	473

Transfers are identified based on transaction volume and frequency, which are indicative of an active market.

Movements in Level III financial instruments measured at fair value

The following table summarizes the change of all assets and liabilities measured at estimated fair value on a recurring basis using significant unobservable inputs (Level III), including realized and unrealized gains (losses) of all assets and liabilities and unrealized gains (losses) of all assets and liabilities still held at the end of the respective period.

Roll forward of Level III financial instruments

	January 1, 2014								March 31, 2014		Total unrealized gains and losses for the period recorded in the P&L for instruments held at March 31, 2014 ³	
	Total gains / losses in income		Total gains / losses in OCI ²		Net exchange differences		Transfers from Level I and Level I and Level II		March 31, 2014			
	Purchases	Sales	Settlements	Differences	Reclassification	Level II	Level II	March 31, 2014	March 31, 2014			
Financial assets carried at fair value available-for-sale investments												
Shares	322	6	(1)	12	(20)	-	-	-	-	(1)	318	-
Debt securities	3,162	8	35	287	(88)	(50)	(2)	-	81	(361)	3,072	-

Edgar Filing: AEGON NV - Form 6-K

Other investments at fair value	826	(26)	(7)	27	(14)	(1)	-	-	7	-	811	-
	4,310	(13)	28	326	(122)	(52)	(3)	-	88	(361)	4,202	-
Fair value through profit or loss												
Debt securities	17	-	-	-	-	(8)	-	-	-	-	9	1
Other investments at fair value	1,217	16	-	7	(54)	-	-	-	45	-	1,230	16
Investments for account of policyholders	1,989	28	-	42	(65)	-	1	-	77	(145)	1,927	32
Derivatives	328	(69)	-	-	-	-	1	23	-	-	283	(77)
	3,552	(25)	-	49	(119)	(8)	2	23	122	(145)	3,449	(28)
Financial liabilities carried at fair value												
Investment contracts for account of policyholders	(114)	(1)	-	-	-	-	-	-	-	-	(115)	(1)
Derivatives	(1,431)	(194)	-	-	(18)	-	1	(23)	-	-	(1,665)	(180)
	(1,545)	(196)	-	-	(17)	-	1	(23)	-	-	(1,780)	(181)

¹ Includes impairments and movements related to fair value hedges. Gains and losses are recorded in the line item results from financial transactions of the income statement.

² Total gains and losses are recorded in line items Gains/ (losses) on revaluation of available-for-sale investments and (Gains)/ losses transferred to the income statement on disposal and impairment of available-for-sale investment of the statement of other comprehensive income.

³ Total gains / (losses) for the period during which the financial instrument was in Level III.

During the first quarter of 2014, Aegon transferred certain financial instruments from Level II to Level III of the fair value hierarchy. The reason for the change in level was that the market liquidity for these securities decreased, which led to a change in market observability of prices. Prior to transfer, the fair value for the Level II securities was determined using observable market transactions or corroborated broker quotes respectively for the same or similar instruments. The amount of assets and liabilities transferred to Level III was EUR 210 million (full year 2013: EUR 785 million). Since the transfer, all such assets have been valued using valuation models incorporating significant non market-observable inputs or uncorroborated broker quotes.

Table of Contents

Similarly, during the first quarter of 2014, Aegon transferred certain financial instruments from Level III to other levels of the fair value hierarchy. The change in level was mainly the result of a return of activity in the market for these securities and that for these securities the fair value could be determined using observable market transactions or corroborated broker quotes for the same or similar instruments. Transfers from Level III amounted to EUR 506 million (full year 2013: EUR 756 million).

The table below presents information about the significant unobservable inputs used for recurring fair value measurements for certain Level III financial instruments.

Overview of significant unobservable inputs

<i>EUR millions</i>	Carrying amount March 31, 2014	Valuation technique ¹	Significant unobservable input ²	Range (weighted average)
Financial assets carried at fair value				
available-for-sale investments				
Shares	193	Broker quote	n.a.	n.a.
	126	Other	n.a.	n.a.
	318			
Debt securities				
	2,513	Broker quote	n.a.	n.a.
	128	Discounted cash flow	Discount rate	3% - 8% (6.93%)
	218	Discounted cash flow	Credit spread	0.4% - 2.8% (2.01%)
	213	Other	n.a.	n.a.
	3,072			
Other investments at fair value				
Tax credit investments	676	Discounted cash flow	Discount rate	8.4%
Other	135	Other	n.a.	n.a.
	811			
March 31, 2014	4,202			
Fair value through profit or loss				
Debt securities	9	Other	n.a.	n.a.
	9			
Other investments at fair value				
Investment funds	1,204	Net asset value	n.a.	n.a.
Other	26	Other	n.a.	n.a.
	1,230			
Derivatives ³				
Longevity swap	117	Discounted cash flow	Mortality	n.a.
Other	82	Other	n.a.	n.a.
	200			
March 31, 2014	1,439			
Total financial assets at fair value ³	5,641			
Financial liabilities carried at fair value				
Derivatives				
Embedded derivatives in insurance contracts	1,496	Discounted cash flow	Credit spread	0.4%
Other	169	Other	n.a.	n.a.
Total financial liabilities at fair value	1,665			

¹ Other in the table above (column Valuation technique) includes investments for which the fair value is uncorroborated and no broker quote is received.

² Not applicable (n.a.) has been included when no significant unobservable assumption has been identified and used.

³

Edgar Filing: AEGON NV - Form 6-K

Investments for account of policyholders are excluded from the table above and from the disclosure regarding reasonably possible alternative assumptions.

Policyholder assets, and their returns, belong to policyholders and do not impact Aegon's net income or equity. The effect on total assets is offset by the effect on total liabilities. Derivatives exclude derivatives for account of policyholders amounting to EUR 83 million.

The description of Aegon's methods of determining fair value is included in the consolidated financial statements 2013. For reference purposes, the valuation techniques included in the table above are described in more detail below:

Unaudited

21

Table of Contents*Shares*

When available, Aegon uses quoted market prices in active markets to determine the fair value of its investments in shares. Fair values for unquoted shares are estimated using observations of the price/earnings or price/cash flow ratios of quoted companies considered comparable to the companies being valued. Valuations are adjusted to account for company-specific issues and the lack of liquidity inherent in an unquoted investment. Illiquidity adjustments are generally based on available market evidence. In addition, a variety of other factors are reviewed by management, including, but not limited to, current operating performance, changes in market outlook and the third-party financing environment.

Available-for-sale shares include shares in a Federal Home Loan Bank (FHLB) for an amount of EUR 94 million that are measured at par, which are reported as part of Other. A FHLB has implicit financial support from the United States government. The redemption value of the shares is fixed at par and they can only be redeemed by the FHLB.

Debt securities

Debt securities comprise of residential mortgage-backed securities (RMBS), commercial mortgage-backed securities (CMBS), asset-backed securities (ABS), corporate bonds and sovereign debt. Details on the fair value measurement for these specific types of debt securities are provided below.

Valuations of RMBS, CMBS and ABS are monitored and reviewed on a monthly basis. Valuations per asset type are based on a pricing hierarchy which uses a waterfall approach that starts with market prices from indices and follows with third-party pricing services or brokers. The pricing hierarchy is dependent on the possibilities of corroboration of the market prices. If no market prices are available, Aegon uses internal models to determine fair value. Significant inputs included in the internal models are generally determined based on relative value analyses, which incorporate comparisons to instruments with similar collateral and risk profiles. Market standard models may be used to model the specific collateral composition and cash flow structure of each transaction. The most significant unobservable input is illiquidity premium which is embedded in the discount rate. The weighted average discount rate used in valuation of ABS has increased to 6.93% (December 31, 2013: 6.62%). Broker quoted debt securities include ABS for an amount of EUR 1,997 million (December 31, 2013: EUR 2,030).

Valuations of corporate bonds are monitored and reviewed on a monthly basis. The pricing hierarchy is dependent on the possibility of corroboration of market prices when available. If no market prices are available, valuations are determined by a discounted cash flow methodology using an internally calculated yield. The yield is comprised of a credit spread over a given benchmark. In all cases, the benchmark is an observable input. The credit spread contains both observable and unobservable inputs. Aegon starts by taking an observable credit spread from a similar bond of the given issuer, and then adjusts this spread based on unobservable inputs. These unobservable inputs may include subordination, liquidity and maturity differences. The weighted average credit spread used in valuation of corporate bonds has decreased to 2.01% (December 31, 2013: 2.33%).

When available, Aegon uses quoted market prices in active markets to determine the fair value of its sovereign debt investments. When Aegon cannot make use of quoted market prices, market prices from indices or quotes from third-party pricing services or brokers are used.

Tax credit investments

The fair value of tax credit investments is determined by using a discounted cash flow valuation technique. This valuation technique takes into consideration projections of future capital contributions and distributions, as well as future tax credits and the tax benefits of future operating losses. The present value of these cash flows is calculated by applying a discount rate. In general, the discount rate is determined based on the cash outflows for the investments and the cash inflows from the tax credits/tax benefits (and the timing of those cash flows). These inputs are unobservable in the market place. The discount rate used in valuation of tax credit investments has increased to 8.4% (December 31, 2013: 8.2%).

Table of Contents

Investment funds

Investment funds include real estate funds, private equity funds and hedge funds. The fair values of investments held in non-quoted investment funds are determined by management after taking into consideration information provided by the fund managers. Aegon reviews the valuations each month and performs analytical procedures and trending analyses to ensure the fair values are appropriate.

Derivatives

Where quoted market prices are not available, other valuation techniques, such as option pricing or stochastic modeling, are applied. The valuation techniques incorporate all factors that a typical market participant would consider and are based on observable market data when available. Models are validated before they are used and calibrated to ensure that outputs reflect actual experience and comparable market prices.

Fair values for exchange-traded derivatives, principally futures and certain options, are based on quoted market prices in active markets. Fair values for over-the-counter (OTC) derivatives represent amounts estimated to be received from or paid to a third party in settlement of these instruments. These derivatives are valued using pricing models based on the net present value of estimated future cash flows, directly observed prices from exchange-traded derivatives, other OTC trades, or external pricing services. Most valuations are derived from swap and volatility matrices, which are constructed for applicable indices and currencies using current market data from many industry standard sources. Option pricing is based on industry standard valuation models and current market levels, where applicable. The pricing of complex or illiquid instruments is based on internal models or an independent third party. For long-dated illiquid contracts, extrapolation methods are applied to observed market data in order to estimate inputs and assumptions that are not directly observable. To value OTC derivatives, management uses observed market information, other trades in the market and dealer prices.

Some OTC derivatives are so-called longevity derivatives. The payout of longevity derivatives is linked to publicly available mortality tables. The derivatives are measured using the present value of the best estimate of expected payouts of the derivative plus a risk margin. The best estimate of expected payouts is determined using best estimate of mortality developments. Aegon determined the risk margin by stressing the best estimate mortality developments to quantify the risk and applying a cost-of-capital methodology. The most significant unobservable input for these derivatives is the (projected) mortality development.

Aegon normally mitigates counterparty credit risk in derivative contracts by entering into collateral agreements where practical and in ISDA master netting agreements for each of the Group's legal entities to facilitate Aegon's right to offset credit risk exposure. Changes in the fair value of derivatives attributable to changes in counterparty credit risk were not significant.

Embedded derivatives in insurance contracts including guarantees

Certain bifurcated guarantees for minimum benefits in insurance and investment contracts are carried at fair value. These guarantees include guaranteed minimum withdrawal benefits (GMWB) in the United States, United Kingdom and Japan which are offered on some variable annuity products and are also assumed from a ceding company; minimum interest rate guarantees on insurance products offered in the Netherlands, including group pension and traditional products; and guaranteed minimum accumulation benefits on segregated funds sold in Canada.

Since the price of these guarantees is not quoted in any market, the fair values of these guarantees are calculated as the present value of future expected payments to policyholders less the present value of assessed rider fees attributable to the guarantees. Given the complexity and long-term nature of these guarantees which are unlike instruments available in financial markets, their fair values are determined by using stochastic techniques under a variety of market return scenarios. A variety of factors are considered including credit spread, expected market rates of return, equity and interest rate volatility, correlations of market returns, discount rates and actuarial assumptions. The most significant unobservable factor is credit spread. The credit spread used in the valuations of embedded derivatives in insurance contracts remained stable at 0.4% .

Table of Contents

The expected returns are based on risk-free rates. Aegon added a premium to reflect the credit spread as required. The credit spread is set by using the credit default swap (CDS) spreads of a reference portfolio of life insurance companies (including Aegon), adjusted to reflect the subordination of senior debt holders at the holding company level to the position of policyholders at the operating company level (who have priority in payments to other creditors). Aegon's assumptions are set by region to reflect differences in the valuation of the guarantee embedded in the insurance contracts.

Since many of the assumptions are unobservable and are considered to be significant inputs to the liability valuation, the liability included in future policy benefits has been reflected within Level III of the fair value hierarchy.

Effect of reasonably possible alternative assumptions

The effect of changes in unobservable inputs on fair value measurement as reported in the 2013 consolidated financial statements of Aegon has not changed significantly as per March 31, 2014.

Fair value information about financial instruments not measured at fair value

The following table presents the carrying values and estimated fair values of financial assets and liabilities, excluding financial instruments which are carried at fair value on a recurring basis.

Fair value information about financial instruments not measured at fair value

	Carrying	Total	Carrying	Total
	amount	estimated fair	amount	estimated fair
	March	value March	December	December
	31, 2014	value March	31, 2013	31, 2013
<i>EUR millions</i>				
Assets				
Mortgage loans - held at amortized cost	29,638	34,192	29,245	32,869
Private loans - held at amortized cost	1,785	1,940	1,783	1,888
Other loans - held at amortized cost	2,194	2,194	2,381	2,381
Liabilities				
Trust pass-through securities - held at amortized cost	123	117	135	122
Subordinated borrowings - held at amortized cost	45	81	44	62
Borrowings held at amortized cost	12,023	12,343	11,003	11,291
Investment contracts - held at amortized cost	13,322	13,636	14,079	14,387

Financial instruments for which carrying value approximates fair value

Certain financial instruments that are not carried at fair value are carried at amounts that approximate fair value, due to their short-term nature and generally negligible credit risk. These instruments include cash and cash equivalents, short-term receivables and accrued interest receivable, short-term liabilities, and accrued liabilities. These instruments are not included in the table above.

14. Deferred expenses

Edgar Filing: AEGON NV - Form 6-K

<i>EUR millions</i>	Mar. 31, 2014	Dec. 31, 2013
DPAC for insurance contracts and investment contracts with discretionary participation features	9,138	9,229
Deferred cost of reinsurance	412	421
Deferred transaction costs for investment management services	359	356
Total deferred expenses	9,909	10,006

24

Unaudited

Table of Contents**15. Share capital**

<i>EUR millions</i>	Mar. 31, 2014	Dec. 31, 2013
Share capital - par value	325	325
Share premium	8,375	8,375
Total share capital	8,701	8,701
Share capital - par value		
Balance at January 1	325	319
Issuance	-	84
Withdrawal	-	(82)
Share dividend	-	5
Balance	325	325
Share premium		
Balance at January 1	8,375	8,780
Withdrawal	-	(400)
Share dividend	-	(5)
Balance	8,375	8,375
<i>Basic and diluted earnings per share</i>		

<i>EUR millions</i>	Q1 2014	Q1 2013
Earnings per share (EUR per share)		
Basic earnings per common share	0.16	0.09
Basic earnings per common share B	-	-
Diluted earnings per common share	0.16	0.09
Diluted earnings per common share B	-	-
Earnings per share calculation		
Net income attributable to equity holders of Aegon N.V.	392	224
Preferred dividend	-	-
Coupons on other equity instruments	(46)	(49)
Earnings attributable to common shares and common shares B	345	175
Earnings attributable to common shareholders	343	175
Earnings attributable to common shareholders B	2	-
Weighted average number of common shares outstanding (in million)	2,090	1,943
Weighted average number of common shares B outstanding (in million)	579	-

Diluted earnings per share is calculated by adjusting the average number of shares outstanding for share options. During 2014 and 2013, the average share price did not exceed the exercise price of these options. As a result, diluted earnings per share do not differ from basic earnings per share.

Dividend

It will be proposed to the Annual General Meeting of Shareholders on May 21, 2014, absent unforeseen circumstances, to pay a dividend for the year 2013 of EUR 0.22 per common share and EUR 0.0055 per common share B. After taking into account the interim dividend 2013 of EUR

Edgar Filing: AEGON NV - Form 6-K

0.11 per common share and EUR 0.00275 per common share B, this will result in a final dividend of EUR 0.11 per common share and EUR 0.00275 per common share B.

Unaudited

25

Table of Contents

The interim dividend 2013 was paid in cash or stock at the election of the shareholder. Stock dividend amounted to one new Aegon common share for every 50 common shares held. The stock dividend and cash dividend were approximately equal in value. The interim dividend was payable as of September 13, 2013. The interim dividend 2013 for common shares B was fully paid in cash.

16. Other equity instruments

On March 15, 2014, Aegon redeemed junior perpetual capital securities with a coupon of 6.875% issued in 2006. The junior perpetual capital securities were originally issued at par with a carrying value of EUR 438 million. The principal amount of USD 550 million (EUR 396 million) was repaid with accrued interest. The cumulative foreign currency result at redemption was recorded directly in retained earnings.

17. Borrowings

<i>EUR millions</i>	Mar. 31, 2014	Dec. 31, 2013
Debentures and other loans	12,758	11,830
Commercial paper	144	135
Short-term deposits	12	16
Bank overdrafts	118	39
Total borrowings	13,033	12,020
<i>Debentures and other loans</i>		

Included in Debentures and other loans is EUR 1,010 million relating to borrowings measured at fair value (2013: EUR 1,017 million).

On March 13, 2014, Aegon executed a transaction under the Dutch SAECURE program to sell Class A mortgage backed securities (RMBS) amounting to EUR 1.4 billion. SAECURE 14 NHG consists of 2 tranches:

- t EUR 343 million of class A1 notes with an expected weighted average life of 2 years and priced with a coupon of three month Euribor plus 0.40%; and
- t EUR 1,024 million of class A2 notes with an expected weighted average life of 5 years and priced with a coupon of three month Euribor plus 0.72% .

Commercial paper, Short-term deposits and Bank overdrafts vary with the normal course of business.

Table of Contents

18. Commitments and contingencies

In late March, consumer interest group Vereniging Woekerpolis.nl filed a new claim against Aegon in court. The claim relates to a range of unit-linked products of Aegon, challenging a variety of elements of these products on multiple legal grounds. At this time it is not practicable for Aegon to quantify a range or maximum liability, if any.

There have been no other material changes in contingent assets and liabilities as reported in the 2013 consolidated financial statements of Aegon.

19. Acquisitions / divestments

There were no significant acquisitions or divestments during the first quarter of 2014.

20. Events after the balance sheet date

Optas

Aegon and BPVH – a foundation representing Dutch harbor workers and employers – have reached an agreement on removing restrictions on the capital of the harbor workers' former pension fund Optas. This agreement, announced on April 14, 2014, ends a dispute that began when the Optas pension fund was transformed into an insurance company, which was subsequently acquired by Aegon in 2007.

Aegon and BPVH have agreed to jointly file a request with the Dutch court to remove the restriction on the capital of Optas. Upon the court granting this request, Aegon will make a payment of EUR 80 million to BPVH, as well as offering harbor workers more favorable pension conditions. In addition, over the coming years Aegon will contribute up to EUR 20 million to help mitigate the effect of an announced reduction in the tax-free pension allowance in the Netherlands. The compensation is not recognized in these condensed consolidated interim financial statements.

Capital market transactions

On April 25, 2014, Aegon issued EUR 700 million of subordinated notes, first callable on April 25, 2024 and maturing on April 25, 2044. The coupon will be fixed at 4% until the first call date and floating thereafter.

On April 28, 2014, Aegon announced that it will call for the redemption of perpetual capital securities with a coupon of 7.25% issued in 2007. The redemption will be effective June 15, 2014, when the principal amount of USD 1,050 million will be repaid with accrued interest.

Unaudited

27

Table of Contents**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 and financial condition 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 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:

- t Changes in general economic conditions, particularly in the United States, the Netherlands and the United Kingdom;
- t 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;
- t Changes in the performance of Aegon's investment portfolio and decline in ratings of Aegon's counterparties;
- t Consequences of a potential (partial) break-up of the euro;
- t The frequency and severity of insured loss events;
- t Changes affecting longevity, mortality, morbidity, persistence and other factors that may impact the profitability of Aegon's insurance products;
- t Reinsurers to whom Aegon has ceded significant underwriting risks may fail to meet their obligations;
- t Changes affecting interest rate levels and continuing low or rapidly changing interest rate levels;
- t Changes affecting currency exchange rates, in particular the EUR/USD and EUR/GBP exchange rates;
- t 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;
- t Increasing levels of competition in the United States, the Netherlands, the United Kingdom and emerging markets;
- t 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;
- t Regulatory changes relating to the insurance industry in the jurisdictions in which Aegon operates;
- t

Edgar Filing: AEGON NV - Form 6-K

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;

- t Acts of God, acts of terrorism, acts of war and pandemics;
- t Changes in the policies of central banks and/or governments;
- t 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;
- t 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;
- t The effect of the European Union's Solvency II requirements and other regulations in other jurisdictions affecting the capital Aegon is required to maintain;
- t Litigation or regulatory action that could require Aegon to pay significant damages or change the way Aegon does business;
- t 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;
- t Customer responsiveness to both new products and distribution channels;
- t Competitive, legal, regulatory, or tax changes that affect profitability, the distribution cost of or demand for Aegon's products;
- t 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;
- t 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;
- t Catastrophic events, either manmade or by nature, could result in material losses and significantly interrupt Aegon's business; and
- t 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.

Unaudited

29

Table of Contents

Corporate and shareholder information

Headquarters

Aegon N.V.

P.O. Box 85

2501 CB The Hague

The Netherlands

Telephone +31 (0) 70 344 32 10

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@aegon.com

Publication dates quarterly results

August 14, 2014 Results second quarter 2014

November 13, 2014 Results third quarter 2014

February 19, 2015 Results fourth quarter 2014

Aegon's Q1 2014 press release and Financial Supplement are available on aegon.com.

About Aegon

Aegon's roots go back more than 150 years to the first half of the nineteenth century. Since then, Aegon has grown into an international company, with businesses in more than 25 countries in the Americas, Europe and Asia. Today, Aegon is one of the world's leading financial services organizations, providing life insurance, pensions and asset management. Aegon's purpose is to help people take responsibility for their financial future. More information: aegon.com.