NN GROUP FINANCIAL SUPPLEMENT

4Q2016

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NN GROUP FINANCIAL SUPPLEMENT 4Q2016 INTRODUCTION

- The Financial Supplement includes quarterly financial trend data and is published on a quarterly basis.
- Figures are calculated at historical foreign exchange rates, unless otherwise stated.
- Operating result and Adjusted allocated equity (as used in the calculation of Net operating ROE) are Alternative Performance Measures. These measures are derived from figures according to IFRS-EU. The operating result is derived by adjusting the reported result before tax to exclude the impact of result on divestments, discontinued operations and special items, gains/losses and impairments, revaluations and market & other impacts. The adjusted allocated equity is derived by adjusting the reported total equity to exclude revaluation reserves and the undated subordinated notes classified as equity. Alternative Performance Measures are non-IFRS-EU measures that have a relevant IFRS-EU equivalent. For definitions and explanations of the Alternative Performance Measures reference is made to the section 'Alternative Performance measures (Non-GAAP measures)' in the 30 June 2016 Condensed consolidated interim financial information.
- The segment 'Other' consists of NN Bank, reinsurance business, the holding company and certain other entities.
- APE represents annualized premium equivalents sold in the period, with single premiums calculated at 1/10th of the single premium amounts.
- The quarterly figures of the previous periods, excluding currency effects, are the sum of the monthly figures calculated at the average rate of each individual month of the current quarter.
- Rounding could cause some small differences.
- All figures are unaudited.

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1.1 CONSOLIDATED BALANCE SHEET: ASSETS

In EUR million	31 Dec 2016	30 Sep 2016	30 Jun 2016	31 Mar 2016	31 Dec 2015	30 Sep 2015	30 Jun 2015	31 Mar 2015
Cash and cash equivalents	8,634	9,131	9,894	10,446	7,436	8,966	8,742	9,666
Financial assets at fair value through profit or loss								
- trading assets	-	-	-	-	-	544	615	630
- investments for risk of policyholders	30,711	31,485	31,623	31,954	35,154	34,936	37,137	41,629
- non-trading derivatives	4,421	6,809	7,266	6,079	4,656	5,218	4,994	7,267
- designated as at fair value through profit or loss	873	1,308	1,321	595	443	529	479	529
Available-for-sale investments								
- debt securities	72,779	76,748	76,678	72,933	67,553	67,530	66,322	74,269
- equity securities	6,988	7,007	6,595	6,502	6,840	6,504	6,604	6,748
Loans	33,920	34,533	33,649	32,057	31,013	29,324	28,368	28,899
Reinsurance contracts	231	251	258	267	236	251	264	267
Associates and joint ventures	2,698	2,537	2,450	2,442	2,197	1,652	1,703	1,627
Real estate investments	2,028	1,913	1,802	1,592	1,564	1,548	1,298	1,217
Property and equipment	86	84	83	82	86	88	81	157
Intangible assets	342	346	341	342	351	341	347	354
Deferred acquisition costs	1,636	1,699	1,696	1,584	1,531	1,502	1,499	1,543
Assets held for sale	6	961	985	-	-	-	-	-
Other assets	3,152	2,710	3,215	3,183	3,092	2,970	3,209	3,862
Total assets	**168,505**	**177,522**	**177,856**	**170,058**	**162,152**	**161,903**	**161,662**	**178,664**

1.1 CONSOLIDATED BALANCE SHEET: EQUITY AND LIABILITIES

In EUR million	31 Dec 2016	30 Sep 2016	30 Jun 2016	31 Mar 2016	31 Dec 2015	30 Sep 2015	30 Jun 2015	31 Mar 2015
Shareholders' equity (parent)	22,706	25,470	25,254	23,099	20,469	20,271	19,602	24,122
Minority interests	12	9	10	9	9	44	92	87
Undated subordinated notes	986	986	986	986	986	986	986	986
Total equity	**23,704**	**26,465**	**26,250**	**24,094**	**21,464**	**21,301**	**20,680**	**25,195**
Subordinated debt	2,288	2,288	2,289	2,290	2,290	2,291	2,292	2,294
Debt securities issued	598	597	597	597	597	597	597	597
Other borrowed funds	7,646	7,952	8,198	7,238	6,785	5,189	4,511	5,955
Insurance and investment contracts								
- life insurance provisions	80,695	84,240	84,325	81,154	75,827	76,428	75,481	79,743
- non-life insurance provisions	3,536	3,666	3,764	3,879	3,509	3,664	3,749	3,866
- provision for risk of policyholders	30,772	31,558	31,704	32,026	35,212	34,996	37,195	41,692
- other	696	703	734	1,382	1,436	1,459	1,484	1,540
Customer deposits and other funds on deposit	10,224	9,682	9,257	8,639	8,034	8,105	7,977	7,653
Financial liabilities at fair value through profit or loss								
- non-trading derivatives	2,008	2,472	2,557	2,276	1,701	2,042	2,083	2,112
Liabilities held for sale	2	709	726	-	-	-	-	-
Other liabilities	6,336	7,190	7,455	6,483	5,297	5,831	5,613	8,018
Total liabilities	**144,801**	**151,057**	**151,606**	**145,964**	**140,688**	**140,602**	**140,982**	**153,469**
Total equity and liabilities	**168,505**	**177,522**	**177,856**	**170,058**	**162,152**	**161,903**	**161,662**	**178,664**

1.2 TOTAL EQUITY

In EUR million	31 Dec 2016	30 Sep 2016	30 Jun 2016	31 Mar 2016	31 Dec 2015	30 Sep 2015	30 Jun 2015	31 Mar 2015
Share capital	40	40	40	40	40	40	42	42
Share premium	12,153	12,153	12,153	12,153	12,153	12,155	12,155	12,098
Revaluation reserve available-for sale investments Debt securities	9,902	12,810	13,119	10,821	7,792	8,320	7,212	12,626
Revaluation reserve available-for sale investments Equity securities	1,437	1,357	1,143	1,222	1,359	1,156	1,392	1,416
Revaluation reserve crediting to life policyholders	-5,574	-6,827	-6,858	-6,135	-4,885	-5,134	-4,704	-7,032
Other revaluations	27	26	23	25	26	28	25	26
Cashflow hedge reserve	4,435	5,546	5,455	4,991	4,029	4,161	3,950	5,388
Currency translation reserve	10	198	196	4	-24	-84	-92	33
Net defined benefit asset/liability remeasurement reserve	-103	-140	-131	-111	-90	-97	-92	-140
Retained earnings and other reserves	379	307	114	89	69	-274	-286	-335
Shareholders' equity (parent)	**22,706**	**25,470**	**25,254**	**23,099**	**20,469**	**20,271**	**19,602**	**24,122**
Minority interests	12	9	10	9	9	44	92	87
Undated subordinated notes	986	986	986	986	986	986	986	986
Total equity	**23,704**	**26,465**	**26,250**	**24,094**	**21,464**	**21,301**	**20,680**	**25,195**
Shareholders' equity per share in EUR	70	78	77	71	62	61	58	71
Shares outstanding in the market (in million)	324	326	328	325	333	333	339	342

1.3 SHAREHOLDERS' EQUITY RECONCILIATION

31 December 2016

In EUR million	(Allocated) Shareholders' equity	Less: Revaluation reserves [1]	Plus: Minority interest	Adjusted (allocated) equity
Netherlands Life	15,916	8,572	12	7,356
Netherlands Non-life	695	334	0	361
Insurance Europe	1,934	510	0	1,425
Japan Life	2,272	711	0	1,561
Asset Management	399	0	0	399
Other [2]	907	116	0	791
of which Reinsurance business	194	76	0	118
of which NN Bank	514	6	0	508
of which other	198	34	0	165
Ongoing business	**22,123**	**10,243**	**12**	**11,893**
Japan Closed Block VA	583	-1	0	584
NN Group	**22,706**	**10,243**	**12**	**12,476**

1.4 CAPITAL BASE - SOLVENCY II

In EUR million	31 Dec 2016	30 Sep 2016	30 Jun 2016	31 Mar 2016	31 Dec 2015	30 Sep 2015
Solvency II [3)4)]						
IFRS Shareholders' equity	**22,706**	**25,470**	**25,254**	**23,099**	**20,469**	**20,271**
Elimination of deferred acquisition costs and intangible assets	-816	-996	-1,009	-1,023	-1,000	-1,001
Valuation differences on assets	1,594	2,414	2,547	2,555	1,955	1,358
Valuation differences on liabilities, including insurance and investment contracts	-12,455	-15,781	-14,053	-13,457	-10,689	-10,037
Deferred tax effect on valuation differences	2,887	3,495	3,021	2,885	2,379	2,336
Difference in treatment of non-solvency II regulated entities	-1,182	-1,272	-1,558	-1,321	-870	-817
Excess of assets over liabilities	**12,734**	**13,330**	**14,202**	**12,738**	**12,244**	**12,109**
Deduction of participation in NN Bank	-605	-569	-554	-507	-	-
Qualifying subordinated debt	3,037	3,058	3,096	3,048	2,921	2,909
Foreseeable dividends and distributions	-505	-564	-832	-402	-356	-9
Basic Own Funds	**14,660**	**15,255**	**15,912**	**14,877**	**14,809**	**15,010**
Non-available Own Funds	1,427	1,382	1,436	1,396	1,271	1,185
Non-eligible Own Funds	84	-	-	-	197	-
Eligible Own Funds (a)	**13,149**	**13,873**	**14,476**	**13,480**	**13,341**	**13,824**
of which Tier 1 Unrestricted	8,414	9,173	10,174	8,831	8,484	9,080
of which Tier 1 Restricted	1,919	1,929	1,983	1,912	1,844	1,799
of which Tier 2	1,043	1,054	1,039	1,062	1,061	1,032
of which Tier 3	750	631	273	757	735	637
of which non-solvency II regulated entities	1,022	1,086	1,007	918	1,217	1,277
Solvency Capital Requirement (b)	**5,459**	**5,871**	**5,735**	**5,602**	**5,587**	**5,602**
of which non-solvency II regulated entities	460	476	455	417	684	665
NN Group Solvency II ratio (a/b)	**241%**	**236%**	**252%**	**241%**	**239%**	**247%**

1.5 CASH CAPITAL POSITION AT THE HOLDING COMPANY

In EUR million	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015	FY2016	FY2015
Cash capital position - beginning of period	**2,391**	**2,337**	**2,107**	**1,953**	**1,619**	**1,612**	**1,439**	**1,413**	**1,953**	**1,413**
Cash divestment proceeds	-	-	-	-	1	-	-	-	-	1
Dividends from subsidiaries [5)]	370	320	532	390	376	332	480	360	1,611	1,548
Capital injections into subsidiaries [6)]	-85		-3	-6	-18	-1	-59	-65	-93	-143
Other [7)]	-131	-22	-35	19	-25	12	39	-66	-169	-40
Free cash flow to the holding [8)]	**154**	**298**	**494**	**403**	**335**	**343**	**459**	**229**	**1,349**	**1,366**
Acquisition	-	-	-	-	-	-31	-	-	-	-31
Capital flows from / (to) shareholders	-55	-244	-263	-250	-	-306	-286	-200	-812	-792
Increase / (decrease) in debt and loans	-	-	-	-	-	-	-	-3	-	-3
Cash capital position - end of period [9)]	**2,489**	**2,391**	**2,337**	**2,107**	**1,953**	**1,619**	**1,612**	**1,439**	**2,489**	**1,953**

1.6 INVESTMENT PER ASSET TYPE

31 December 2016

In EUR million	Asset-backed securities	Covered bonds	Financial insti-tutions bonds	Corporate bonds	Govern-ment bonds	Total debt securities	Public equity	Real estate equity	Private equity	Other equity securities	Total equity securities	Real estate	Mortgage	Deposits and other Loans	Other	Invest-ments for risk of policy-holders	Total
IFRS classification																	
Cash and cash equivalents	-	-	-	-	-	-	-	-	-	-	-	-	-	-	8,634	-	8,634
Financial assets at fair value through profit or loss																	-
- trading assets	-	-	-		-	-	-	-	-		-	-	-	-	-	-	-
- investments for risk of policyholders	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	30,711	30,711
- non-trading derivatives	-	-	-	-	-	-	-	-	-	-	-	-	-	-	4,421	-	4,421
- designated as at fair value through profit or loss	-	-	-	-	241	241	-	-	-	632	632	-	-	-	-	-	873
Available-for-sale investments																	-
- debt securities	1,145	320	4,863	10,409	56,041	72,779	-	-	-	-	-	-	-	-	-	-	72,779
- equity securities	-	-	-	-	-	-	3,368	1,020	170	2,430	6,988	-	-	-	-	-	6,988
Loans	1,935	-	-	-	-	1,935	-	-	-	-	-	-	25,645	6,340	-	-	33,920
Associates and joint ventures	-	-	-	-	-	-	-	-	735	-	735	1,861	-	83	19	-	2,698
Real estate investments	-	-	-	-	-	-	-	-	-	-	-	2,028	-	-	-	-	2,028
Other assets [10)]	-	-	-	-	-	-	-	-	-	-	-	-	-	-	5,453	-	5,453
Total	**3,080**	**320**	**4,863**	**10,409**	**56,281**	**74,954**	**3,368**	**1,020**	**905**	**3,062**	**8,355**	**3,890**	**25,645**	**6,423**	**18,527**	**30,711**	**168,505**

1.7 ADMINISTRATIVE EXPENSES IN THE NETHERLANDS

In EUR million	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	FY2015
Administrative expenses in the Netherlands [11]							
Netherlands Life [12]	426	424	432	429	431	436	431
Netherlands Non-life [13]	281	279	283	288	292	297	292
Corporate / holding [14]	55	62	71	75	80	84	80
Total	**761**	**765**	**786**	**792**	**803**	**818**	**803**

1.8 EARNINGS PER ORDINARY SHARE

Basic earnings per ordinary share [15]	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015	FY2016	FY2015
Net result (in EUR million)	148	436	335	270	360	329	392	485	1,189	1,565
Coupon on undated subordinated notes (in EUR million)	-8	-8	-8	-8	-8	-8	-8	-8	-34	-34
Basic earnings (in EUR million)	**139**	**427**	**327**	**262**	**351**	**321**	**384**	**476**	**1,156**	**1,531**
Weighted average number of ordinary shares (in million)	**324.9**	**326.0**	**324.8**	**325.2**	**332.6**	**338.5**	**341.1**	**346.0**	**325.2**	**339.6**
Basic earnings per ordinary share (in EUR)	**0.43**	**1.31**	**1.01**	**0.81**	**1.06**	**0.95**	**1.13**	**1.38**	**3.55**	**4.51**

Diluted earnings per ordinary share [16]	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015	FY2016	FY2015
Basic earnings (in EUR million)	**139**	**427**	**327**	**262**	**351**	**321**	**384**	**476**	**1,156**	**1,531**
Weighted average number of ordinary shares (in million)	324.9	326.0	324.8	325.2	332.6	338.5	341.1	346.0	325.2	339.6
Dilutive instruments: Stock option and share plans (in million)	0.8	0.8	0.8	1.0	1.2	1.2	1.3	1.6	0.8	1.2
Weighted average number of ordinary shares (including dilutive instruments in million)	**325.8**	**326.8**	**325.6**	**326.2**	**333.8**	**339.7**	**342.4**	**347.6**	**326.1**	**340.8**
Diluted earnings per ordinary share (in EUR)	**0.43**	**1.31**	**1.00**	**0.80**	**1.05**	**0.94**	**1.12**	**1.37**	**3.54**	**4.49**

1.9 ADDITIONAL INFORMATION: NEW BUSINESS

In EUR million	2H2016	1H2016	2H2015	1H2015	FY2016	FY2015
NN Group						
Value of new business	114	101	89	113	214	202
Present value of new business premiums	4,096	4,488	3,368	4,753	8,584	8,120
New business margin [31)]	2.8%	2.2%	2.6%	2.4%	2.5%	2.5%

In EUR million	2H2016	1H2016	2H2015	1H2015	FY2016	FY2015
Netherlands Life						
Value of new business	3	6	-2	8	9	6
Present value of new business premiums	174	846	286	1,196	1,020	1,482
New business margin [31)]	1.5%	0.7%	-0.5%	0.6%	0.8%	0.4%

In EUR million	2H2016	1H2016	2H2015	1H2015	FY2016	FY2015
Insurance Europe						
Value of new business	39	46	41	55	85	96
Present value of new business premiums	1,813	1,817	1,603	1,821	3,631	3,423
New business margin [31)]	2.1%	2.5%	2.5%	3.0%	2.3%	2.8%

In EUR million	2H2016	1H2016	2H2015	1H2015	FY2016	FY2015
Japan Life						
Value of new business	72	49	50	50	121	100
Present value of new business premiums	2,109	1,825	1,479	1,736	3,933	3,215
New business margin [31)]	3.4%	2.7%	3.4%	2.9%	3.1%	3.1%

31) Value of new business as a percentage of Present value of new business premiums.

2.1 ANALYSIS OF RESULTS: TOTAL

In EUR million	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015	FY2016	FY2015
Analysis of results										
Netherlands Life	163	178	193	177	155	267	332	152	710	906
Netherlands Non-life	13	21	19	9	28	24	45	24	62	122
Insurance Europe	60	52	52	34	48	53	55	40	198	197
Japan Life	24	40	23	67	27	37	25	72	154	160
Asset Management	33	38	33	29	21	34	38	36	133	129
Other	-10	-11	2	-11	-29	-23	-7	-20	-30	-79
Operating result ongoing business	**282**	**319**	**321**	**305**	**250**	**392**	**488**	**304**	**1,227**	**1,435**
Non-operating items ongoing business	30	251	153	122	92	54	-36	284	555	393
of which gains/losses and impairments	-27	188	88	29	7	131	46	172	279	356
of which revaluations	135	58	40	62	37	-56	67	74	296	122
of which market & other impacts	-79	5	24	31	47	-21	-149	38	-19	-85
Japan Closed Block VA	11	-13	-28	-69	24	-64	43	16	-99	20
Special items before tax	-51	-10	-20	-26	-33	-12	-35	-20	-107	-100
Result on divestments	-114	-	-	-	12	1	-0	0	-114	14
Result before tax	**158**	**547**	**426**	**331**	**345**	**372**	**460**	**584**	**1,463**	**1,761**
Taxation	10	111	91	61	-17	41	52	90	273	166
Minority interests	0	0	0	0	2	3	16	10	1	30
Net result	**148**	**436**	**335**	**270**	**360**	**329**	**392**	**485**	**1,189**	**1,565**
Shares outstanding in the market (in million)	324	326	328	325	333	333	339	342	324	333
Basic earnings per ordinary share in EUR [15)]	0.43	1.31	1.01	0.81	1.06	0.95	1.13	1.38	3.55	4.51
Diluted earnings per ordinary share in EUR [16)]	0.43	1.31	1.00	0.80	1.05	0.94	1.12	1.37	3.54	4.49
New business ongoing business										
Single premiums	464	273	279	373	396	302	320	800	1,389	1,817
Regular premiums	252	298	256	441	219	231	246	418	1,247	1,114
New sales life insurance (APE)	298	326	284	478	258	261	278	498	1,386	1,295
Value of new business									214	202

2.1 ANALYSIS OF RESULTS: TOTAL

In EUR million	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015	FY2016	FY2015
Key figures ongoing business										
Gross premium income	2,000	2,123	2,020	3,279	1,762	1,911	1,948	3,576	9,421	9,197
Total administrative expenses	462	422	426	424	453	439	429	438	1,734	1,758
Cost/income ratio (Administrative expenses/Operating income)	34.0%	33.4%	33.5%	32.9%	38.3%	32.6%	30.7%	34.8%	33.5%	33.9%
Combined ratio (Netherlands Non-life) [17]	103.9%	101.8%	103.7%	104.3%	100.7%	105.6%	99.7%	100.2%	103.4%	101.5%
Asset Management Assets under Management [18]	195	199	197	190	187	190	193	212	195	187
Life general account invested assets [18]	89	89	88	86	84	83	83	83	89	84
Investment margin/Life general account invested assets (in bps) [19]	91	90	101	109	108	114	104	93		
Total provisions for insurance and investment contracts [18]	106	110	109	108	105	105	105	112	106	105
of which for risk policyholder [18]	23	23	23	23	25	25	26	28	23	25
NN Life Solvency II ratio [20]	203%	211%	239%	212%	216%	225%			203%	216%
Net operating result [21]	215	239	246	242	205	330	401	228	941	1,165
Adjusted allocated equity (end of period) [22]	11,893	11,934	11,673	11,306	11,194	10,814	10,814	10,745	11,893	11,194
Net operating ROE [23]	7.2%	8.1%	8.6%	8.6%	7.5%	12.2%	14.9%	8.7%	8.1%	10.8%
Key figures Japan Closed Block VA										
Account value	8,201	8,699	9,064	9,125	10,028	10,217	11,610	13,646	8,201	10,028
Number of policies	154,315	163,450	173,806	186,789	202,192	219,824	239,510	266,572	154,315	202,192
Key figures Total NN Group										
Solvency II ratio [3][4]	241%	236%	252%	241%	239%	247%			241%	239%
Total assets [18]	169	178	178	170	162	162	162	179	169	162
Shareholders' equity	22,706	25,470	25,254	23,099	20,469	20,271	19,602	24,122	22,706	20,469
Employees (internal FTEs, end of period)	11,464	11,533	11,443	11,485	11,461	11,531	11,538	11,588	11,464	11,461

2.1 ANALYSIS OF RESULTS: TOTAL - EXCLUDING CURRENCY EFFECTS

In EUR million	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015	FY2016	FY2015
Analysis of results										
Netherlands Life	163	178	193	177	155	267	332	152	710	906
Netherlands Non-life	13	21	19	9	28	24	45	24	62	122
Insurance Europe	60	52	52	34	48	52	54	40	199	195
Japan Life	24	39	23	70	30	42	28	80	156	180
Asset Management	33	38	33	29	21	34	38	36	133	129
Other	-10	-11	2	-11	-29	-23	-8	-20	-30	-79
Operating result ongoing business	**282**	**317**	**322**	**308**	**253**	**396**	**489**	**313**	**1,229**	**1,452**
Non-operating items ongoing business	30	251	153	122	91	54	-36	284	555	392
of which gains/losses and impairments	-27	188	88	29	7	133	46	172	279	357
of which revaluations	135	58	40	62	37	-58	67	74	295	120
of which market & other impacts	-79	5	24	31	47	-21	-149	38	-19	-85
Japan Closed Block VA	11	-13	-27	-69	25	-61	45	19	-98	28
Special items before tax	-51	-10	-20	-26	-33	-12	-35	-20	-107	-100
Result on divestments	-114	-	-	-	12	1	-0	0	-114	14
Result before tax	**158**	**546**	**427**	**336**	**349**	**379**	**463**	**596**	**1,466**	**1,786**
Taxation	10	111	91	61	-16	42	52	91	274	170
Minority interests	0	0	0	0	2	3	16	9	1	30
Net result	**148**	**435**	**335**	**274**	**362**	**334**	**395**	**495**	**1,192**	**1,586**
Shares outstanding in the market (in million)	324	326	328	325	333	333	339	342	324	333
Basic earnings per ordinary share in EUR [15)]	0.43	1.31	1.01	0.82	1.06	0.96	1.13	1.41	3.56	4.57
Diluted earnings per ordinary share in EUR [16)]	0.43	1.30	1.00	0.81	1.06	0.96	1.13	1.40	3.55	4.55
New business ongoing business										
New sales life insurance (APE)	298	317	286	485	267	280	290	512	1,387	1,348
Key figures ongoing business										
Gross premium income	2,000	2,091	2,040	3,331	1,818	2,008	2,020	3,666	9,462	9,512
Total administrative expenses	462	421	427	426	455	442	431	439	1,735	1,767
Key figures Total NN Group										
Total assets [18)]	169	176	176	171	164	164	164	180	169	164

2.2.1 ANALYSIS OF RESULTS: NETHERLANDS LIFE

In EUR million	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015	FY2016	FY2015
Analysis of results										
Investment margin	167	178	209	191	143	260	260	161	745	825
Fees and premium-based revenues	82	78	79	98	75	83	81	115	336	354
Technical margin	33	30	21	9	56	43	105	3	93	207
Operating income non-modelled business	-0	-0	0	0	-0	0	0	0	-0	0
Operating income	**282**	**286**	**309**	**298**	**274**	**385**	**446**	**279**	**1,175**	**1,385**
Administrative expenses	110	100	107	108	109	107	104	111	426	431
DAC amortisation and trail commissions	9	9	9	12	11	11	10	16	39	48
Expenses	**119**	**108**	**116**	**121**	**120**	**118**	**114**	**127**	**465**	**479**
Operating result	**163**	**178**	**193**	**177**	**155**	**267**	**332**	**152**	**710**	**906**
Non-operating items	13	181	156	101	81	46	-49	246	451	325
of which gains/losses and impairments	-30	112	91	6	-2	104	37	141	179	280
of which revaluations	121	58	39	64	36	-37	63	67	282	130
of which market & other impacts	-78	11	26	31	47	-21	-149	38	-10	-85
Special items before tax	-11	-1	-1	-1	-9	-0	-1	-1	-14	-11
Result on divestments	-	-	-	-	1	1	-	-	-	2
Result before tax	**165**	**358**	**347**	**277**	**227**	**315**	**283**	**397**	**1,147**	**1,222**
Taxation	-6	64	69	51	-0	37	19	56	178	112
Minority interests	0	0	0	0	2	3	14	8	1	27
Net result	**170**	**294**	**278**	**226**	**225**	**275**	**250**	**333**	**968**	**1,083**
New business										
Single premiums	112	66	65	101	91	89	87	539	345	806
Regular premiums	5	9	26	153	13	19	16	125	194	172
New sales life insurance (APE)	17	16	33	163	22	28	24	179	229	253
Value of new business									9	6
Key figures										
Gross premium income	436	377	435	983	375	448	469	1397	2,231	2,689
Total administrative expenses	110	100	107	108	109	107	104	111	426	431
Cost/income ratio (Administrative expenses/Operating income)	39.1%	34.8%	34.8%	36.5%	39.8%	27.8%	23.3%	39.8%	36.3%	31.1%
Life general account invested assets [18)]	66	64	64	64	62	61	62	61	66	62
Investment margin/Life general account invested assets (in bps) [19)]	116	114	128	138	136	143	127	112		
Total provisions for insurance and investment contracts [18)]	72	75	75	74	72	72	73	78	72	72
of which for risk policyholder [18)]	15	15	15	15	18	17	18	20	15	18
Allocated equity (end of period)	15,916	18,148	17,818	16,124	13,859	14,148	13,488	17,343	15,916	13,859
NN Life Solvency II ratio [20)]	203%	211%	239%	212%	216%	225%			203%	216%
Net operating result	136	139	155	153	138	236	289	124	583	787
Adjusted allocated equity (end of period)	7,356	7,333	7,187	7,049	6,966	7,017	6,931	6,664	7,356	6,966
Net operating ROE [24)]	7.4%	7.7%	8.7%	8.7%	7.9%	13.6%	17.0%	7.4%	8.1%	11.5%
Employees (internal FTEs, end of period)	2,088	2,097	2,078	2,094	2,083	2,099	2,085	2,113	2,088	2,083

2.2.2 NETHERLANDS LIFE - PROVISIONS FOR LIFE INSURANCE AND INVESTMENT CONTRACTS

In EUR billion	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015	FY2016	FY2015
Provisions for life insurance and investment contracts for risk of company - roll forward										
Beginning of period	**59.6**	**59.9**	**58.8**	**54.5**	**55.2**	**54.9**	**57.9**	**52.9**	**54.5**	**52.9**
Deposits	0.3	0.3	0.5	2.4	0.2	0.2	0.4	2.8	3.6	3.6
Withdrawals / Benefits	-1.0	-0.9	-0.9	-0.9	-1.0	-0.9	-1.0	-0.9	-3.7	-3.7
Net production	-0.7	-0.7	-0.3	1.6	-0.8	-0.7	-0.6	1.9	-0.1	-0.1
Acquisition / Divestments / Transfers	-	-	-	-0.1	-	-	-	-	-0.1	-
Market performance / Interest credited	-1.2	0.4	1.5	2.8	0.0	1.0	-2.5	3.2	3.5	1.7
FX impact and other	-	-	-	-	-	-	-	-	-	-
End of period	**57.8**	**59.6**	**59.9**	**58.8**	**54.5**	**55.2**	**54.9**	**57.9**	**57.8**	**54.5**

In EUR billion	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015	FY2016	FY2015
Provisions for life insurance and investment contracts for risk of policyholders - roll forward										
Beginning of period	**15.1**	**15.1**	**15.3**	**17.6**	**17.3**	**17.8**	**20.1**	**20.5**	**17.6**	**20.5**
Deposits	0.1	0.1	0.1	0.2	0.1	0.2	0.1	0.3	0.5	0.6
Withdrawals / Benefits	-0.4	-0.4	-0.7	-3.0	-0.5	-0.3	-0.4	-2.6	-4.4	-3.8
Net production	-0.3	-0.3	-0.6	-2.8	-0.4	-0.1	-0.3	-2.4	-3.9	-3.2
Acquisition / Divestments / Transfers	-	-	-	-	-	-	-	-	-	-
Market performance / Interest credited	-0.2	0.2	0.4	0.5	0.7	-0.4	-2.0	2.0	0.9	0.3
FX impact and other	-	-	-	-	-	-	-	-	-	-
End of period	**14.6**	**15.1**	**15.1**	**15.3**	**17.6**	**17.3**	**17.8**	**20.1**	**14.6**	**17.6**

2.3.1 ANALYSIS OF RESULTS: NETHERLANDS NON-LIFE

In EUR million	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015	FY2016	FY2015
Analysis of results										
Earned premiums	401	383	386	385	369	372	380	382	1,555	1,503
Investment income	26	27	32	24	29	43	44	23	109	139
Other income	0	0	-1	1	2	2	-2	2	1	4
Operating income	**427**	**411**	**417**	**410**	**400**	**417**	**422**	**406**	**1,665**	**1,646**
Claims incurred, net of reinsurance	**296**	**276**	**284**	**289**	**260**	**277**	**261**	**267**	**1,145**	**1,065**
Acquisition costs	62	60	62	59	58	61	60	60	244	239
Administrative expenses	58	54	54	54	54	55	58	56	219	223
Acquisition costs and administrative expenses	**120**	**114**	**116**	**113**	**112**	**116**	**117**	**116**	**463**	**461**
Expenditure	**416**	**390**	**400**	**401**	**372**	**393**	**379**	**383**	**1,608**	**1,526**
Operating result insurance businesses	**11**	**21**	**17**	**8**	**28**	**24**	**44**	**23**	**57**	**119**
Operating result broker businesses	2	0	2	1	1	-0	1	1	5	2
Total operating result	**13**	**21**	**19**	**9**	**28**	**24**	**45**	**24**	**62**	**122**
Non-operating items	12	7	5	26	5	4	5	8	50	22
of which gains/losses and impairments	-1	1	0	23	3	11	1	3	23	19
of which revaluations	14	6	5	3	2	-8	4	5	27	3
of which market & other impacts	-0	-	-	-	-0	-	-	-	-0	-0
Special items before tax	5	-0	-6	-6	-4	-0	-0	-1	-7	-6
Result on divestments	-	-	-	-	-	-	-	-	-	-
Result before tax	**30**	**27**	**19**	**29**	**29**	**28**	**49**	**32**	**104**	**138**
Taxation	3	4	3	6	1	0	9	6	17	16
Minority interests	-	-	-	-	-	-	-	-	-	-
Net result	**27**	**23**	**15**	**22**	**28**	**28**	**41**	**25**	**87**	**122**
Key figures										
Gross premium income	244	282	292	760	237	274	289	734	1,578	1,534
Total administrative expenses [13)]	73	69	69	70	70	73	75	74	281	292
Combined ratio [17)]	103.9%	101.8%	103.7%	104.3%	100.7%	105.6%	99.7%	100.2%	103.4%	101.5%
of which Claims ratio [17)]	73.9%	72.0%	73.7%	75.0%	70.3%	74.5%	68.8%	69.8%	73.7%	70.8%
of which Expense ratio [17)]	29.9%	29.8%	30.1%	29.3%	30.4%	31.1%	30.9%	30.4%	29.8%	30.7%
Total insurance provisions [18)]	3	3	4	4	3	3	3	4	3	3
Allocated equity (end of period)	695	733	731	694	747	729	733	866	695	747
Net operating result	11	16	15	8	23	24	37	19	51	103
Adjusted allocated equity (end of period)	361	349	356	342	427	408	424	439	361	427
Net operating ROE [24)]	12.8%	18.4%	16.9%	8.8%	22.0%	22.8%	34.5%	18.4%	14.1%	24.4%
Employees (internal FTEs, end of period)	1,609	1,619	1,630	1,667	1,674	1,692	1,702	1,712	1,609	1,674

2.3.2 NETHERLANDS NON-LIFE - KEY FIGURES BY LINE OF BUSINESS

In EUR million	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015	FY2016	FY2015
Gross premium income by line of business										
Disability & Accident	**61**	**99**	**109**	**462**	**59**	**96**	**108**	**437**	**731**	**700**
Fire	76	76	75	123	73	73	72	120	350	338
Marine & Aviation	3	3	3	8	3	3	3	9	18	18
Motor	71	70	72	94	70	71	74	95	307	309
Miscellaneous	33	33	32	73	32	31	31	72	170	165
Indirect business	0	1	1	1	1	1	1	1	2	4
Property & Casualty	**183**	**183**	**182**	**299**	**178**	**178**	**181**	**297**	**847**	**834**
Total	**244**	**282**	**292**	**760**	**237**	**274**	**289**	**734**	**1,578**	**1,534**

In EUR million	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015	FY2016	FY2015
Operating result by line of business										
Disability & Accident	**11**	**25**	**47**	**11**	**21**	**32**	**37**	**28**	**94**	**119**
Fire	13	4	-19	2	11	0	-3	-7	0	2
Marine & Aviation	1	-0	1	-0	-2	-1	0	-1	1	-3
Motor	-12	-8	-11	-3	-6	-8	3	-0	-33	-11
Miscellaneous	-3	-0	-1	-2	3	0	6	2	-7	12
Indirect business	0	0	1	0	0	1	1	1	1	2
Property & Casualty	**-0**	**-5**	**-30**	**-2**	**6**	**-7**	**7**	**-5**	**-37**	**0**
Mandema & Partners and Zicht broker businesses	2	0	2	1	1	-0	1	1	5	2
Total	**13**	**21**	**19**	**9**	**28**	**24**	**45**	**24**	**62**	**122**

	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015	FY2016	FY2015
Combined ratios Disability & Accident and Property & Casualty [17)]										
Disability & Accident										
Combined ratio	104.8%	96.8%	87.3%	103.3%	100.8%	99.7%	97.4%	92.6%	98.1%	97.6%
of which Claims ratio	82.5%	75.3%	65.6%	82.5%	77.7%	76.5%	75.5%	70.3%	76.5%	74.9%
of which Expense ratio	22.4%	21.6%	21.8%	20.8%	23.1%	23.2%	21.9%	22.4%	21.6%	22.6%
Property & Casualty										
Combined ratio	103.0%	106.0%	117.9%	105.2%	100.7%	110.3%	101.7%	106.5%	108.0%	104.8%
of which Claims ratio	66.7%	69.2%	80.7%	68.4%	64.3%	73.0%	63.0%	69.4%	71.2%	67.5%
of which Expense ratio	36.3%	36.8%	37.2%	36.8%	36.3%	37.3%	38.7%	37.1%	36.8%	37.3%
Total										
Combined ratio	103.9%	101.8%	103.7%	104.3%	100.7%	105.6%	99.7%	100.2%	103.4%	101.5%
of which Claims ratio	73.9%	72.0%	73.7%	75.0%	70.3%	74.5%	68.8%	69.8%	73.7%	70.8%
of which Expense ratio	29.9%	29.8%	30.1%	29.3%	30.4%	31.1%	30.9%	30.4%	29.8%	30.7%

2.4.1 ANALYSIS OF RESULTS: INSURANCE EUROPE

In EUR million	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015	FY2016	FY2015
Analysis of results										
Investment margin	22	16	19	15	22	17	20	22	72	80
Fees and premium-based revenues	142	136	137	134	134	135	135	132	548	536
Technical margin	58	50	51	42	48	50	51	45	201	194
Operating income non-modelled business	1	1	1	1	1	1	1	1	3	4
Operating income Life Insurance	**222**	**202**	**208**	**191**	**206**	**202**	**208**	**199**	**824**	**814**
Administrative expenses	86	77	79	78	81	73	75	77	320	306
DAC amortisation and trail commissions	77	75	78	79	78	77	78	83	310	315
Expenses Life Insurance	**163**	**152**	**156**	**157**	**158**	**150**	**154**	**159**	**629**	**621**
Operating result Life Insurance	**59**	**50**	**52**	**34**	**47**	**52**	**54**	**40**	**195**	**193**
Operating result Non-life	1	2	0	0	1	1	1	1	4	4
Operating result	**60**	**52**	**52**	**34**	**48**	**53**	**55**	**40**	**198**	**197**
Non-operating items	9	67	-6	-1	-7	5	7	15	69	21
of which gains/losses and impairments	7	71	-5	-1	-6	3	6	14	73	17
of which revaluations	3	1	1	1	-0	2	1	1	6	5
of which market & other impacts	-1	-6	-2	-1	-	-0	0	-	-9	-0
Special items before tax	-16	-6	-6	-16	-12	-8	-19	-12	-44	-50
Result on divestments	-	-	-	-	-	-	-	-	-	-
Result before tax	**54**	**113**	**40**	**17**	**30**	**50**	**44**	**44**	**224**	**168**
Taxation	29	23	11	4	-20	17	11	11	66	19
Minority interests	-	-	-	-	-	0	2	1	-	3
Net result	**25**	**90**	**29**	**13**	**50**	**33**	**31**	**32**	**158**	**146**
New business										
Single premiums	352	207	214	266	302	211	231	253	1,039	996
Regular premiums	103	80	101	114	101	69	107	118	398	394
New sales life insurance (APE)	138	101	123	140	131	90	130	143	502	494
Value of new business									85	96
Key figures										
Gross premium income	640	554	586	580	601	505	584	586	2,360	2,277
Total administrative expenses (Life & Non-life)	90	80	82	81	85	77	80	81	333	322
Cost/income ratio (Administrative expenses/Operating income)	37.2%	35.9%	35.7%	38.6%	37.8%	34.8%	35.2%	37.2%	36.8%	36.1%
Life general account invested assets [18)]	10	10	10	10	10	11	11	11	10	10
Investment margin/Life general account invested assets (in bps) [19)]	71	70	70	69	74	71	73	72		
Total provisions for insurance and investment contracts [18)]	18	18	18	18	18	19	19	20	18	18
of which for risk policyholder [18)]	8	8	7	8	7	7	8	8	8	7
Assets under Management Pensions [18)25)]	16	16	15	15	15	15	15	16	16	15.000
Allocated equity (end of period)	1,934	1,941	1,867	2,043	1,988	1,975	1,877	2,267	1,934	1,988
Net operating result	45	43	40	29	39	41	42	32	156	154
Adjusted allocated equity (end of period)	1,425	1,345	1,299	1,499	1,486	1,480	1,460	1,679	1,425	1,486
Net operating ROE [24)]	12.9%	13.0%	11.4%	7.7%	10.6%	11.1%	10.6%	7.8%	11.2%	10.0%
Employees (internal FTEs, end of period)	4,142	4,192	4,112	4,097	4,042	4,045	4,053	4,059	4,142	4,042

2.4.1 ANALYSIS OF RESULTS: INSURANCE EUROPE - EXCLUDING CURRENCY EFFECTS

In EUR million	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015	FY2016	FY2015
Analysis of results										
Investment margin	22	15	19	15	22	17	20	21	72	79
Fees and premium-based revenues	142	135	137	133	133	133	132	129	546	528
Technical margin	58	50	51	42	48	49	50	44	200	192
Operating income non-modelled business	1	1	1	1	1	1	1	1	3	4
Operating income Life Insurance	**222**	**201**	**207**	**190**	**204**	**199**	**203**	**196**	**821**	**802**
Administrative expenses	86	76	78	78	80	72	73	75	318	300
DAC amortisation and trail commissions	77	75	78	79	77	76	77	81	308	311
Expenses Life Insurance	**163**	**151**	**156**	**156**	**157**	**148**	**150**	**156**	**627**	**611**
Operating result Life Insurance	**59**	**50**	**52**	**34**	**47**	**51**	**53**	**40**	**195**	**191**
Operating result Non-life	1	2	0	0	1	1	1	1	4	4
Operating result	**60**	**52**	**52**	**34**	**48**	**52**	**54**	**40**	**199**	**195**
Non-operating items	9	67	-6	-1	-6	5	7	15	69	21
of which gains/losses and impairments	7	71	-5	-1	-6	3	6	14	73	17
of which revaluations	3	1	1	1	-0	2	1	1	6	5
of which market & other impacts	-1	-6	-2	-1	-	-0	0	-	-9	-0
Special items before tax	-16	-6	-6	-16	-12	-8	-18	-11	-43	-48
Result on divestments	-	-	-	-	-	-	-	-	-	-
Result before tax	**54**	**113**	**40**	**17**	**30**	**50**	**43**	**45**	**224**	**168**
Taxation	29	23	11	4	-20	17	11	11	66	19
Minority interests	-	-	-	-	-	0	1	1	-	3
Net result	**25**	**90**	**29**	**14**	**50**	**33**	**31**	**33**	**158**	**146**
New business										
New sales life insurance (APE)	138	100	121	138	128	88	125	137	496	477
Key figures										
Gross premium income	640	552	586	579	598	501	576	581	2,358	2,257
Total administrative expenses (Life & Non-life)	90	79	81	81	84	76	78	79	331	316

2.4.2 INSURANCE EUROPE - KEY FIGURES BY COUNTRY

In EUR million	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015	FY2016	FY2015
Gross premium income by country										
Belgium	126	107	130	137	129	94	115	119	500	457
Poland	85	77	75	75	80	83	88	86	311	337
Czech Republic	40	37	39	40	43	40	45	47	156	175
Hungary	60	66	59	54	58	59	64	64	239	245
Spain	126	112	109	122	119	94	117	136	468	466
Other	204	154	175	153	171	136	155	134	686	596
Insurance Europe	**640**	**554**	**586**	**580**	**601**	**505**	**584**	**586**	**2,360**	**2,277**

In EUR million	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015	FY2016	FY2015
Operating result by country										
Belgium	8	6	10	-3	6	7	10	1	21	23
Poland	22	19	20	20	22	24	23	22	80	91
Czech Republic	8	6	5	5	7	6	8	6	25	26
Hungary	2	4	2	4	2	2	3	4	12	11
Spain	11	8	8	8	9	8	8	6	35	30
Other	9	8	7	1	3	6	5	1	25	15
Insurance Europe	**60**	**52**	**52**	**34**	**48**	**53**	**55**	**40**	**198**	**197**

In EUR million	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015	FY2016	FY2015
New sales (APE) by country										
Belgium	10	8	10	11	11	6	10	10	38	37
Poland	21	16	19	19	18	15	17	19	75	68
Czech Republic	4	3	4	4	5	5	5	6	16	20
Hungary	7	7	6	5	6	6	6	7	25	25
Spain	25	20	21	22	24	14	20	37	87	96
Other	72	48	62	79	68	44	71	65	262	248
Insurance Europe	**138**	**101**	**123**	**140**	**131**	**90**	**130**	**143**	**502**	**494**

2.4.2 INSURANCE EUROPE - KEY FIGURES BY COUNTRY - EXCLUDING CURRENCY EFFECTS

In EUR million	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015	FY2016	FY2015
Gross premium income by country										
Belgium	126	107	130	137	129	94	115	119	500	457
Poland	85	77	74	74	78	79	83	82	310	322
Czech Republic	40	37	39	40	44	40	45	48	156	177
Hungary	60	67	60	54	59	59	64	63	240	245
Spain	126	112	109	122	119	94	117	136	468	466
Other	204	153	175	152	170	135	153	132	683	590
Insurance Europe	**640**	**552**	**586**	**579**	**598**	**501**	**576**	**581**	**2,358**	**2,257**

In EUR million	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015	FY2016	FY2015
Operating result by country										
Belgium	8	6	10	-3	6	7	10	1	21	23
Poland	22	19	19	20	22	23	21	21	80	87
Czech Republic	8	6	5	5	7	6	8	6	25	27
Hungary	2	4	2	4	2	2	3	4	12	11
Spain	11	8	8	8	9	8	8	6	35	30
Other	9	9	7	1	4	6	5	2	26	17
Insurance Europe	**60**	**52**	**52**	**34**	**48**	**52**	**54**	**40**	**199**	**195**

In EUR million	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015	FY2016	FY2015
New sales (APE) by country										
Belgium	10	8	10	11	11	6	10	10	38	37
Poland	21	16	19	19	17	14	16	18	74	65
Czech Republic	4	3	4	4	5	5	5	6	16	20
Hungary	7	7	7	5	6	6	6	7	25	25
Spain	25	20	21	22	24	14	20	37	87	96
Other	72	47	61	77	65	42	67	59	256	234
Insurance Europe	**138**	**100**	**121**	**138**	**128**	**88**	**125**	**137**	**496**	**477**

2.4.3 INSURANCE EUROPE - PROVISIONS FOR LIFE INSURANCE AND INVESTMENT CONTRACTS AND ASSETS UNDER MANAGEMENT PENSIONS

In EUR billion	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015	FY2016	FY2015
Provisions for life insurance and investment contracts for risk of company - roll forward										
Beginning of period	**10.5**	**10.6**	**10.7**	**10.8**	**11.0**	**11.1**	**11.8**	**11.8**	**10.8**	**11.8**
Deposits	0.4	0.2	0.1	0.2	0.3	0.1	0.0	0.3	0.8	0.8
Withdrawals / Benefits	-0.6	-0.3	-0.4	-0.5	-0.5	-0.3	-0.4	-0.6	-1.8	-1.8
Net production	-0.2	-0.1	-0.2	-0.3	-0.2	-0.2	-0.3	-0.3	-1.0	-1.0
Acquisition / Divestments / Transfers	-	-	-	-	-	-	-	-	-	-
Market performance / Interest credited	-0.1	0.0	0.1	0.2	-0.0	0.1	-0.3	0.2	0.3	0.1
FX impact and other	-0.0	0.0	-0.0	0.0	-0.0	0.0	-0.0	0.1	-0.0	0.0
End of period	**10.1**	**10.5**	**10.6**	**10.7**	**10.8**	**11.0**	**11.1**	**11.8**	**10.1**	**10.8**

In EUR billion	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015	FY2016	FY2015
Provisions for life insurance and investment contracts for risk of policyholders - roll forward										
Beginning of period	**7.7**	**7.5**	**7.5**	**7.5**	**7.4**	**7.7**	**8.0**	**7.5**	**7.5**	**7.5**
Deposits	0.2	0.2	0.2	0.2	0.2	0.2	0.1	0.1	0.8	0.7
Withdrawals / Benefits	-0.2	-0.2	-0.1	-0.1	-0.2	-0.3	-0.1	-0.2	-0.6	-0.8
Net production	0.1	0.0	0.0	0.1	-0.0	-0.0	0.0	-0.0	0.1	-0.1
Acquisition / Divestments / Transfers	-	-	-	-	-	-	-	-	-	-
Market performance / Interest credited	0.2	0.2	-0.0	-0.1	0.2	-0.3	-0.2	0.4	0.3	0.1
FX impact and other	-0.0	0.0	-0.0	0.0	-0.0	-0.0	-0.1	0.1	-0.0	0.0
End of period	**7.9**	**7.7**	**7.5**	**7.5**	**7.5**	**7.4**	**7.7**	**8.0**	**7.9**	**7.5**

In EUR billion	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015	FY2016	FY2015
Assets under management pensions - roll forward										
Beginning of period	**15.6**	**14.6**	**15.2**	**14.7**	**14.8**	**15.2**	**15.5**	**14.4**	**14.7**	**14.4**
Deposits	0.4	0.3	0.4	0.4	0.4	0.3	0.4	0.4	1.5	1.4
Withdrawals / Benefits	-0.2	-0.1	-0.2	-0.1	-0.2	-0.1	-0.2	-0.2	-0.6	-0.7
Net production	0.2	0.2	0.2	0.2	0.2	0.2	0.1	0.2	0.9	0.7
Acquisition / Divestments / Transfers	-	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-	-
Market performance / Interest credited	0.6	0.6	-0.5	0.2	-0.2	-0.5	-0.1	0.5	0.9	-0.3
FX impact and other	-0.3	0.2	-0.3	0.1	-0.1	-0.1	-0.3	0.5	-0.4	0.0
End of period	**16.1**	**15.6**	**14.6**	**15.2**	**14.7**	**14.8**	**15.2**	**15.5**	**16.1**	**14.7**

2.5.1 ANALYSIS OF RESULTS: JAPAN LIFE

In EUR million	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015	FY2016	FY2015
Analysis of results										
Investment margin	-3	-6	-7	-5	-5	-5	-4	-2	-21	-15
Fees and premium-based revenues	120	162	130	176	102	128	114	160	589	503
Technical margin	-13	-11	-9	-1	-4	-3	-9	1	-33	-15
Operating income non-modelled business	-0	-0	0	0	0	0	-0	0	-0	0
Operating income	**105**	**145**	**115**	**170**	**93**	**119**	**102**	**159**	**535**	**473**
Administrative expenses	33	32	31	24	26	29	27	24	120	107
DAC amortisation and trail commissions	48	72	60	79	39	54	50	63	260	206
Expenses	**81**	**105**	**92**	**103**	**66**	**82**	**77**	**88**	**381**	**313**
Operating result	**24**	**40**	**23**	**67**	**27**	**37**	**25**	**72**	**154**	**160**
Non-operating items	-3	-1	-2	-1	-9	-3	0	3	-7	-9
of which gains/losses and impairments	-2	2	1	0	-9	10	1	3	0	6
of which revaluations	-1	-3	-3	-1	-0	-13	-1	-0	-8	-14
of which market & other impacts	-	-	-	-	-	-	-	-	-	-
Special items before tax	-3	-0	-1	-1	-2	-1	-5	-2	-5	-10
Result on divestments	-	-	-	-	-	-	-	-	-	-
Result before tax	**18**	**39**	**20**	**65**	**16**	**33**	**20**	**73**	**141**	**141**
Taxation	6	7	10	7	5	5	3	13	31	26
Minority interests	-	-	-	-	-	-	-	-	-	-
Net result	**12**	**32**	**10**	**57**	**10**	**28**	**17**	**60**	**111**	**116**
New business										
Single premiums	-	-	0	6	3	2	2	8	6	15
Regular premiums	144	209	128	174	105	143	124	175	655	547
New sales life insurance (APE)	144	209	128	175	105	143	124	176	656	549
Value of new business									121	100
Key figures										
Gross premium income	672	906	701	951	543	682	599	854	3,230	2,678
Total administrative expenses	33	32	31	24	26	29	27	24	120	107
Cost/income ratio (Administrative expenses/Operating income)	31.4%	22.3%	27.4%	14.0%	28.0%	24.4%	26.5%	15.1%	22.5%	22.6%
Life general account invested assets [18)]	14	14	13	12	11	11	10	11	14	11
Total provisions for insurance and investment contracts [18)]	12	13	13	11	10	10	9	10	12	10
of which for risk policyholder [18)]	0	0	0	0	0	0	0	0	0	0
Allocated equity (end of period)	2,272	2,650	2,822	2,313	1,879	1,757	1,667	1,808	2,272	1,879
Net operating result	17	29	17	48	19	26	19	49	110	113
Adjusted allocated equity (end of period)	1,561	1,669	1,640	1,484	1,398	1,349	1,301	1,363	1,561	1,398
Net operating ROE [24)]	4.1%	6.9%	4.3%	13.2%	5.5%	7.8%	5.7%	15.6%	7.0%	8.6%
Employees (internal FTEs, end of period)	713	686	669	622	616	610	609	604	713	616

2.5.1 ANALYSIS OF RESULTS: JAPAN LIFE - EXCLUDING CURRENCY EFFECTS

In EUR million	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015	FY2016	FY2015
Analysis of results										
Investment margin	-3	-6	-7	-6	-5	-6	-4	-2	-22	-17
Fees and premium-based revenues	120	157	134	186	113	146	129	178	597	566
Technical margin	-13	-10	-9	-1	-5	-4	-10	2	-33	-17
Operating income non-modelled business	-0	-0	0	0	-0	0	-0	0	-0	0
Operating income	**105**	**140**	**118**	**179**	**103**	**137**	**115**	**177**	**543**	**532**
Administrative expenses	33	31	33	26	30	33	31	27	123	121
DAC amortisation and trail commissions	48	70	62	83	44	62	57	70	264	232
Expenses	**81**	**102**	**95**	**109**	**73**	**94**	**87**	**97**	**387**	**353**
Operating result	**24**	**39**	**23**	**70**	**30**	**42**	**28**	**80**	**156**	**180**
Non-operating items	-3	-1	-2	-1	-10	-3	0	3	-8	-10
of which gains/losses and impairments	-2	2	1	0	-10	12	1	4	0	7
of which revaluations	-1	-3	-3	-1	-0	-15	-1	-1	-8	-17
of which market & other impacts	-	-	-	-	-	-	-	-	-	-
Special items before tax	-3	-0	-1	-1	-2	-1	-6	-2	-5	-11
Result on divestments	-	-	-	-	-	-	-	-	-	-
Result before tax	**18**	**37**	**20**	**68**	**17**	**38**	**22**	**81**	**143**	**159**
Taxation	6	7	10	8	6	6	3	15	31	29
Minority interests	-	-	-	-	-	-	-	-	-	-
Net result	**12**	**31**	**10**	**60**	**12**	**32**	**19**	**67**	**112**	**129**
New business										
New sales life insurance (APE)	144	201	132	185	117	165	140	196	662	618
Key figures										
Gross premium income	672	876	721	1,004	602	783	678	950	3,273	3,012
Total administrative expenses	33	31	33	26	30	33	31	27	123	121

2.5.2 JAPAN LIFE - PROVISIONS FOR LIFE INSURANCE AND INVESTMENT CONTRACTS

In EUR billion	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015	FY2016	FY2015
Provisions for life insurance and investment contracts for risk of company - roll forward										
Beginning of period	**13.0**	**12.5**	**10.9**	**10.2**	**9.7**	**9.3**	**9.6**	**8.1**	**10.2**	**8.1**
Deposits	0.6	0.8	0.9	0.6	0.5	0.6	0.5	0.7	2.9	2.3
Withdrawals / Benefits	-0.4	-0.4	-0.8	-0.1	-0.3	-0.3	-0.3	-0.3	-1.7	-1.3
Net production	0.2	0.4	0.2	0.5	0.2	0.3	0.2	0.4	1.2	1.0
Acquisition / Divestments / Transfers	-	-	-	-	-	-	-	-	-	-
Market performance / Interest credited	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.2	0.1
FX impact and other	-1.0	0.0	1.4	0.2	0.3	0.1	-0.6	1.0	0.7	0.9
End of period	**12.2**	**13.0**	**12.5**	**10.9**	**10.2**	**9.7**	**9.3**	**9.6**	**12.2**	**10.2**

2.6.1 ANALYSIS OF RESULTS: ASSET MANAGEMENT

In EUR million	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015	FY2016	FY2015
Analysis of results										
Investment income	0	-0	0	-0	0	0	-0	0	0	-0
Fees	120	119	113	111	119	124	129	125	463	496
Operating income	**120**	**119**	**113**	**110**	**119**	**124**	**128**	**125**	**463**	**496**
Administrative expenses	**87**	**81**	**80**	**82**	**98**	**90**	**90**	**89**	**330**	**367**
Operating result	**33**	**38**	**33**	**29**	**21**	**34**	**38**	**36**	**133**	**129**
Non-operating items	0	-1	0	-0	0	-0	-0	0	-1	0
Special items before tax	-2	-1	-1	-1	-6	-3	-10	-5	-6	-23
Result on divestments	-	-	-	-	-	-	-	-	-	-
Result before tax	**31**	**36**	**32**	**28**	**15**	**31**	**28**	**31**	**126**	**106**
Taxation	8	10	7	8	0	8	8	8	32	24
Minority interests	-	-	-	-	-	-	-	-	-	-
Net result	**23**	**27**	**24**	**20**	**15**	**24**	**20**	**23**	**94**	**82**
Key figures										
Total administrative expenses	87	81	80	82	98	90	90	89	330	367
Cost/income ratio (Administrative expenses/Operating income)	72.6%	68.0%	70.8%	74.0%	82.4%	72.6%	70.3%	71.2%	71.3%	74.0%
Net inflow Assets under Management (in EUR billion)	1	0	0	-3	-4	-2	-2	0	-2	-9
Assets under Management [18)]	195	199	197	190	187	190	193	212	195	187
Fees/average Assets under Management (in bps)	24	24	23	23	25	26	25	25	24	25
Allocated equity (end of period)	399	395	420	413	392	404	397	419	399	392
Net operating result	24	29	25	22	20	25	29	28	100	102
Adjusted allocated equity (end of period)	399	395	420	413	392	405	398	419	399	392
Net operating ROE [24)]	24.6%	28.4%	24.2%	21.4%	19.8%	25.2%	28.4%	27.3%	24.7%	25.3%
Employees (internal FTEs, end of period)	1,090	1,129	1,144	1,167	1,180	1,188	1,176	1,173	1,090	1,180

2.6.1 ANALYSIS OF RESULTS: ASSET MANAGEMENT - EXCLUDING CURRENCY EFFECTS

In EUR million	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015	FY2016	FY2015
Analysis of results										
Investment income	0	-0	0	-0	0	0	-0	0	0	-0
Fees	120	119	113	111	119	124	129	125	463	497
Operating income	**120**	**119**	**113**	**111**	**119**	**124**	**128**	**125**	**463**	**496**
Administrative expenses	**87**	**81**	**80**	**82**	**98**	**90**	**90**	**89**	**330**	**368**
Operating result	**33**	**38**	**33**	**29**	**21**	**34**	**38**	**36**	**133**	**129**
Non-operating items	0	-1	0	-0	0	-0	-0	0	-1	0
Special items before tax	-2	-1	-1	-1	-6	-3	-10	-5	-6	-23
Result on divestments	-	-	-	-	-	-	-	-	-	-
Result before tax	**31**	**36**	**32**	**28**	**15**	**31**	**28**	**31**	**126**	**106**
Taxation	8	10	7	8	0	8	8	8	32	24
Minority interests	-	-	-	-	-	-	-	-	-	-
Net result	**23**	**27**	**24**	**20**	**15**	**24**	**20**	**23**	**94**	**82**
Key figures										
Total administrative expenses	87	81	80	82	98	90	90	89	330	368

2.6.2 ASSET MANAGEMENT - ASSETS UNDER MANAGEMENT AND ASSETS UNDER ADMINISTRATION

In EUR billion	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015
Assets under Management (AuM) and Assets under Advice and Administration (AuA)								
Affiliates	**122**	**128**	**128**	**122**	**118**	**118**	**117**	**131**
Proprietary (general account assets)	101	106	106	100	93	93	91	102
Other affiliates business	21	22	22	22	25	25	26	29
Third parties	**73**	**71**	**69**	**68**	**69**	**72**	**76**	**80**
Institutional customers	33	32	32	32	32	36	37	40
Retail customers home markets	26	26	25	25	26	25	26	28
Retail customers others	14	13	12	11	12	11	12	13
Total Assets under Management	**195**	**199**	**197**	**190**	**187**	**190**	**193**	**212**
Assets under Advice and Administration	**60**	**57**	**54**	**52**	**50**	**46**	**55**	**52**

In EUR billion	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015
AuM by investment								
Equity	25	24	23	24	26	25	28	30
Fixed income	149	155	154	147	142	147	147	162
Multi asset	20	20	19	19	19	18	19	20
Total	**195**	**199**	**197**	**190**	**187**	**190**	**193**	**212**

31 December 2016	Affiliates	Proprietary	Other	Third Parties	Institutional	Retail home markets	Retail Others	Total
In EUR billion								
AuM roll forward								
Beginning of period	**128**	**106**	**22**	**71**	**32**	**26**	**13**	**199**
Net inflow	0	1	0	1	1	0	0	1
Acquisition/ Divestments	0	0	0	0	0	0	0	0
Market performance (incl. FX Impact) and Other	-6	-6	0	1	0	1	0	-6
End of period	**122**	**101**	**21**	**73**	**33**	**26**	**14**	**195**

In EUR billion	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015
AuM roll forward								
Beginning of period	**199**	**197**	**190**	**187**	**190**	**193**	**212**	**195**
Net inflow	1	0	0	-3	-4	-2	-2	0
Acquisition/ Divestments	0	0	0	0	0	0	0	0
Market performance (incl. FX Impact) and Other	-6	2	7	6	2	-1	-16	17
End of period	**195**	**199**	**197**	**190**	**187**	**190**	**193**	**212**

2.7.1 ANALYSIS OF RESULTS: OTHER

In EUR million	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015	FY2016	FY2015
Analysis of results										
Interest on hybrids and debt	-26	-26	-26	-26	-27	-27	-26	-25	-103	-104
Investment income and fees	14	14	14	14	15	16	16	15	55	61
Holding expenses	-14	-16	-11	-14	-19	-21	-15	-17	-55	-73
Amortisation of intangible assets	-1	-2	-2	-2	-2	-2	-2	-2	-6	-6
Holding result	**-27**	**-30**	**-24**	**-28**	**-33**	**-34**	**-26**	**-29**	**-109**	**-122**
Operating result reinsurance business	-1	2	9	3	-7	4	9	4	12	11
Operating result NN Bank	16	17	17	13	11	15	6	4	63	37
Other results	2	0	1	1	0	-9	3	1	4	-4
Operating result	**-10**	**-11**	**2**	**-11**	**-29**	**-23**	**-7**	**-20**	**-30**	**-79**
Non-operating items	-2	-1	-0	-3	22	2	0	11	-6	34
of which gains/losses and impairments	-0	3	1	1	21	2	1	10	5	35
of which revaluations	-2	-4	-2	-4	0	-0	-1	1	-12	-0
of which market & other impacts	-	-	-	-	-	-	-	-	-	-
Special items before tax	-23	-2	-5	-0	0	-0	0	-0	-30	-0
Result on divestments	-114	-	-	-	12	0	-0	0	-114	11
Result before tax	**-149**	**-14**	**-3**	**-14**	**5**	**-21**	**-7**	**-9**	**-181**	**-33**
Taxation	-32	6	-2	1	-9	-7	-2	-2	-27	-20
Minority interests	-	-	-	-	-	-	-	-	-	-
Net result	**-117**	**-20**	**-1**	**-15**	**14**	**-14**	**-5**	**-7**	**-153**	**-13**
Key figures										
Gross premium income	7	5	6	4	6	2	7	5	22	20
Total administrative expenses	69	61	56	58	64	63	53	60	244	240
of which reinsurance business	4	4	4	4	3	3	3	3	15	11
of which NN Bank	51	41	42	41	40	35	36	37	174	149
of which corporate/holding	13	16	11	14	21	25	14	20	55	80
NN Bank common equity Tier 1 ratio phased in [26)]	14.0%	14.1%	13.9%	13.3%	14.0%	13.8%	14.2%	13.8%	14.0%	14.0%
NN Bank BIS ratio phased in [26)]	15.6%	15.9%	15.7%	15.1%	16.0%	15.8%	16.4%	16.2%	15.6%	16.0%
Total assets NN Bank [18)]	15	14	13	12	12	11	11	10	15	12
Net operating result NN Bank	12	13	12	10	8	11	5	3	47	28
Adjusted allocated equity NN Bank (end of period)	508	481	468	455	445	437	424	362	508	445
Net operating ROE NN Bank [27)]	9.8%	10.6%	10.8%	8.7%	7.3%	10.7%	5.1%	3.6%	10.0%	6.9%
Total provisions for insurance and investment contracts [18)]	0	0	0	1	1	1	1	1	0	1
Allocated equity (end of period) [28)]	907	975	884	693	659	296	433	354	907	659
Net operating result [29)]	-18	-17	-6	-17	-34	-22	-14	-24	-58	-94
Adjusted allocated equity (end of period) [28)]	791	842	771	519	526	155	299	181	791	526
Employees (internal FTEs, end of period)	1,770	1,759	1,750	1,772	1,763	1,793	1,811	1,833	1,770	1,763

2.7.1 ANALYSIS OF RESULTS: OTHER - EXCLUDING CURRENCY EFFECTS

In EUR million	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015	FY2016	FY2015
Analysis of results										
Interest on hybrids and debt	-26	-26	-26	-26	-27	-27	-26	-25	-103	-104
Investment income and fees	14	14	14	14	15	16	16	15	55	61
Holding expenses	-14	-16	-11	-14	-19	-21	-15	-17	-55	-73
Amortisation of intangible assets	-1	-2	-2	-2	-2	-2	-2	-2	-6	-6
Holding result	**-27**	**-30**	**-24**	**-28**	**-33**	**-34**	**-26**	**-29**	**-109**	**-122**
Operating result reinsurance business	-1	2	9	3	-7	4	9	4	12	11
Operating result NN Bank	16	17	17	13	11	15	6	4	63	37
Other results	2	0	1	0	0	-9	3	1	4	-5
Operating result	**-10**	**-11**	**2**	**-11**	**-29**	**-23**	**-8**	**-20**	**-30**	**-79**
Non-operating items	-2	-1	-0	-3	22	2	0	11	-6	34
of which gains/losses and impairments	-0	3	1	1	21	2	1	10	5	35
of which revaluations	-2	-5	-2	-4	0	-0	-1	1	-12	-0
of which market & other impacts	-	-	-	-	-	-	-	-	-	-
Special items before tax	-23	-2	-5	-0	0	-0	0	-0	-30	-0
Result on divestments	-114	-	-	-	12	0	-0	0	-114	11
Result before tax	**-149**	**-14**	**-3**	**-14**	**5**	**-22**	**-8**	**-9**	**-181**	**-34**
Taxation	-32	6	-2	1	-9	-7	-2	-2	-27	-20
Minority interests	-	-	-	-	-	-	-	-	-	-
Net result	**-117**	**-20**	**-1**	**-15**	**14**	**-15**	**-6**	**-7**	**-153**	**-13**
Key figures										
Gross premium income	7	5	6	4	6	2	7	5	22	20
Total administrative expenses	69	60	56	58	64	63	54	60	244	241
of which reinsurance business	4	4	4	4	3	3	3	3	15	11
of which NN Bank	51	41	42	41	40	35	36	37	174	149
of which corporate/holding	13	16	11	14	21	25	15	20	54	80

2.7.2 NN BANK - SAVINGS AND DEPOSITS AND MORTGAGES

In EUR billion	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015	FY2016	FY2015
Savings & Deposits - roll forward										
Beginning of period	**9.7**	**9.3**	**8.6**	**8.0**	**8.1**	**8.0**	**7.7**	**7.0**	**8.0**	**7.0**
Deposits	1.4	0.9	1.2	1.2	0.8	0.6	0.8	1.3	4.8	3.5
Withdrawals / Benefits	-0.9	-0.5	-0.6	-0.6	-0.8	-0.5	-0.5	-0.6	-2.6	-2.4
Net production	0.5	0.4	0.6	0.6	-0.1	0.1	0.3	0.7	2.2	1.1
Acquisition / Divestments / Transfers	-	-	-	-	-	-	-	-	-	-
Market performance / Interest credited	-	-	-	-	-	-	-	-	-	-
FX impact and other	-	-	-	-	-	-	-	-	-	-
End of period	**10.2**	**9.7**	**9.3**	**8.6**	**8.0**	**8.1**	**8.0**	**7.7**	**10.2**	**8.0**

In EUR billion	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015	FY2016	FY2015
Mortgages - roll forward										
Beginning of period	**11.8**	**11.4**	**10.9**	**10.5**	**10.0**	**9.5**	**8.6**	**7.9**	**10.5**	**7.9**
Production	1.4	1.0	1.1	1.4	1.1	1.2	0.9	1.0	4.9	4.3
Redemptions	-0.3	-0.2	-0.2	-0.2	-0.3	-0.2	-0.1	-0.1	-0.9	-0.7
Net production	1.1	0.8	0.9	1.2	0.9	1.0	0.8	0.9	4.0	3.6
Acquisition / Divestments / Transfers	-0.2	-0.4	-0.4	-0.8	-0.4	-0.5	0.1	-0.1	-1.8	-1.0
Market performance / Interest credited	-	-	-	-	-	-	-	-	-	-
FX impact and other	-	-	-	-	-	-	-	-	-	-
End of period	**12.7**	**11.8**	**11.4**	**10.9**	**10.5**	**10.0**	**9.5**	**8.6**	**12.7**	**10.5**

2.8.1 ANALYSIS OF RESULTS: JAPAN CLOSED BLOCK VA

In EUR million	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015	FY2016	FY2015
Analysis of results										
Investment margin	-1	-1	-1	-1	-1	-0	-	-	-2	-1
Fees and premium-based revenues	14	14	15	14	20	23	25	27	57	95
Technical margin	-	-	-	-	-	-	-	-	-	-
Operating income non-modelled business	-0	0	0	-0	-0	-0	0	0	0	-0
Operating income	**13**	**14**	**14**	**14**	**20**	**23**	**25**	**27**	**55**	**94**
Administrative expenses	3	4	4	4	5	4	5	5	15	19
DAC amortisation and trail commissions	2	2	2	2	2	2	3	3	7	10
Expenses	**4**	**6**	**6**	**6**	**7**	**6**	**8**	**8**	**22**	**29**
Operating result	**9**	**8**	**8**	**8**	**12**	**16**	**16**	**19**	**33**	**64**
Non-operating items	2	-21	-36	-77	12	-80	27	-3	-132	-44
of which gains/losses and impairments	-0	-0	-0	-	-	-	-	-	-0	-
of which revaluations	-	-	-	-	-	-	-	-	-	-
of which market & other impacts	2	-21	-36	-77	12	-80	27	-3	-132	-44
Special items before tax	-	-	-	-	-	-	-	-	-	-
Result on divestments	-	-	-	-	-	-	-	-	-	-
Result before tax	**11**	**-13**	**-28**	**-69**	**24**	**-64**	**43**	**16**	**-99**	**20**
Taxation	3	-3	-7	-16	6	-19	4	-2	-24	-11
Minority interests	-	-	-	-	-	-	-	-	-	-
Net result	**8**	**-9**	**-21**	**-53**	**17**	**-44**	**39**	**18**	**-75**	**31**
Key figures [30)]										
Gross premium income	1	1	1	1	1	2	3	1	4	8
Allocated equity	583	627	712	819	946	963	1,007	1,065	583	946
Account value	8,201	8,699	9,064	9,125	10,028	10,217	11,610	13,646	8,201	10,028
Net Amount at Risk	352	917	1,021	498	203	379	76	98	352	203
IFRS Reserves	674	1,176	1,335	824	514	688	403	517	674	514
Number of policies	154,315	163,450	173,806	186,789	202,192	219,824	239,510	266,572	154,315	202,192
Employees (internal FTEs, end of period)	51	51	60	67	103	104	103	95	51	103

2.8.1 ANALYSIS OF RESULTS: JAPAN CLOSED BLOCK VA - EXCLUDING CURRENCY EFFECTS

In EUR million	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015	FY2016	FY2015
Analysis of results										
Investment margin	-1	-1	-1	-1	-1	-0	-	-	-2	-1
Fees and premium-based revenues	14	14	15	16	23	26	28	31	59	108
Technical margin	-	-	-	-	-	-	-	-	-	-
Operating income non-modelled business	-0	0	0	-0	-0	-0	0	0	0	0
Operating income	**13**	**13**	**15**	**15**	**22**	**26**	**28**	**31**	**56**	**107**
Administrative expenses	3	4	4	4	6	5	6	5	15	22
DAC amortisation and trail commissions	2	2	2	2	2	3	3	3	7	11
Expenses	**4**	**5**	**6**	**6**	**8**	**7**	**9**	**9**	**22**	**34**
Operating result	**9**	**8**	**9**	**9**	**14**	**19**	**19**	**22**	**34**	**73**
Non-operating items	2	-21	-36	-77	12	-80	27	-3	-132	-45
of which gains/losses and impairments	-0	-0	-0	-	-	-	-	-	-0	-
of which revaluations	-	-	-	-	-	-	-	-	-	-
of which market & other impacts	2	-21	-36	-77	12	-80	27	-3	-132	-45
Special items before tax	-	-	-	-	-	-	-	-	-	-
Result on divestments	-	-	-	-	-	-	-	-	-	-
Result before tax	**11**	**-13**	**-27**	**-69**	**25**	**-61**	**45**	**19**	**-98**	**28**
Taxation	3	-3	-7	-16	7	-19	5	-2	-23	-10
Minority interests	-	-	-	-	-	-	-	-	-	-
Net result	**8**	**-10**	**-20**	**-53**	**18**	**-42**	**41**	**21**	**-74**	**38**

2.8.2 JAPAN CLOSED BLOCK VA - ACCOUNT VALUE

In EUR billion	4Q2016	3Q2016	2Q2016	1Q2016	4Q2015	3Q2015	2Q2015	1Q2015	FY2016	FY2015
Account value - roll forward										
Beginning of period	**8.7**	**9.1**	**9.1**	**10.0**	**10.2**	**11.6**	**13.6**	**13.2**	**10.0**	**13.2**
Deposits	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Withdrawals / Benefits	-0.5	-0.6	-0.7	-0.7	-0.9	-1.0	-1.5	-1.5	-2.4	-4.8
Net production	-0.5	-0.6	-0.6	-0.7	-0.9	-1.0	-1.5	-1.5	-2.4	-4.8
Acquisition / Divestments / Transfers	-	-	-	-	-	-	-	-	-	-
Market performance / Interest credited	0.7	0.2	-0.5	-0.4	0.4	-0.6	0.2	0.3	-0.0	0.3
FX impact and other	-0.7	0.0	1.1	0.2	0.3	0.2	-0.8	1.6	0.6	1.3
End of period	**8.2**	**8.7**	**9.1**	**9.1**	**10.0**	**10.2**	**11.6**	**13.6**	**8.2**	**10.0**

NOTES

1) Revaluation reserves for debt securities, equity securities and property in own use, the cash flow hedge reserve, the related crediting to policyholders and the coupon on undated subordinated notes recognized in equity.
2) The segment 'Other' comprises of the allocated equity of NN Bank, reinsurance business and the cash capital position, other assets and debt of the holding company.
3) The solvency ratios are not final until filed with the regulators. The Solvency II ratio is based on the Partial Internal Model.
4) NN Bank is excluded from Own Funds following NN Group's designation as a financial conglomerate (FICO) effective from 1 January 2016. This deduction is presented in one line since 1Q2016.
5) Includes interest on subordinated loans provided to subsidiaries by the holding company.
6) Includes the change of subordinated loans provided to subsidiaries by the holding company.
7) Includes interest on subordinated loans and debt, holding company expenses and other cash flows.
8) Free cash flow to the holding company is defined as the change in cash capital position of the holding company over the period, excluding acquisitions and capital transactions with shareholders and debtholders.
9) Cash capital is defined as net current assets available at the holding company.
10) Other assets contain Reinsurance contracts, Property and equipment, Intangible assets, and Deferred acquisition costs.
11) The numbers presented are on a last 12-months basis.
12) Including AZL.
13) Including Mandema & Partners and Zicht broker businesses.
14) Segment Other excluding NN Bank and the reinsurance business.
15) Basic earnings per ordinary share is calculated as the net result, adjusted to reflect the deduction of the accrued coupon on undated subordinated notes classified in equity, divided by the weighted average number of ordinary shares outstanding (net of treasury shares).
16) Diluted earnings per share is calculated as if the share plans and warrants outstanding at the end of the period had been exercised at the beginning of the period and assuming that the cash received from exercised share plans and warrants was used to buy own shares against the average market price during the period. The net decrease in the number of shares results from the cancellation of shares following the share buy back programme.
17) Excluding Mandema & Partners and Zicht broker businesses.
18) End of period, in EUR billion.
19) Four-quarter rolling average.
20) The solvency ratios are not final until filed with the regulators. SII ratios are based on the partial internal model. The 4Q2015 NN Life SII ratio reflects the dividend of EUR 150 million paid to NN Group in March 2016.
21) Net operating result of the ongoing business, adjusted to reflect the deduction of the accrued coupon on undated subordinated notes classified in equity.
22) Allocated equity, adjusted for revaluation reserves and excluding undated subordinated notes classified in equity.
23) Net operating ROE is calculated as the (annualised) net operating result of the ongoing business, adjusted to reflect the deduction of the accrued coupon on undated subordinated notes classified in equity, divided by (average) adjusted allocated equity of ongoing business. Adjusted allocated equity is an Alternative Performance Measure. It is derived from IFRS equity by excluding revaluation reserves and undated subordinated notes classified as equity. Reference is made to the section 'Alternative Performance measures (Non-GAAP measures)' in the 30 June 2016 Condensed consolidated interim financial information.
24) Net operating ROE is calculated as the (annualised) net operating result of the segment, divided by (average) adjusted allocated equity. Adjusted allocated equity is an Alternative Performance Measure. It is derived from IFRS equity by excluding revaluation reserves and undated subordinated notes classified as equity. Reference is made to the section 'Alternative Performance measures (Non-GAAP measures)' in the 30 June 2016 Condensed consolidated interim financial information.
25) The numbers shown under Off balance pension funds exclude IFRS shareholders' equity related to the respective pension businesses and include the assets under administration.
26) The 'NN Bank common equity Tier 1 ratio phased in' and the 'NN Bank BIS ratio phased in' are not final until filed with the regulators.
27) Net operating ROE is calculated as the (annualised) net operating result of NN Bank, divided by (average) adjusted allocated equity. Adjusted allocated equity is an Alternative Performance Measure. It is derived from IFRS equity by excluding revaluation reserves. Reference is made to the section 'Alternative Performance measures (Non-GAAP measures)' in the 30 June 2016 Condensed consolidated interim financial information.
28) (Adjusted) allocated equity excluding undated subordinated notes classified in equity.
29) Net operating result is adjusted to reflect the deduction of the accrued coupon on undated subordinated notes classified in equity.
30) End of period, except Gross premium income.
31) Value of new business as a percentage of Present value of new business premiums.

IMPORTANT LEGAL INFORMATION

NN Group's Consolidated Annual Accounts are prepared in accordance with International Financial Reporting Standards as adopted by the European Union ("IFRS-EU") and with Part 9 of Book 2 on the Dutch Civil Code.

In preparing the financial information in this document, the same accounting principles are applied as in the NN Group N.V. condensed consolidated interim accounts for the period ended 30 September 2016. The Annual Accounts for 2016 are in progress and may be subject to adjustments from subsequent events.

All figures in this document are unaudited. Small differences are possible in the tables due to rounding. Certain of the statements contained herein are not historical facts, including, without limitation, certain statements made of future expectations and other forward-looking statements that are based on management's current views and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. Actual results, performance or events may differ materially from those in such statements due to, without limitation: (1) changes in general economic conditions, in particular economic conditions in NN Group's core markets, (2) changes in performance of financial markets, including developing markets, (3) consequences of a potential (partial) break-up of the euro, (4) changes in the availability of, and costs associated with, sources of liquidity as well as conditions in the credit markets generally, (5) the frequency and severity of insured loss events, (6) changes affecting mortality and morbidity levels and trends, (7) changes affecting persistency levels, (8) changes affecting interest rate levels, (9) changes affecting currency exchange rates, (10) changes in investor, customer and policyholder behaviour, (11) changes in general competitive factors, (12) changes in laws and regulations, (13) changes in the policies of governments and/or regulatory authorities, (14) conclusions with regard to accounting assumptions and methodologies, (15) changes in ownership that could affect the future availability to us of net operating loss, net capital and built-in loss carry forwards, (16) changes in credit and financial strength ratings, (17) NN Group's ability to achieve projected operational synergies and (18) the other risks and uncertainties detailed in the Risk Factors section contained in recent public disclosures made by NN Group.

Any forward-looking statements made by or on behalf of NN Group speak only as of the date they are made, and, NN Group assumes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information or for any other reason. This document does not constitute an offer to sell, or a solicitation of an offer to buy, any securities.