

# NN GROUP FINANCIAL SUPPLEMENT

3Q2017

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## NN GROUP FINANCIAL SUPPLEMENT 3Q2017 INTRODUCTION

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- 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.
- All 2Q2017 and 3Q2017 figures are including Delta Lloyd, historical periods have not been restated
- 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, the amortisation of acquisition intangibles, 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, the undated subordinated notes classified as equity as well as the goodwill and intangible assets recognised as a result of the Delta Lloyd acquisition. 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 2016 Consolidated Annual Accounts.
- The segment 'Other' consists of banking business, 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	30 Sep 2017	30 Jun 2017	31 Mar 2017	31 Dec 2016	30 Sep 2016	30 Jun 2016	31 Mar 2016
Cash and cash equivalents	9,665	10,022	10,827	8,634	9,131	9,894	10,446
Financial assets at fair value through profit or loss							
- investments for risk of policyholders	33,532	34,506	26,282	30,711	31,485	31,623	31,954
- non-trading derivatives	4,910	5,297	3,817	4,421	6,809	7,266	6,079
- designated as at fair value through profit or loss	866	815	618	873	1,308	1,321	595
Available-for-sale investments							
- debt securities	97,228	99,368	71,186	72,779	76,748	76,678	72,933
- equity securities	8,610	8,493	7,451	6,988	7,007	6,595	6,502
Loans	56,098	54,627	34,007	33,920	34,533	33,649	32,057
Reinsurance contracts	919	1,053	262	231	251	258	267
Associates and joint ventures	3,153	3,113	3,001	2,698	2,537	2,450	2,442
Real estate investments	3,470	3,428	2,137	2,028	1,913	1,802	1,592
Property and equipment	151	155	88	86	84	83	82
Intangible assets	1,859	1,899	338	342	346	341	342
Deferred acquisition costs <sup>1)</sup>	1,666	1,682	1,715	1,631	1,694	1,691	1,580
Deferred tax assets	121	139	42	35	35	39	31
Assets held for sale	2,422	2,422	2,491	6	961	985	-
Other assets	4,920	4,855	3,149	3,117	2,675	3,175	3,152
<b>Total assets <sup>1)</sup></b>	<b>229,590</b>	<b>231,874</b>	<b>167,411</b>	<b>168,500</b>	<b>177,517</b>	<b>177,851</b>	<b>170,054</b>

## 1.1 CONSOLIDATED BALANCE SHEET: EQUITY AND LIABILITIES

In EUR million	30 Sep 2017	30 Jun 2017	31 Mar 2017	31 Dec 2016	30 Sep 2016	30 Jun 2016	31 Mar 2016
Shareholders' equity (parent) <sup>1)</sup>	22,009	21,824	22,108	22,695	25,459	25,243	23,088
Minority interests	321	313	12	12	9	10	9
Undated subordinated notes	1,764	1,764	986	986	986	986	986
<b>Total equity <sup>1)</sup></b>	<b>24,094</b>	<b>23,901</b>	<b>23,106</b>	<b>23,693</b>	<b>26,454</b>	<b>26,239</b>	<b>24,083</b>
Subordinated debt	2,474	2,478	2,301	2,288	2,288	2,289	2,290
Debt securities issued	2,566	2,577	1,093	598	597	597	597
Other borrowed funds	7,522	7,371	6,028	7,646	7,952	8,198	7,238
Insurance and investment contracts <sup>2) 3)</sup>							
- life insurance liabilities <sup>1)</sup>	124,084	124,240	82,754	80,704	84,250	84,335	81,164
- non-life insurance liabilities	5,903	6,008	3,882	3,536	3,667	3,764	3,879
- liabilities for life insurance for risk of policyholders	33,210	35,110	26,219	29,157	30,014	30,174	30,477
- investment contract liabilities	1,183	1,213	773	2,311	2,246	2,264	2,931
Customer deposits and other funds on deposit	14,583	14,572	10,603	10,224	9,682	9,257	8,639
Financial liabilities at fair value through profit or loss							
- non-trading derivatives	2,835	2,764	1,602	2,008	2,472	2,557	2,276
Deferred tax liabilities	1,655	1,632	2,706	2,979	3,937	3,890	3,075
Liabilities held for sale	2,408	2,408	2,473	2	709	726	
Other liabilities <sup>1)</sup>	7,073	7,600	3,872	3,354	3,249	3,561	3,405
<b>Total liabilities <sup>1)</sup></b>	<b>205,496</b>	<b>207,973</b>	<b>144,305</b>	<b>144,807</b>	<b>151,063</b>	<b>151,612</b>	<b>145,971</b>
<b>Total equity and liabilities <sup>1)</sup></b>	<b>229,590</b>	<b>231,874</b>	<b>167,411</b>	<b>168,500</b>	<b>177,517</b>	<b>177,851</b>	<b>170,054</b>

## 1.2 TOTAL EQUITY

In EUR million	30 Sep 2017	30 Jun 2017	31 Mar 2017	31 Dec 2016	30 Sep 2016	30 Jun 2016	31 Mar 2016
Share capital	41	42	40	40	40	40	40
Share premium	12,572	12,571	12,153	12,153	12,153	12,153	12,153
Revaluation reserve available-for sale investments Debt securities	7,957	8,199	8,525	9,902	12,810	13,119	10,821
Revaluation reserve available-for sale investments Equity securities	1,973	1,843	1,627	1,437	1,357	1,143	1,222
Revaluation reserve crediting to life policyholders	-4,823	-4,884	-5,061	-5,574	-6,827	-6,858	-6,135
Other revaluations	28	28	27	27	26	23	25
Cashflow hedge reserve	3,264	3,492	4,103	4,435	5,546	5,455	4,991
Currency translation reserve	-118	-48	71	10	198	196	4
Net defined benefit asset/liability remeasurement reserve	-94	-92	-105	-103	-140	-131	-111
Retained earnings and other reserves <sup>1)</sup>	1,209	673	728	368	296	103	78
<b>Shareholders' equity (parent) <sup>1)</sup></b>	<b>22,009</b>	<b>21,824</b>	<b>22,108</b>	<b>22,695</b>	<b>25,459</b>	<b>25,243</b>	<b>23,088</b>
Minority interests	321	313	12	12	9	10	9
Undated subordinated notes	1,764	1,764	986	986	986	986	986
<b>Total equity <sup>1)</sup></b>	<b>24,094</b>	<b>23,901</b>	<b>23,106</b>	<b>23,693</b>	<b>26,454</b>	<b>26,239</b>	<b>24,083</b>
Shareholders' equity per share in EUR	65	65	69	70	78	77	71
Shares outstanding in the market (in million)	337	337	322	324	326	328	325

## 1.3 SHAREHOLDERS' EQUITY RECONCILIATION

30 September 2017

In EUR million	(Allocated) Shareholders' equity	Less: Revaluation reserves and other adjustments <sup>4)</sup>	Plus: Minority interest	Adjusted (allocated) equity
Netherlands Life	15,467	6,920	253	8,800
Netherlands Non-life	1,001	342	67	726
Insurance Europe	2,500	469	0	2,031
Japan Life	2,121	594	0	1,527
Asset Management	453	0	0	453
Other <sup>5)</sup>	64	1,508	2	-1,442
of which reinsurance business	248	72	0	176
of which banking business	690	4	0	686
of which other	-875	1,432	2	-2,304
<b>Ongoing business</b>	<b>21,605</b>	<b>9,833</b>	<b>322</b>	<b>12,094</b>
Japan Closed Block VA	404	0	0	404
<b>NN Group</b>	<b>22,009</b>	<b>9,832</b>	<b>322</b>	<b>12,499</b>

## 1.4 CAPITAL BASE - SOLVENCY II

In EUR million	30 Sep 2017	30 Jun 2017	31 Mar 2017	31 Dec 2016	30 Sep 2016	30 Jun 2016	31 Mar 2016
<b>Solvency II <sup>6)</sup></b>							
<b>IFRS Shareholders' equity <sup>1)</sup></b>	<b>22,009</b>	<b>21,824</b>	<b>22,108</b>	<b>22,695</b>	<b>25,459</b>	<b>25,243</b>	<b>23,088</b>
Minority interest	321	313	12	12	9	10	9
Elimination of deferred acquisition costs and intangible assets <sup>1)</sup>	-2,396	-2,428	-849	-811	-991	-1,004	-1,018
Valuation differences on assets	1,570	1,596	1,500	1,594	2,414	2,547	2,555
Valuation differences on liabilities, including insurance and investment contracts <sup>1)</sup>	-7,965	-8,157	-11,584	-12,458	-15,781	-14,054	-13,457
Deferred tax effect on valuation differences <sup>1)</sup>	1,886	1,943	2,675	2,884	3,492	3,018	2,882
Difference in treatment of non-solvency II regulated entities	-1,297	-1,098	-1,064	-1,182	-1,272	-1,558	-1,321
<b>Excess of assets over liabilities</b>	<b>14,128</b>	<b>13,993</b>	<b>12,799</b>	<b>12,734</b>	<b>13,330</b>	<b>14,202</b>	<b>12,738</b>
Deduction of participation in Bank	-866	-843	-605	-605	-569	-554	-507
Qualifying subordinated debt	4,345	4,378	3,059	3,037	3,058	3,096	3,048
Foreseeable dividends and distributions	-190	-439	-456	-505	-564	-832	-402
<b>Basic Own Funds</b>	<b>17,417</b>	<b>17,089</b>	<b>14,797</b>	<b>14,660</b>	<b>15,255</b>	<b>15,912</b>	<b>14,877</b>
Non-available Own Funds	1,259	1,422	1,311	1,427	1,382	1,436	1,396
Non-eligible Own Funds	299	376	224	84	-	-	-
<b>Eligible Own Funds (a)</b>	<b>15,859</b>	<b>15,291</b>	<b>13,263</b>	<b>13,149</b>	<b>13,873</b>	<b>14,476</b>	<b>13,480</b>
of which Tier 1 Unrestricted	9,495	8,807	8,220	8,414	9,173	10,174	8,831
of which Tier 1 Restricted	1,868	1,891	1,095	1,919	1,929	1,983	1,912
of which Tier 2	2,390	2,399	1,891	1,043	1,054	1,039	1,062
of which Tier 3	1,091	1,097	747	750	631	273	757
of which non-solvency II regulated entities	1,015	1,098	1,309	1,022	1,086	1,007	918
<b>Solvency Capital Requirement (b)</b>	<b>7,782</b>	<b>7,818</b>	<b>5,566</b>	<b>5,459</b>	<b>5,871</b>	<b>5,735</b>	<b>5,602</b>
of which non-solvency II regulated entities	507	508	505	460	476	455	417
<b>NN Group Solvency II ratio (a/b)</b>	<b>204%</b>	<b>196%</b>	<b>238%</b>	<b>241%</b>	<b>236%</b>	<b>252%</b>	<b>241%</b>



## 1.5 CASH CAPITAL POSITION AT THE HOLDING COMPANY

In EUR million	3Q2017	2Q2017	1Q2017	4Q2016	3Q2016	2Q2016	1Q2016	9M2017	9M2016	FY2016
<b>Cash capital position - beginning of period</b>	<b>1,731</b>	<b>2,977</b>	<b>2,489</b>	<b>2,391</b>	<b>2,337</b>	<b>2,107</b>	<b>1,953</b>	<b>2,489</b>	<b>1,953</b>	<b>1,953</b>
Cash divestment proceeds	-	-	26	-	-	-	-	26	-	-
Dividends from subsidiaries <sup>7)</sup>	332	820	296	370	320	532	390	1,447	1,241	1,611
Capital injections into subsidiaries <sup>8)</sup>	-	-531	-21	-85	-	-3	-6	-552	-8	-93
Other <sup>9)</sup>	-64	-254	-58	-131	-22	-35	19	-377	-38	-169
<b>Free cash flow to the holding <sup>10)</sup></b>	<b>268</b>	<b>34</b>	<b>242</b>	<b>154</b>	<b>298</b>	<b>494</b>	<b>403</b>	<b>544</b>	<b>1,195</b>	<b>1,349</b>
Addition Delta Lloyd cash capital position	-	413	-	-	-	-	-	413	-	-
Acquisition	-	-2,054	-180	-	-	-	-	-2,234	-	-
Capital flows from / (to) shareholders	-209	-256	-82	-55	-244	-263	-250	-548	-757	-812
Increase / (decrease) in debt and loans	-0	616	508	-	-	-	-	1,124	-	-
<b>Cash capital position - end of period <sup>11)</sup></b>	<b>1,789</b>	<b>1,731</b>	<b>2,977</b>	<b>2,489</b>	<b>2,391</b>	<b>2,337</b>	<b>2,107</b>	<b>1,789</b>	<b>2,391</b>	<b>2,489</b>

## 1.6 INVESTMENT PER ASSET TYPE

30 September 2017

In EUR million	Asset-backed securities	Covered bonds	Financial institutions bonds	Corporate bonds	Government 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	Investments for risk of policyholders	Total
<b>IFRS classification</b>																	
Cash and cash equivalents	-	-	-	-	-	-	-	-	-	-	-	-	-	-	9,665	-	9,665
Financial assets at fair value through profit or loss																	
- investments for risk of policyholders	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	33,532	33,532
- non-trading derivatives	-	-	-	-	-	-	-	-	-	-	-	-	-	-	4,910	-	4,910
- designated as at fair value through profit or loss	-	-	-	127	115	242	-	-	-	624	624	-	-	-	-	-	866
Available-for-sale investments																	
- debt securities	1,610	365	9,584	15,177	70,491	97,228	-	-	-	-	-	-	-	-	-	-	97,228
- equity securities	-	-	-	-	-	-	4,206	1,026	311	3,067	8,610	-	-	-	-	-	8,610
Loans	1,644	-	-	-	-	1,644	-	-	-	-	-	-	43,130	11,324	-	-	56,098
Associates and joint ventures	-	-	-	-	-	-	-	-	630	-	630	2,402	-	102	20	-	3,153
Real estate investments	-	-	-	-	-	-	-	-	-	-	-	3,470	-	-	-	-	3,470
Other assets <sup>12)</sup>	-	-	-	-	-	-	-	-	-	-	-	-	-	-	12,058	-	12,058
<b>Total</b>	<b>3,254</b>	<b>365</b>	<b>9,584</b>	<b>15,304</b>	<b>70,607</b>	<b>99,114</b>	<b>4,206</b>	<b>1,026</b>	<b>941</b>	<b>3,691</b>	<b>9,864</b>	<b>5,872</b>	<b>43,130</b>	<b>11,426</b>	<b>26,652</b>	<b>33,532</b>	<b>229,590</b>

## 1.7 PRO FORMA DEVELOPMENT OF ADMINISTRATIVE EXPENSES AFTER DELTA LLOYD ACQUISITION

In EUR million	3Q2017	2Q2017	1Q2017	4Q2016	3Q2016	2Q2016	1Q2016	9M2017	9M2016	FY2016
<b>Pro forma development of administrative expenses after Delta Lloyd acquisition</b>										
Netherlands Life <sup>13)</sup>	133	134	137	151	141	153	146	404	440	591
Netherlands Non-life <sup>14)</sup>	104	113	115	127	120	119	116	332	354	481
Belgium	29	31	30	30	43	31	33	90	107	137
Asset Management	89	97	98	101	95	92	93	285	280	381
Banking business	55	56	59	66	57	57	55	170	169	235
Corporate/holding (including reinsurance business)	37	43	44	58	55	41	44	124	140	198
<b>Total</b>	<b>447</b>	<b>475</b>	<b>483</b>	<b>532</b>	<b>512</b>	<b>493</b>	<b>487</b>	<b>1,405</b>	<b>1,492</b>	<b>2,024</b>

## 1.8 EARNINGS PER ORDINARY SHARE

	3Q2017	2Q2017	1Q2017	4Q2016	3Q2016	2Q2016	1Q2016	9M2017	9M2016	FY2016
<b>Basic earnings per ordinary share <sup>15)</sup></b>										
Net result (in EUR million)	734	240	435	148	436	335	270	1,410	1,041	1,189
Coupon on undated subordinated notes (in EUR million)	-15	-15	-8	-8	-8	-8	-8	-38	-25	-34
<b>Basic earnings (in EUR million)</b>	<b>720</b>	<b>226</b>	<b>427</b>	<b>139</b>	<b>427</b>	<b>327</b>	<b>262</b>	<b>1,372</b>	<b>1,016</b>	<b>1,156</b>
<b>Weighted average number of ordinary shares (in million)</b>	<b>336.9</b>	<b>328.8</b>	<b>322.9</b>	<b>324.9</b>	<b>326.0</b>	<b>324.8</b>	<b>325.2</b>	<b>329.6</b>	<b>325.3</b>	<b>325.2</b>
<b>Basic earnings per ordinary share (in EUR)</b>	<b>2.14</b>	<b>0.69</b>	<b>1.32</b>	<b>0.43</b>	<b>1.31</b>	<b>1.01</b>	<b>0.81</b>	<b>4.16</b>	<b>3.12</b>	<b>3.55</b>
<b>Diluted earnings per ordinary share <sup>16)</sup></b>										
<b>Basic earnings (in EUR million)</b>	<b>720</b>	<b>226</b>	<b>427</b>	<b>139</b>	<b>427</b>	<b>327</b>	<b>262</b>	<b>1,372</b>	<b>1,016</b>	<b>1,156</b>
Weighted average number of ordinary shares (in million)	336.9	328.8	322.9	324.9	326.0	324.8	325.2	329.6	325.3	325.2
Dilutive instruments: Stock option and share plans (in million)	0.6	0.7	0.9	0.8	0.8	0.8	1.0	0.6	0.8	0.8
<b>Weighted average number of ordinary shares (including dilutive instruments in million)</b>	<b>337.6</b>	<b>329.5</b>	<b>323.8</b>	<b>325.8</b>	<b>326.8</b>	<b>325.6</b>	<b>326.2</b>	<b>330.2</b>	<b>326.1</b>	<b>326.1</b>
<b>Diluted earnings per ordinary share (in EUR)</b>	<b>2.13</b>	<b>0.69</b>	<b>1.32</b>	<b>0.43</b>	<b>1.31</b>	<b>1.00</b>	<b>0.80</b>	<b>4.16</b>	<b>3.12</b>	<b>3.54</b>

## 2.1 ANALYSIS OF RESULTS: TOTAL

In EUR million	3Q2017	2Q2017	1Q2017	4Q2016	3Q2016	2Q2016	1Q2016	9M2017	9M2016	FY2016
<b>Analysis of results</b>										
Netherlands Life	215	290	220	163	178	193	177	726	547	710
Netherlands Non-life	1	-27	31	13	21	19	9	5	49	62
Insurance Europe	77	73	42	60	52	52	34	192	138	198
Japan Life	52	37	85	24	40	23	67	175	130	154
Asset Management	45	37	33	33	38	33	29	115	100	133
Other	41	-7	-5	-10	-11	2	-11	29	-20	-30
<b>Operating result ongoing business</b>	<b>431</b>	<b>404</b>	<b>406</b>	<b>282</b>	<b>319</b>	<b>321</b>	<b>305</b>	<b>1,241</b>	<b>945</b>	<b>1,227</b>
Non-operating items ongoing business	541	211	168	30	251	153	122	920	526	555
of which gains/losses and impairments	433	132	145	-27	188	88	29	709	306	279
of which revaluations	89	34	52	135	58	40	62	174	161	296
of which market & other impacts	20	45	-29	-79	5	24	31	37	59	-19
Japan Closed Block VA	3	12	-20	11	-13	-28	-69	-6	-110	-99
Special items before tax	-45	-68	-19	-51	-10	-20	-26	-132	-56	-107
Amortisation of acquisition intangibles	-33	-33	-	-	-	-	-	-66	-	-
Result on divestments	0	-188	9	-114	-	-	-	-178	-	-114
<b>Result before tax</b>	<b>898</b>	<b>338</b>	<b>544</b>	<b>158</b>	<b>547</b>	<b>426</b>	<b>331</b>	<b>1,780</b>	<b>1,305</b>	<b>1,463</b>
Taxation	159	92	109	10	111	91	61	360	263	273
Minority interests	4	6	0	0	0	0	0	10	1	1
<b>Net result</b>	<b>734</b>	<b>240</b>	<b>435</b>	<b>148</b>	<b>436</b>	<b>335</b>	<b>270</b>	<b>1,410</b>	<b>1,041</b>	<b>1,189</b>
Shares outstanding in the market (in million)	337	337	322	324	326	328	325	337	326	324
Basic earnings per ordinary share in EUR <sup>15)</sup>	2.14	0.69	1.32	0.43	1.31	1.01	0.81	4.16	3.12	3.55
Diluted earnings per ordinary share in EUR <sup>16)</sup>	2.13	0.69	1.32	0.43	1.31	1.00	0.80	4.16	3.12	3.54
<b>New business ongoing business</b>										
Single premiums	388	455	389	464	273	279	373	1,232	925	1,389
Regular premiums	355	354	581	252	298	256	441	1,291	995	1,247
New sales life insurance (APE)	394	400	620	298	326	284	478	1,414	1,088	1,386

## 2.1 ANALYSIS OF RESULTS: TOTAL

In EUR million	3Q2017	2Q2017	1Q2017	4Q2016	3Q2016	2Q2016	1Q2016	9M2017	9M2016	FY2016
<b>Key figures ongoing business</b>										
Gross premium income	2,926	2,945	3,397	2,000	2,123	2,020	3,279	9,268	7,421	9,421
Total administrative expenses	553	582	427	462	422	426	424	1,562	1,272	1,734
Cost/income ratio (Administrative expenses/Operating income)	31.5%	31.8%	30.9%	34.0%	33.4%	33.5%	32.9%	31.4%	33.3%	33.5%
Combined ratio (Netherlands Non-life) <sup>17) 18)</sup>	102.5%	107.4%	95.9%	100.1%	97.9%	99.8%	100.4%	102.9%	99.4%	99.6%
Asset Management Assets under Management <sup>19)</sup>	244	245	194	195	199	197	190	244	199	195
Life general account invested assets <sup>19)</sup>	135	136	91	89	89	88	86	135	89	89
Investment margin/Life general account invested assets (in bps) <sup>20)</sup>	68	70	92	91	90	101	109			
Total provisions for insurance and investment contracts <sup>19)</sup>	158	159	104	106	110	109	108	158	110	106
of which for risk policyholder <sup>19)</sup>	28	29	18	23	23	23	23	28	23	23
NN Life Solvency II ratio <sup>6)</sup>	218%	220%	197%	203%	211%	239%	212%	218%	211%	203%
Delta Lloyd Life Solvency II ratio <sup>6)</sup>	149%	139%						149%		
Net operating result <sup>21)</sup>	315	321	299	215	239	246	242	935	727	941
Adjusted allocated equity (end of period) <sup>1)22)</sup>	12,094	11,569	12,355	11,882	11,923	11,662	11,295	12,094	11,923	11,882
Net operating ROE <sup>1)23)</sup>	10.6%	10.7%	9.9%	7.2%	8.1%	8.6%	8.6%	10.8%	8.4%	8.1%
<b>Key figures Japan Closed Block VA</b>										
Account value	5,384	6,546	7,926	8,201	8,699	9,064	9,125	5,384	8,699	8,201
Number of policies	97,847	122,394	145,457	154,315	163,450	173,806	186,789	97,847	163,450	154,315
<b>Key figures Total NN Group</b>										
Solvency II ratio <sup>6)</sup>	204%	196%	238%	241%	236%	252%	241%	204%	236%	241%
Total assets <sup>1)19)</sup>	230	232	167	169	178	178	170	230	178	169
Shareholders' equity <sup>1)</sup>	22,009	21,824	22,108	22,695	25,459	25,243	23,088	22,009	25,459	22,695
Employees (internal FTEs, end of period)	14,732	15,000	11,327	11,464	11,533	11,443	11,485	14,732	11,533	11,464

## 2.1 ANALYSIS OF RESULTS: TOTAL - EXCLUDING CURRENCY EFFECTS

In EUR million	3Q2017	2Q2017	1Q2017	4Q2016	3Q2016	2Q2016	1Q2016	9M2017	9M2016	FY2016
<b>Analysis of results</b>										
Netherlands Life	215	290	220	163	178	193	177	726	547	710
Netherlands Non-life	1	-27	31	13	21	19	9	5	49	62
Insurance Europe	77	73	43	62	53	53	35	193	141	203
Japan Life	52	35	78	22	35	21	64	165	121	142
Asset Management	45	37	33	33	38	33	29	115	100	132
Other	41	-7	-5	-10	-10	2	-11	29	-19	-29
<b>Operating result ongoing business</b>	<b>431</b>	<b>402</b>	<b>399</b>	<b>281</b>	<b>315</b>	<b>321</b>	<b>303</b>	<b>1,232</b>	<b>939</b>	<b>1,220</b>
Non-operating items ongoing business	541	211	168	30	252	153	122	920	526	556
of which gains/losses and impairments	433	132	144	-26	188	88	29	708	305	279
of which revaluations	89	34	52	135	58	41	63	175	162	297
of which market & other impacts	20	45	-29	-79	5	24	31	37	60	-19
Japan Closed Block VA	3	11	-21	10	-14	-28	-69	-7	-111	-101
Special items before tax	-45	-68	-19	-50	-10	-20	-26	-132	-55	-106
Amortisation of acquisition intangibles	-33	-33	-	-	-	-	-	-66	-	-
Result on divestments	0	-188	9	-109	-	-	-	-178	-	-109
<b>Result before tax</b>	<b>898</b>	<b>336</b>	<b>537</b>	<b>162</b>	<b>543</b>	<b>426</b>	<b>330</b>	<b>1,770</b>	<b>1,299</b>	<b>1,461</b>
Taxation	159	91	106	10	110	91	60	357	261	271
Minority interests	4	6	0	0	0	0	0	10	1	1
<b>Net result</b>	<b>734</b>	<b>239</b>	<b>430</b>	<b>152</b>	<b>432</b>	<b>335</b>	<b>270</b>	<b>1,403</b>	<b>1,037</b>	<b>1,189</b>
Shares outstanding in the market (in million)	337	337	322	324	326	328	325	337	326	324
Basic earnings per ordinary share in EUR <sup>15)</sup>	2.14	0.68	1.31	0.44	1.30	1.01	0.80	4.12	3.11	3.55
Diluted earnings per ordinary share in EUR <sup>16)</sup>	2.13	0.68	1.30	0.44	1.30	1.00	0.80	4.11	3.10	3.54
<b>New business ongoing business</b>										
New sales life insurance (APE)	394	390	598	283	297	271	467	1,382	1,034	1,318
<b>Key figures ongoing business</b>										
Gross premium income	2,926	2,903	3,303	1,940	2,012	1,975	3,246	9,132	7,233	9,172
Total administrative expenses	553	579	424	458	417	422	422	1,556	1,261	1,719
<b>Key figures Total NN Group</b>										
Total assets <sup>1) 19)</sup>	230	231	165	167	174	174	169	230	174	167

## 2.2.1 ANALYSIS OF RESULTS: NETHERLANDS LIFE

In EUR million	3Q2017	2Q2017	1Q2017	4Q2016	3Q2016	2Q2016	1Q2016	9M2017	9M2016	FY2016
<b>Analysis of results</b>										
Investment margin	179	254	198	167	178	209	191	631	578	745
Fees and premium-based revenues	103	127	89	82	78	79	98	319	254	336
Technical margin	77	55	43	33	30	21	9	174	60	93
Operating income non-modelled business	-0	0	-0	-0	-0	0	0	-0	0	-0
<b>Operating income</b>	<b>358</b>	<b>436</b>	<b>330</b>	<b>282</b>	<b>286</b>	<b>309</b>	<b>298</b>	<b>1,124</b>	<b>893</b>	<b>1,175</b>
Administrative expenses	133	134	99	110	100	107	108	366	316	426
DAC amortisation and trail commissions	10	11	10	9	9	9	12	32	30	39
<b>Expenses</b>	<b>143</b>	<b>146</b>	<b>110</b>	<b>119</b>	<b>108</b>	<b>116</b>	<b>121</b>	<b>398</b>	<b>346</b>	<b>465</b>
<b>Operating result</b>	<b>215</b>	<b>290</b>	<b>220</b>	<b>163</b>	<b>178</b>	<b>193</b>	<b>177</b>	<b>726</b>	<b>547</b>	<b>710</b>
Non-operating items	538	141	143	13	181	156	101	821	438	451
of which gains/losses and impairments	439	76	115	-30	112	91	6	630	209	179
of which revaluations	77	19	57	121	58	39	64	153	161	282
of which market & other impacts	22	46	-28	-78	11	26	31	39	68	-10
Special items before tax	-8	-12	-10	-11	-1	-1	-1	-30	-3	-14
Result on divestments	-	-	-	-	-	-	-	-	-	-
<b>Result before tax</b>	<b>745</b>	<b>419</b>	<b>353</b>	<b>165</b>	<b>358</b>	<b>347</b>	<b>277</b>	<b>1,517</b>	<b>982</b>	<b>1,147</b>
Taxation	129	70	70	-6	64	69	51	268	184	178
Minority interests	2	3	0	0	0	0	0	6	1	1
<b>Net result</b>	<b>614</b>	<b>346</b>	<b>283</b>	<b>170</b>	<b>294</b>	<b>278</b>	<b>226</b>	<b>1,243</b>	<b>797</b>	<b>968</b>
<b>New business</b>										
Single premiums	120	112	83	112	66	65	101	315	233	345
Regular premiums	38	74	194	5	9	26	153	306	189	194
New sales life insurance (APE)	50	85	202	17	16	33	163	337	212	229
<b>Key figures</b>										
Gross premium income	731	763	880	436	377	435	983	2,373	1,795	2,231
Total administrative expenses	133	134	99	110	100	107	108	366	316	426
Cost/income ratio (Administrative expenses/Operating income)	37.1%	30.8%	30.1%	39.1%	34.8%	34.8%	36.5%	32.6%	35.4%	36.3%
Life general account invested assets <sup>19)</sup>	102	102	67	66	64	64	64	102	64	66
Investment margin/Life general account invested assets (in bps) <sup>20)</sup>	80	85	116	116	114	128	138			
Total provisions for insurance and investment contracts <sup>19)</sup>	114	115	72	72	75	75	74	114	75	72
of which for risk policyholder <sup>19)</sup>	21	22	13	15	15	15	15	21	15	15
Allocated equity (end of period) <sup>24)</sup>	15,467	15,298	15,152	15,916	18,148	17,818	16,124	15,467	18,148	15,916
NN Life Solvency II ratio <sup>6)</sup>	218%	220%	197%	203%	211%	239%	212%	218%	211%	203%
Delta Lloyd Life Solvency II ratio <sup>6)</sup>	149%	139%						149%		
Net operating result	168	247	169	136	139	155	153	583	447	583
Adjusted allocated equity (end of period)	8,800	8,325	7,489	7,356	7,333	7,187	7,049	8,800	7,333	7,356
Net operating ROE <sup>24)</sup>	7.8%	12.5%	9.1%	7.4%	7.7%	8.7%	8.7%	9.9%	8.4%	8.1%
Employees (internal FTEs, end of period)	2,642	2,664	2,046	2,088	2,097	2,078	2,094	2,642	2,097	2,088



## 2.2.2 NETHERLANDS LIFE - PROVISIONS FOR LIFE INSURANCE AND INVESTMENT CONTRACTS

In EUR billion	3Q2017	2Q2017	1Q2017	4Q2016	3Q2016	2Q2016	1Q2016	9M2017	9M2016	FY2016
<b>Provisions for life insurance and investment contracts for risk of company - roll forward</b>										
<b>Beginning of period</b>	<b>92.9</b>	<b>59.1</b>	<b>57.8</b>	<b>59.6</b>	<b>59.9</b>	<b>58.8</b>	<b>54.5</b>	<b>57.8</b>	<b>54.5</b>	<b>54.5</b>
Deposits	0.3	0.4	2.0	0.3	0.3	0.5	2.4	2.7	3.2	3.6
Withdrawals / Benefits	0.9	-1.3	-0.9	-1.0	-0.9	-0.9	-0.9	-1.3	-2.7	-3.7
Net production	1.2	-0.9	1.1	-0.7	-0.7	-0.3	1.6	1.4	0.6	-0.1
Acquisition / Divestments / Transfers	-1.3	34.5	0.0	-	-	-	-0.1	33.2	-0.1	-0.1
Market performance / Interest credited	0.3	0.3	0.2	-1.2	0.4	1.5	2.8	0.8	4.7	3.5
FX impact and other	-	-	-	-	-	-	-	-	-	-
<b>End of period</b>	<b>93.1</b>	<b>92.9</b>	<b>59.1</b>	<b>57.8</b>	<b>59.6</b>	<b>59.9</b>	<b>58.8</b>	<b>93.1</b>	<b>59.6</b>	<b>57.8</b>
In EUR billion	3Q2017	2Q2017	1Q2017	4Q2016	3Q2016	2Q2016	1Q2016	9M2017	9M2016	FY2016
<b>Provisions for life insurance and investment contracts for risk of policyholders - roll forward</b>										
<b>Beginning of period</b>	<b>21.9</b>	<b>12.5</b>	<b>14.6</b>	<b>15.1</b>	<b>15.1</b>	<b>15.3</b>	<b>17.6</b>	<b>14.6</b>	<b>17.6</b>	<b>17.6</b>
Deposits	0.3	0.3	0.1	0.1	0.1	0.1	0.2	0.7	0.4	0.5
Withdrawals / Benefits	-2.6	-0.6	-2.3	-0.4	-0.4	-0.7	-3.0	-5.5	-4.0	-4.4
Net production	-2.3	-0.3	-2.2	-0.3	-0.3	-0.6	-2.8	-4.8	-3.6	-3.9
Acquisition / Divestments / Transfers	1.3	9.9	-	-	-	-	-	11.2	-	-
Market performance / Interest credited	0.2	-0.2	0.1	-0.2	0.2	0.4	0.5	0.1	1.1	0.9
FX impact and other	-	-	-	-	-	-	-	-	-	-
<b>End of period</b>	<b>21.0</b>	<b>21.9</b>	<b>12.5</b>	<b>14.6</b>	<b>15.1</b>	<b>15.1</b>	<b>15.3</b>	<b>21.0</b>	<b>15.1</b>	<b>14.6</b>

## 2.3.1 ANALYSIS OF RESULTS: NETHERLANDS NON-LIFE

In EUR million	3Q2017	2Q2017	1Q2017	4Q2016	3Q2016	2Q2016	1Q2016	9M2017	9M2016	FY2016
<b>Analysis of results</b>										
Earned premiums	686	700	400	401	383	386	385	1,785	1,154	1,555
Investment income	24	32	28	26	27	32	24	84	84	109
Other income	1	1	1	0	0	-1	1	2	1	1
<b>Operating income</b>	<b>711</b>	<b>732</b>	<b>428</b>	<b>427</b>	<b>411</b>	<b>417</b>	<b>410</b>	<b>1,871</b>	<b>1,238</b>	<b>1,665</b>
<b>Claims incurred, net of reinsurance</b>	<b>530</b>	<b>567</b>	<b>281</b>	<b>296</b>	<b>276</b>	<b>284</b>	<b>289</b>	<b>1,378</b>	<b>849</b>	<b>1,145</b>
Acquisition costs	103	106	64	62	60	62	59	273	181	244
Administrative expenses	86	94	53	58	54	54	54	232	162	219
<b>Acquisition costs and administrative expenses</b>	<b>188</b>	<b>200</b>	<b>117</b>	<b>120</b>	<b>114</b>	<b>116</b>	<b>113</b>	<b>505</b>	<b>343</b>	<b>463</b>
<b>Expenditure</b>	<b>718</b>	<b>767</b>	<b>398</b>	<b>416</b>	<b>390</b>	<b>400</b>	<b>401</b>	<b>1,884</b>	<b>1,192</b>	<b>1,608</b>
<b>Operating result insurance businesses</b>	<b>-7</b>	<b>-35</b>	<b>30</b>	<b>11</b>	<b>21</b>	<b>17</b>	<b>8</b>	<b>-12</b>	<b>46</b>	<b>57</b>
Operating result health business and broker business	8	8	1	2	0	2	1	17	3	5
<b>Total operating result</b>	<b>1</b>	<b>-27</b>	<b>31</b>	<b>13</b>	<b>21</b>	<b>19</b>	<b>9</b>	<b>5</b>	<b>49</b>	<b>62</b>
Non-operating items	4	12	3	12	7	5	26	20	37	50
of which gains/losses and impairments	1	2	2	-1	1	0	23	5	24	23
of which revaluations	4	10	1	14	6	5	3	15	13	27
of which market & other impacts	-	-	-	-0	-	-	-	-	-	-0
Special items before tax	-3	-2	-0	5	-0	-6	-6	-5	-12	-7
Result on divestments	-	-	-	-	-	-	-	-	-	-
<b>Result before tax</b>	<b>2</b>	<b>-17</b>	<b>34</b>	<b>30</b>	<b>27</b>	<b>19</b>	<b>29</b>	<b>20</b>	<b>75</b>	<b>104</b>
Taxation	-3	-5	7	3	4	3	6	-0	14	17
Minority interests	2	2	-	-	-	-	-	4	-	-
<b>Net result</b>	<b>3</b>	<b>-14</b>	<b>27</b>	<b>27</b>	<b>23</b>	<b>15</b>	<b>22</b>	<b>16</b>	<b>61</b>	<b>87</b>
<b>Key figures</b>										
Gross premium income	585	653	788	244	282	292	760	2,026	1,334	1,578
Total administrative expenses <sup>14)</sup>	104	113	63	73	69	69	70	280	208	281
Combined ratio <sup>17) 18)</sup>	102.5%	107.4%	95.9%	100.1%	97.9%	99.8%	100.4%	102.9%	99.4%	99.6%
of which Claims ratio <sup>17) 18)</sup>	75.0%	78.8%	66.5%	70.2%	68.1%	69.8%	71.1%	74.6%	69.6%	69.8%
of which Expense ratio <sup>17) 18)</sup>	27.4%	28.6%	29.4%	29.9%	29.8%	30.1%	29.3%	28.3%	29.7%	29.8%
Total insurance provisions <sup>19)</sup>	6	6	4	3	3	4	4	6	3	3
Allocated equity (end of period) <sup>24)</sup>	1,001	1,029	694	695	733	731	694	1,001	733	695
Net operating result	0	-18	25	11	16	15	8	7	39	51
Adjusted allocated equity (end of period)	726	767	379	361	349	356	342	726	349	361
Net operating ROE <sup>24)</sup>	0.0%	-12.8%	26.9%	12.8%	18.4%	16.9%	8.8%	0.4%	14.5%	14.1%
Employees (Internal FTEs, end of period)	2,720	2,684	1,458	1,609	1,619	1,630	1,667	2,720	1,619	1,609

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

In EUR million	3Q2017	2Q2017	1Q2017	4Q2016	3Q2016	2Q2016	1Q2016	9M2017	9M2016	FY2016
<b>Gross premium income by line of business</b>										
<b>Disability &amp; Accident</b>	<b>140</b>	<b>156</b>	<b>478</b>	<b>61</b>	<b>99</b>	<b>109</b>	<b>462</b>	<b>774</b>	<b>670</b>	<b>731</b>
Fire	190	230	136	76	76	75	123	556	274	350
Marine & Aviation	16	20	9	3	3	3	8	45	15	18
Motor	160	162	91	71	70	72	94	414	236	307
Miscellaneous	79	88	73	33	33	32	73	241	137	170
Indirect business	-1	-4	1	0	1	1	1	-4	2	2
<b>Property &amp; Casualty</b>	<b>445</b>	<b>497</b>	<b>310</b>	<b>183</b>	<b>183</b>	<b>182</b>	<b>299</b>	<b>1,253</b>	<b>664</b>	<b>847</b>
<b>Total</b>	<b>585</b>	<b>653</b>	<b>788</b>	<b>244</b>	<b>282</b>	<b>292</b>	<b>760</b>	<b>2,026</b>	<b>1,334</b>	<b>1,578</b>
In EUR million	3Q2017	2Q2017	1Q2017	4Q2016	3Q2016	2Q2016	1Q2016	9M2017	9M2016	FY2016
<b>Operating result by line of business</b>										
<b>Disability &amp; Accident</b>	<b>-12</b>	<b>29</b>	<b>29</b>	<b>11</b>	<b>25</b>	<b>47</b>	<b>11</b>	<b>46</b>	<b>83</b>	<b>94</b>
Fire	5	-6	12	13	4	-19	2	10	-13	0
Marine & Aviation	0	-0	1	1	-0	1	-0	1	-0	1
Motor	-3	-44	-6	-12	-8	-11	-3	-53	-22	-33
Miscellaneous	2	-13	-8	-3	-0	-1	-2	-19	-4	-7
Indirect business	1	0	1	0	0	1	0	2	1	1
<b>Property &amp; Casualty</b>	<b>5</b>	<b>-63</b>	<b>0</b>	<b>-0</b>	<b>-5</b>	<b>-30</b>	<b>-2</b>	<b>-58</b>	<b>-37</b>	<b>-37</b>
Health business and broker business	8	8	1	2	0	2	1	17	3	5
<b>Total</b>	<b>1</b>	<b>-27</b>	<b>31</b>	<b>13</b>	<b>21</b>	<b>19</b>	<b>9</b>	<b>5</b>	<b>49</b>	<b>62</b>
	3Q2017	2Q2017	1Q2017	4Q2016	3Q2016	2Q2016	1Q2016	9M2017	9M2016	FY2016
<b>Combined ratios Disability &amp; Accident and Property &amp; Casualty <sup>17) 18)</sup></b>										
<b>Disability &amp; Accident</b>										
Combined ratio	105.8%	91.9%	86.6%	96.7%	88.4%	78.9%	94.9%	95.4%	87.4%	89.8%
of which Claims ratio	84.8%	71.1%	65.5%	74.3%	66.8%	57.1%	74.1%	74.5%	66.0%	68.1%
of which Expense ratio	20.9%	20.8%	21.1%	22.4%	21.6%	21.8%	20.8%	20.9%	21.4%	21.6%
<b>Property &amp; Casualty</b>										
Combined ratio	100.8%	115.4%	103.6%	103.0%	106.0%	117.9%	105.2%	107.3%	109.7%	108.0%
of which Claims ratio	69.9%	82.9%	67.4%	66.7%	69.2%	80.7%	68.4%	74.7%	72.8%	71.2%
of which Expense ratio	30.9%	32.5%	36.2%	36.3%	36.8%	37.2%	36.8%	32.6%	37.0%	36.8%
<b>Total</b>										
Combined ratio	102.5%	107.4%	95.9%	100.1%	97.9%	99.8%	100.4%	102.9%	99.4%	99.6%
of which Claims ratio	75.0%	78.8%	66.5%	70.2%	68.1%	69.8%	71.1%	74.6%	69.6%	69.8%
of which Expense ratio	27.4%	28.6%	29.4%	29.9%	29.8%	30.1%	29.3%	28.3%	29.7%	29.8%

## 2.4.1 ANALYSIS OF RESULTS: INSURANCE EUROPE

In EUR million	3Q2017	2Q2017	1Q2017	4Q2016	3Q2016	2Q2016	1Q2016	9M2017	9M2016	FY2016
<b>Analysis of results</b>										
Investment margin	23	24	14	22	16	19	15	62	49	72
Fees and premium-based revenues	181	179	143	142	136	137	134	503	407	548
Technical margin	50	47	47	58	50	51	42	143	143	201
Operating income non-modelled business	1	1	1	1	1	1	1	2	2	3
<b>Operating income Life Insurance</b>	<b>255</b>	<b>251</b>	<b>205</b>	<b>222</b>	<b>202</b>	<b>208</b>	<b>191</b>	<b>710</b>	<b>601</b>	<b>824</b>
Administrative expenses	97	99	82	86	77	79	78	278	233	320
DAC amortisation and trail commissions	81	78	81	77	75	78	79	240	232	310
<b>Expenses Life Insurance</b>	<b>178</b>	<b>178</b>	<b>162</b>	<b>163</b>	<b>152</b>	<b>156</b>	<b>157</b>	<b>518</b>	<b>466</b>	<b>629</b>
<b>Operating result Life Insurance</b>	<b>76</b>	<b>73</b>	<b>43</b>	<b>59</b>	<b>50</b>	<b>52</b>	<b>34</b>	<b>192</b>	<b>136</b>	<b>195</b>
Operating result Non-life	0	-0	-0	1	2	0	0	0	2	4
<b>Operating result</b>	<b>77</b>	<b>73</b>	<b>42</b>	<b>60</b>	<b>52</b>	<b>52</b>	<b>34</b>	<b>192</b>	<b>138</b>	<b>198</b>
Non-operating items	-9	30	21	9	67	-6	-1	42	60	69
of which gains/losses and impairments	-12	22	19	7	71	-5	-1	28	66	73
of which revaluations	5	8	2	3	1	1	1	15	3	6
of which market & other impacts	-2	-0	-0	-1	-6	-2	-1	-2	-9	-9
Special items before tax	-3	-8	-0	-16	-6	-6	-16	-11	-28	-44
Result on divestments	-	-	-	-	-	-	-	-	-	-
<b>Result before tax</b>	<b>64</b>	<b>95</b>	<b>63</b>	<b>54</b>	<b>113</b>	<b>40</b>	<b>17</b>	<b>222</b>	<b>170</b>	<b>224</b>
Taxation	18	15	10	29	23	11	4	44	37	66
Minority interests	-	-	-	-	-	-	-	-	-	-
<b>Net result</b>	<b>46</b>	<b>80</b>	<b>53</b>	<b>25</b>	<b>90</b>	<b>29</b>	<b>13</b>	<b>179</b>	<b>133</b>	<b>158</b>
<b>New business</b>										
Single premiums	269	343	306	352	207	214	266	918	686	1,039
Regular premiums	114	135	145	103	80	101	114	394	295	398
New sales life insurance (APE)	141	170	175	138	101	123	140	486	364	502
<b>Key figures</b>										
Gross premium income	699	763	609	640	554	586	580	2,072	1,720	2,360
Total administrative expenses (Life & Non-life)	100	102	84	90	80	82	81	286	243	333
Cost/income ratio (Administrative expenses/Operating income)	38.2%	39.8%	40.0%	37.2%	35.9%	35.7%	38.6%	39.3%	36.7%	36.8%
Life general account invested assets <sup>19)</sup>	19	19	10	10	10	10	10	19	10	10
Investment margin/Life general account invested assets (in bps) <sup>20)</sup>	50	49	72	71	70	70	69			
Total provisions for insurance and investment contracts <sup>19)</sup>	26	26	16	18	18	18	18	26	18	18
of which for risk policyholder <sup>19)</sup>	7	7	6	8	8	7	8	7	8	8
Assets under Management Pensions <sup>19)26)</sup>	19	18	18	16	16	15	15	19	16	16
Allocated equity (end of period) <sup>1)24)</sup>	2,500	2,464	1,942	1,923	1,930	1,856	2,032	2,500	1,930	1,923
Net operating result	58	58	33	45	43	40	29	149	112	156
Adjusted allocated equity (end of period) <sup>1)</sup>	2,031	2,021	1,477	1,414	1,334	1,288	1,488	2,031	1,334	1,414
Net operating ROE <sup>1)24)</sup>	11.4%	13.3%	9.2%	13.0%	13.1%	11.5%	7.8%	9.9%	10.7%	11.3%
Employees (internal FTEs, end of period)	4,599	4,629	4,215	4,142	4,192	4,112	4,097	4,599	4,192	4,142

## 2.4.1 ANALYSIS OF RESULTS: INSURANCE EUROPE - EXCLUDING CURRENCY EFFECTS

In EUR million	3Q2017	2Q2017	1Q2017	4Q2016	3Q2016	2Q2016	1Q2016	9M2017	9M2016	FY2016
<b>Analysis of results</b>										
Investment margin	23	24	14	22	15	19	15	62	49	71
Fees and premium-based revenues	181	179	143	141	135	137	133	503	405	547
Technical margin	50	47	47	58	50	51	42	144	143	202
Operating income non-modelled business	1	1	1	1	1	1	1	2	2	3
<b>Operating income Life Insurance</b>	<b>255</b>	<b>250</b>	<b>206</b>	<b>223</b>	<b>202</b>	<b>208</b>	<b>191</b>	<b>710</b>	<b>600</b>	<b>823</b>
Administrative expenses	97	99	82	86	76	78	77	278	231	317
DAC amortisation and trail commissions	81	78	81	77	75	77	79	240	231	307
<b>Expenses Life Insurance</b>	<b>178</b>	<b>177</b>	<b>162</b>	<b>162</b>	<b>151</b>	<b>155</b>	<b>156</b>	<b>518</b>	<b>462</b>	<b>625</b>
<b>Operating result Life Insurance</b>	<b>76</b>	<b>73</b>	<b>43</b>	<b>60</b>	<b>51</b>	<b>52</b>	<b>35</b>	<b>193</b>	<b>138</b>	<b>198</b>
Operating result Non-life	0	0	-0	1	2	0	1	0	3	4
<b>Operating result</b>	<b>77</b>	<b>73</b>	<b>43</b>	<b>62</b>	<b>53</b>	<b>53</b>	<b>35</b>	<b>193</b>	<b>141</b>	<b>203</b>
Non-operating items	-9	30	21	9	67	-6	-1	42	60	69
of which gains/losses and impairments	-12	22	19	7	71	-5	-1	28	66	73
of which revaluations	5	8	2	3	1	1	1	15	3	6
of which market & other impacts	-2	-0	-0	-1	-6	-2	-1	-2	-9	-9
Special items before tax	-3	-8	-0	-16	-6	-6	-16	-11	-28	-43
Result on divestments	-	-	-	-	-	-	-	-	-	-
<b>Result before tax</b>	<b>64</b>	<b>95</b>	<b>64</b>	<b>55</b>	<b>114</b>	<b>41</b>	<b>18</b>	<b>223</b>	<b>174</b>	<b>229</b>
Taxation	18	15	10	29	23	11	4	44	38	67
Minority interests	-	-	-	-	-	-	-	-	-	-
<b>Net result</b>	<b>46</b>	<b>80</b>	<b>54</b>	<b>26</b>	<b>91</b>	<b>30</b>	<b>15</b>	<b>179</b>	<b>136</b>	<b>162</b>
<b>New business</b>										
New sales life insurance (APE)	141	168	174	136	98	119	135	483	351	487
<b>Key figures</b>										
Gross premium income	699	763	611	642	555	588	582	2,073	1,725	2,366
Total administrative expenses (Life & Non-life)	100	102	85	89	79	81	80	286	240	329

## 2.4.2 INSURANCE EUROPE - KEY FIGURES BY COUNTRY

In EUR million	3Q2017	2Q2017	1Q2017	4Q2016	3Q2016	2Q2016	1Q2016	9M2017	9M2016	FY2016
<b>Gross premium income by country</b>										
Belgium	208	237	86	126	107	130	137	531	374	500
Poland	90	90	85	85	77	75	75	265	226	311
Czech Republic	36	38	38	40	37	39	40	112	116	156
Hungary	95	63	58	60	66	59	54	215	179	239
Spain	114	161	156	126	112	109	122	431	342	468
Other	157	174	186	204	154	175	153	518	482	686
<b>Insurance Europe</b>	<b>699</b>	<b>763</b>	<b>609</b>	<b>640</b>	<b>554</b>	<b>586</b>	<b>580</b>	<b>2,072</b>	<b>1,720</b>	<b>2,360</b>
In EUR million	3Q2017	2Q2017	1Q2017	4Q2016	3Q2016	2Q2016	1Q2016	9M2017	9M2016	FY2016
<b>Operating result by country</b>										
Belgium	16	15	1	8	6	10	-3	32	13	21
Poland	22	20	17	22	19	20	20	60	58	80
Czech Republic	8	10	7	8	6	5	5	25	17	25
Hungary	4	4	4	2	4	2	4	13	10	12
Spain	8	7	7	11	8	8	8	23	24	35
Other	18	16	6	9	8	7	1	40	16	25
<b>Insurance Europe</b>	<b>77</b>	<b>73</b>	<b>42</b>	<b>60</b>	<b>52</b>	<b>52</b>	<b>34</b>	<b>192</b>	<b>138</b>	<b>198</b>
In EUR million	3Q2017	2Q2017	1Q2017	4Q2016	3Q2016	2Q2016	1Q2016	9M2017	9M2016	FY2016
<b>New sales (APE) by country</b>										
Belgium	19	22	6	10	8	10	11	47	28	38
Poland	24	23	27	21	16	19	19	74	54	75
Czech Republic	4	6	6	4	3	4	4	17	12	16
Hungary	9	6	6	7	7	6	5	21	18	25
Spain	19	30	30	25	20	21	22	79	63	87
Other	66	82	100	72	48	62	79	248	190	262
<b>Insurance Europe</b>	<b>141</b>	<b>170</b>	<b>175</b>	<b>138</b>	<b>101</b>	<b>123</b>	<b>140</b>	<b>486</b>	<b>364</b>	<b>502</b>

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

In EUR million	3Q2017	2Q2017	1Q2017	4Q2016	3Q2016	2Q2016	1Q2016	9M2017	9M2016	FY2016
<b>Gross premium income by country</b>										
Belgium	208	237	86	126	107	130	137	531	374	500
Poland	90	90	86	87	79	76	76	265	231	319
Czech Republic	36	39	39	41	39	40	41	114	120	161
Hungary	95	63	58	61	67	61	55	216	182	243
Spain	114	161	156	126	112	109	122	431	342	468
Other	157	173	185	201	151	173	150	516	474	675
<b>Insurance Europe</b>	<b>699</b>	<b>763</b>	<b>611</b>	<b>642</b>	<b>555</b>	<b>588</b>	<b>582</b>	<b>2,073</b>	<b>1,725</b>	<b>2,366</b>
In EUR million	3Q2017	2Q2017	1Q2017	4Q2016	3Q2016	2Q2016	1Q2016	9M2017	9M2016	FY2016
<b>Operating result by country</b>										
Belgium	16	15	1	8	6	10	-3	32	13	21
Poland	22	20	17	23	19	20	20	60	60	82
Czech Republic	8	11	7	8	7	5	6	25	18	26
Hungary	4	4	4	2	4	2	4	13	10	12
Spain	8	7	7	11	8	8	8	23	24	35
Other	18	16	6	9	9	7	1	40	17	27
<b>Insurance Europe</b>	<b>77</b>	<b>73</b>	<b>43</b>	<b>62</b>	<b>53</b>	<b>53</b>	<b>35</b>	<b>193</b>	<b>141</b>	<b>203</b>
In EUR million	3Q2017	2Q2017	1Q2017	4Q2016	3Q2016	2Q2016	1Q2016	9M2017	9M2016	FY2016
<b>New sales (APE) by country</b>										
Belgium	19	22	6	10	8	10	11	47	28	38
Poland	24	23	27	21	16	19	20	74	55	77
Czech Republic	4	6	7	4	3	4	4	17	12	16
Hungary	9	6	6	7	7	7	5	22	18	25
Spain	19	30	30	25	20	21	22	79	63	87
Other	66	81	98	69	44	58	73	245	175	244
<b>Insurance Europe</b>	<b>141</b>	<b>168</b>	<b>174</b>	<b>136</b>	<b>98</b>	<b>119</b>	<b>135</b>	<b>483</b>	<b>351</b>	<b>487</b>

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

In EUR billion	3Q2017	2Q2017	1Q2017	4Q2016	3Q2016	2Q2016	1Q2016	9M2017	9M2016	FY2016
<b>Provisions for life insurance and investment contracts for risk of company - roll forward</b>										
<b>Beginning of period</b>	<b>18.9</b>	<b>9.8</b>	<b>10.1</b>	<b>10.5</b>	<b>10.6</b>	<b>10.7</b>	<b>10.8</b>	<b>10.1</b>	<b>10.8</b>	<b>10.8</b>
Deposits	0.2	0.2	0.2	0.4	0.2	0.1	0.2	0.5	0.5	0.8
Withdrawals / Benefits	-0.4	-0.4	-0.4	-0.6	-0.3	-0.4	-0.5	-1.2	-1.2	-1.8
Net production	-0.2	-0.2	-0.2	-0.2	-0.1	-0.2	-0.3	-0.6	-0.7	-1.0
Acquisition / Divestments / Transfers	-	9.2	-	-	-	-	-	9.2	-	-
Market performance / Interest credited	-0.1	0.0	-0.1	-0.1	0.0	0.1	0.2	-0.1	0.4	0.3
FX impact and other	-0.0	0.0	0.0	-0.0	0.0	-0.0	0.0	0.0	0.0	-0.0
<b>End of period</b>	<b>18.6</b>	<b>18.9</b>	<b>9.8</b>	<b>10.1</b>	<b>10.5</b>	<b>10.6</b>	<b>10.7</b>	<b>18.6</b>	<b>10.5</b>	<b>10.1</b>
<b>Provisions for life insurance and investment contracts for risk of policyholders - roll forward</b>										
<b>Beginning of period</b>	<b>6.7</b>	<b>5.8</b>	<b>7.9</b>	<b>7.7</b>	<b>7.5</b>	<b>7.5</b>	<b>7.5</b>	<b>7.9</b>	<b>7.5</b>	<b>7.5</b>
Deposits	0.2	0.3	0.3	0.2	0.2	0.2	0.2	0.7	0.5	0.8
Withdrawals / Benefits	-0.2	-0.3	-0.2	-0.2	-0.2	-0.1	-0.1	-0.7	-0.4	-0.6
Net production	-0.0	-0.0	0.1	0.1	0.0	0.0	0.1	0.0	0.1	0.1
Acquisition / Divestments / Transfers	0.0	0.9	-	-	-	-	-	0.9	-	-
Market performance / Interest credited	0.2	0.0	-2.2	0.2	0.2	-0.0	-0.1	-2.0	0.1	0.3
FX impact and other	-0.0	0.0	0.0	-0.0	0.0	-0.0	0.0	0.0	0.0	-0.0
<b>End of period</b>	<b>6.8</b>	<b>6.7</b>	<b>5.8</b>	<b>7.9</b>	<b>7.7</b>	<b>7.5</b>	<b>7.5</b>	<b>6.8</b>	<b>7.7</b>	<b>7.9</b>
<b>Assets under management pensions - roll forward</b>										
<b>Beginning of period</b>	<b>18.4</b>	<b>17.6</b>	<b>16.1</b>	<b>15.6</b>	<b>14.6</b>	<b>15.2</b>	<b>14.7</b>	<b>16.1</b>	<b>14.7</b>	<b>14.7</b>
Deposits	0.4	0.4	0.4	0.4	0.3	0.4	0.4	1.1	1.1	1.5
Withdrawals / Benefits	-0.2	-0.2	-0.2	-0.2	-0.1	-0.2	-0.1	-0.6	-0.4	-0.6
Net production	0.2	0.2	0.1	0.2	0.2	0.2	0.2	0.6	0.6	0.9
Acquisition / Divestments / Transfers	-	0.0	0.0	0.0	0.0	0.0	0.0	-	-	-
Market performance / Interest credited	0.4	0.5	1.0	0.6	0.6	-0.5	0.2	1.9	0.3	0.9
FX impact and other	-0.2	0.0	0.3	-0.3	0.2	-0.3	0.1	0.1	-0.1	-0.4
<b>End of period</b>	<b>18.8</b>	<b>18.4</b>	<b>17.6</b>	<b>16.1</b>	<b>15.6</b>	<b>14.6</b>	<b>15.2</b>	<b>18.8</b>	<b>15.6</b>	<b>16.1</b>



## 2.5.1 ANALYSIS OF RESULTS: JAPAN LIFE

In EUR million	3Q2017	2Q2017	1Q2017	4Q2016	3Q2016	2Q2016	1Q2016	9M2017	9M2016	FY2016
<b>Analysis of results</b>										
Investment margin	-1	-2	-3	-3	-6	-7	-5	-5	-18	-21
Fees and premium-based revenues	154	135	194	120	162	130	176	482	468	589
Technical margin	-0	1	13	-13	-11	-9	-1	14	-20	-33
Operating income non-modelled business	0	-0	0	-0	-0	0	0	-0	-0	-0
<b>Operating income</b>	<b>152</b>	<b>134</b>	<b>204</b>	<b>105</b>	<b>145</b>	<b>115</b>	<b>170</b>	<b>491</b>	<b>429</b>	<b>535</b>
Administrative expenses	35	36	32	33	32	31	24	103	88	120
DAC amortisation and trail commissions	65	61	87	48	72	60	79	213	212	260
<b>Expenses</b>	<b>100</b>	<b>97</b>	<b>119</b>	<b>81</b>	<b>105</b>	<b>92</b>	<b>103</b>	<b>316</b>	<b>299</b>	<b>381</b>
<b>Operating result</b>	<b>52</b>	<b>37</b>	<b>85</b>	<b>24</b>	<b>40</b>	<b>23</b>	<b>67</b>	<b>175</b>	<b>130</b>	<b>154</b>
Non-operating items	-3	-4	-1	-3	-1	-2	-1	-7	-4	-7
of which gains/losses and impairments	-0	-0	8	-2	2	1	0	8	2	0
of which revaluations	-3	-4	-9	-1	-3	-3	-1	-15	-7	-8
of which market & other impacts	-	-	-	-	-	-	-	-	-	-
Special items before tax	-	-	-	-3	-0	-1	-1	-	-2	-5
Result on divestments	-	-	-	-	-	-	-	-	-	-
<b>Result before tax</b>	<b>49</b>	<b>34</b>	<b>85</b>	<b>18</b>	<b>39</b>	<b>20</b>	<b>65</b>	<b>167</b>	<b>124</b>	<b>141</b>
Taxation	14	10	24	6	7	10	7	47	25	31
Minority interests	-	-	-	-	-	-	-	-	-	-
<b>Net result</b>	<b>35</b>	<b>24</b>	<b>61</b>	<b>12</b>	<b>32</b>	<b>10</b>	<b>57</b>	<b>120</b>	<b>99</b>	<b>111</b>
<b>New business</b>										
Single premiums	-	-	-	-	-	0	6	-	6	6
Regular premiums	203	145	243	144	209	128	174	590	512	655
New sales life insurance (APE)	203	145	243	144	209	128	175	590	512	656
<b>Key figures</b>										
Gross premium income	904	762	1,114	672	906	701	951	2,780	2,557	3,230
Total administrative expenses	35	36	32	33	32	31	24	103	88	120
Cost/income ratio (Administrative expenses/Operating income)	23.2%	26.6%	15.6%	31.4%	22.3%	27.4%	14.0%	21.0%	20.4%	22.5%
Life general account invested assets <sup>19)</sup>	14	14	15	14	14	13	12	14	14	14
Total provisions for insurance and investment contracts <sup>19)</sup>	13	13	13	12	13	13	11	13	13	12
of which for risk policyholder <sup>19)</sup>	0	0	0	0	0	0	0	0	0	0
Allocated equity (end of period) <sup>24) 27)</sup>	2,121	2,162	2,336	2,272	2,650	2,822	2,313	2,121	2,650	2,272
Net operating result	37	26	61	17	29	17	48	124	93	110
Adjusted allocated equity (end of period)	1,527	1,550	1,673	1,561	1,669	1,640	1,484	1,527	1,669	1,561
Net operating ROE <sup>24) 27)</sup>	9.6%	6.6%	15.1%	4.1%	6.9%	4.3%	13.2%	10.4%	8.0%	7.0%
Employees (internal FTEs, end of period)	804	792	734	713	686	669	622	804	686	713

## 2.5.1 ANALYSIS OF RESULTS: JAPAN LIFE - EXCLUDING CURRENCY EFFECTS

In EUR million	3Q2017	2Q2017	1Q2017	4Q2016	3Q2016	2Q2016	1Q2016	9M2017	9M2016	FY2016
<b>Analysis of results</b>										
Investment margin	-1	-1	-2	-2	-5	-6	-5	-5	-17	-20
Fees and premium-based revenues	154	127	177	109	142	121	170	458	433	543
Technical margin	-0	1	12	-11	-9	-8	-1	13	-19	-30
Operating income non-modelled business	0	-0	0	-0	-0	0	0	-0	-0	-0
<b>Operating income</b>	<b>152</b>	<b>127</b>	<b>187</b>	<b>95</b>	<b>127</b>	<b>107</b>	<b>164</b>	<b>466</b>	<b>398</b>	<b>493</b>
Administrative expenses	35	34	29	30	28	29	23	99	81	111
DAC amortisation and trail commissions	65	58	79	44	64	56	76	202	196	240
<b>Expenses</b>	<b>100</b>	<b>92</b>	<b>109</b>	<b>74</b>	<b>92</b>	<b>86</b>	<b>99</b>	<b>301</b>	<b>277</b>	<b>351</b>
<b>Operating result</b>	<b>52</b>	<b>35</b>	<b>78</b>	<b>22</b>	<b>35</b>	<b>21</b>	<b>64</b>	<b>165</b>	<b>121</b>	<b>142</b>
Non-operating items	-3	-3	-1	-3	-1	-2	-1	-7	-4	-7
of which gains/losses and impairments	-0	-0	7	-2	1	1	0	7	2	0
of which revaluations	-3	-3	-8	-1	-2	-3	-1	-14	-6	-7
of which market & other impacts	-	-	-	-	-	-	-	-	-	-
Special items before tax	-	-	-	-3	-0	-1	-1	-	-2	-5
Result on divestments	-	-	-	-	-	-	-	-	-	-
<b>Result before tax</b>	<b>49</b>	<b>32</b>	<b>77</b>	<b>16</b>	<b>34</b>	<b>19</b>	<b>62</b>	<b>158</b>	<b>115</b>	<b>131</b>
Taxation	14	9	22	5	6	10	7	45	23	28
Minority interests	-	-	-	-	-	-	-	-	-	-
<b>Net result</b>	<b>35</b>	<b>23</b>	<b>55</b>	<b>11</b>	<b>28</b>	<b>9</b>	<b>55</b>	<b>113</b>	<b>91</b>	<b>103</b>
<b>New business</b>										
New sales life insurance (APE)	203	137	221	131	183	120	169	561	471	602
<b>Key figures</b>										
Gross premium income	904	719	1,018	610	794	653	917	2,641	2,364	2,974
Total administrative expenses	35	34	29	30	28	29	23	99	81	111

## 2.5.2 JAPAN LIFE - PROVISIONS FOR LIFE INSURANCE AND INVESTMENT CONTRACTS

In EUR billion	3Q2017	2Q2017	1Q2017	4Q2016	3Q2016	2Q2016	1Q2016	9M2017	9M2016	FY2016
<b>Provisions for life insurance and investment contracts for risk of company - roll forward</b>										
<b>Beginning of period</b>	<b>12.5</b>	<b>13.2</b>	<b>12.2</b>	<b>13.0</b>	<b>12.5</b>	<b>10.9</b>	<b>10.2</b>	<b>12.2</b>	<b>10.2</b>	<b>10.2</b>
Deposits	0.8	0.7	1.0	0.6	0.8	0.9	0.6	2.5	2.3	2.9
Withdrawals / Benefits	-0.4	-0.4	-0.5	-0.4	-0.4	-0.8	-0.1	-1.3	-1.3	-1.7
Net production	0.4	0.2	0.5	0.2	0.4	0.2	0.5	1.1	1.0	1.2
Acquisition / Divestments / Transfers	-	-	-	-	-	-	-	-	-	-
Market performance / Interest credited	0.0	0.0	0.0	0.0	0.0	0.1	0.0	0.1	0.1	0.2
FX impact and other	-0.5	-0.9	0.4	-1.0	0.0	1.4	0.2	-1.0	1.6	0.7
<b>End of period</b>	<b>12.5</b>	<b>12.5</b>	<b>13.2</b>	<b>12.2</b>	<b>13.0</b>	<b>12.5</b>	<b>10.9</b>	<b>12.5</b>	<b>13.0</b>	<b>12.2</b>

## 2.6.1 ANALYSIS OF RESULTS: ASSET MANAGEMENT

In EUR million	3Q2017	2Q2017	1Q2017	4Q2016	3Q2016	2Q2016	1Q2016	9M2017	9M2016	FY2016
<b>Analysis of results</b>										
Investment income	0	-0	-0	0	-0	0	-0	-0	0	0
Fees	134	135	118	120	119	113	111	387	343	463
<b>Operating income</b>	<b>134</b>	<b>135</b>	<b>118</b>	<b>120</b>	<b>119</b>	<b>113</b>	<b>110</b>	<b>387</b>	<b>343</b>	<b>463</b>
<b>Administrative expenses</b>	<b>89</b>	<b>97</b>	<b>85</b>	<b>87</b>	<b>81</b>	<b>80</b>	<b>82</b>	<b>271</b>	<b>243</b>	<b>330</b>
<b>Operating result</b>	<b>45</b>	<b>37</b>	<b>33</b>	<b>33</b>	<b>38</b>	<b>33</b>	<b>29</b>	<b>115</b>	<b>100</b>	<b>133</b>
Non-operating items	0	-0	0	0	-1	0	-0	0	-1	-1
Special items before tax	-2	-5	-0	-2	-1	-1	-1	-7	-3	-6
Result on divestments	-	-	-	-	-	-	-	-	-	-
<b>Result before tax</b>	<b>43</b>	<b>32</b>	<b>33</b>	<b>31</b>	<b>36</b>	<b>32</b>	<b>28</b>	<b>108</b>	<b>95</b>	<b>126</b>
Taxation	9	10	8	8	10	7	8	26	24	32
Minority interests	-	-	-	-	-	-	-	-	-	-
<b>Net result</b>	<b>34</b>	<b>23</b>	<b>25</b>	<b>23</b>	<b>27</b>	<b>24</b>	<b>20</b>	<b>82</b>	<b>71</b>	<b>94</b>
<b>Key figures</b>										
Total administrative expenses	89	97	85	87	81	80	82	271	243	330
Cost/income ratio (Administrative expenses/Operating income)	66.3%	72.4%	72.0%	72.6%	68.0%	70.8%	74.0%	70.2%	70.9%	71.3%
Net inflow Assets under Management (in EUR billion)	-2	2	-1	1	0	0	-3	0	-3	-2
Assets under Management <sup>19)</sup>	244	245	194	195	199	197	190	244	199	195
Fees/average Assets under Management (in bps)	22	25	24	24	24	23	23	23	24	24
Allocated equity (end of period) <sup>24)</sup>	453	452	426	399	395	420	413	453	395	399
Net operating result	34	28	25	24	29	25	22	87	76	100
Adjusted allocated equity (end of period)	453	452	427	399	395	420	413	453	395	399
Net operating ROE <sup>24)</sup>	30.4%	25.6%	23.9%	24.6%	28.4%	24.2%	21.4%	26.5%	24.7%	24.7%
Employees (internal FTEs, end of period)	1,185	1,220	1,086	1,090	1,129	1,144	1,167	1,185	1,129	1,090

## 2.6.1 ANALYSIS OF RESULTS: ASSET MANAGEMENT - EXCLUDING CURRENCY EFFECTS

In EUR million	3Q2017	2Q2017	1Q2017	4Q2016	3Q2016	2Q2016	1Q2016	9M2017	9M2016	FY2016
<b>Analysis of results</b>										
Investment income	0	-0	-0	0	-0	0	-0	-0	0	0
Fees	134	134	117	119	118	112	110	385	341	460
<b>Operating income</b>	<b>134</b>	<b>134</b>	<b>117</b>	<b>119</b>	<b>118</b>	<b>113</b>	<b>110</b>	<b>385</b>	<b>341</b>	<b>461</b>
<b>Administrative expenses</b>	<b>89</b>	<b>97</b>	<b>84</b>	<b>87</b>	<b>80</b>	<b>80</b>	<b>81</b>	<b>270</b>	<b>241</b>	<b>328</b>
<b>Operating result</b>	<b>45</b>	<b>37</b>	<b>33</b>	<b>33</b>	<b>38</b>	<b>33</b>	<b>29</b>	<b>115</b>	<b>100</b>	<b>132</b>
Non-operating items	0	-0	0	0	-1	0	-0	0	-1	-1
Special items before tax	-2	-5	-0	-2	-1	-1	-1	-7	-3	-6
Result on divestments	-	-	-	-	-	-	-	-	-	-
<b>Result before tax</b>	<b>43</b>	<b>32</b>	<b>33</b>	<b>31</b>	<b>36</b>	<b>31</b>	<b>28</b>	<b>108</b>	<b>95</b>	<b>126</b>
Taxation	9	10	8	8	10	7	8	26	24	32
Minority interests	-	-	-	-	-	-	-	-	-	-
<b>Net result</b>	<b>34</b>	<b>22</b>	<b>25</b>	<b>23</b>	<b>27</b>	<b>24</b>	<b>20</b>	<b>82</b>	<b>71</b>	<b>94</b>
<b>Key figures</b>										
Total administrative expenses	89	97	84	87	80	80	81	270	241	328

## 2.6.2 ASSET MANAGEMENT - ASSETS UNDER MANAGEMENT AND ASSETS UNDER ADMINISTRATION

In EUR billion	3Q2017	2Q2017	1Q2017	4Q2016	3Q2016	2Q2016	1Q2016
<b>Assets under Management (AuM) and Assets under Advice and Administration (AuA)</b>							
<b>Affiliates</b>	<b>158</b>	<b>160</b>	<b>118</b>	<b>122</b>	<b>128</b>	<b>128</b>	<b>122</b>
Proprietary (general account assets)	132	134	99	101	106	106	100
Other affiliates business	26	26	19	21	22	22	22
<b>Third parties</b>	<b>86</b>	<b>86</b>	<b>76</b>	<b>73</b>	<b>71</b>	<b>69</b>	<b>68</b>
Institutional customers	41	41	34	33	32	32	32
Retail customers home markets	31	30	27	26	26	25	25
Retail customers others	14	14	15	14	13	12	11
<b>Total Assets under Management</b>	<b>244</b>	<b>245</b>	<b>194</b>	<b>195</b>	<b>199</b>	<b>197</b>	<b>190</b>
<b>Assets under Advice and Administration</b>	<b>49</b>	<b>53</b>	<b>68</b>	<b>60</b>	<b>57</b>	<b>54</b>	<b>52</b>

In EUR billion	3Q2017	2Q2017	1Q2017	4Q2016	3Q2016	2Q2016	1Q2016
<b>AuM by investment</b>							
Equity	31	31	26	25	24	23	24
Fixed income	184	186	145	149	155	154	147
Multi asset	29	28	23	20	20	19	19
<b>Total</b>	<b>244</b>	<b>245</b>	<b>194</b>	<b>195</b>	<b>199</b>	<b>197</b>	<b>190</b>

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In EUR billion	Affiliates	Proprietary	Other	Third Parties	Institutional	Retail home markets	Retail Others	Total
<b>AuM roll forward</b>								
<b>Beginning of period</b>	<b>160</b>	<b>134</b>	<b>26</b>	<b>86</b>	<b>41</b>	<b>30</b>	<b>14</b>	<b>245</b>
Net inflow	-2	-2	0	0	0	0	0	-2
Acquisition/ Divestments	0	0	0	0	0	0	0	0
Market performance (incl. FX Impact) and Other	0	0	0	0	0	0	0	1
<b>End of period</b>	<b>158</b>	<b>132</b>	<b>26</b>	<b>86</b>	<b>41</b>	<b>31</b>	<b>14</b>	<b>244</b>

In EUR billion	3Q2017	2Q2017	1Q2017	4Q2016	3Q2016	2Q2016	1Q2016
<b>AuM roll forward</b>							
<b>Beginning of period</b>	<b>245</b>	<b>194</b>	<b>195</b>	<b>199</b>	<b>197</b>	<b>190</b>	<b>187</b>
Net inflow	-2	2	-1	1	0	0	-3
Acquisition/ Divestments	0	52	0	0	0	0	0
Market performance (incl. FX Impact) and Other	1	-3	0	-6	2	7	6
<b>End of period</b>	<b>244</b>	<b>245</b>	<b>194</b>	<b>195</b>	<b>199</b>	<b>197</b>	<b>190</b>

## 2.7.1 ANALYSIS OF RESULTS: OTHER

In EUR million	3Q2017	2Q2017	1Q2017	4Q2016	3Q2016	2Q2016	1Q2016	9M2017	9M2016	FY2016
<b>Analysis of results</b>										
Interest on hybrids and debt <sup>28)</sup>	-35	-34	-31	-26	-26	-26	-26	-99	-77	-103
Investment income and fees	39	23	12	14	14	14	14	73	41	55
Holding expenses	-37	-38	-16	-14	-16	-11	-14	-92	-41	-55
Amortisation of intangible assets	-0	-0	-0	-1	-2	-2	-2	-1	-5	-6
<b>Holding result</b>	<b>-34</b>	<b>-50</b>	<b>-36</b>	<b>-27</b>	<b>-30</b>	<b>-24</b>	<b>-28</b>	<b>-119</b>	<b>-81</b>	<b>-109</b>
Operating result reinsurance business	21	8	5	-1	2	9	3	35	14	12
Operating result banking business	35	34	24	16	17	17	13	92	47	63
Other results	19	0	2	2	0	1	1	21	1	4
<b>Operating result</b>	<b>41</b>	<b>-7</b>	<b>-5</b>	<b>-10</b>	<b>-11</b>	<b>2</b>	<b>-11</b>	<b>29</b>	<b>-20</b>	<b>-30</b>
Non-operating items	12	32	1	-2	-1	-0	-3	45	-4	-6
of which gains/losses and impairments	5	32	1	-0	3	1	1	38	6	5
of which revaluations	6	-0	0	-2	-4	-2	-4	6	-10	-12
of which market & other impacts	-	-	-	-	-	-	-	-	-	-
Special items before tax	-29	-41	-8	-23	-2	-5	-0	-78	-7	-30
Amortisation of acquisition intangibles	-33	-33	-	-	-	-	-	-66	-	-
Result on divestments	0	-188	9	-114	-	-	-	-178	-	-114
<b>Result before tax</b>	<b>-9</b>	<b>-237</b>	<b>-3</b>	<b>-149</b>	<b>-14</b>	<b>-3</b>	<b>-14</b>	<b>-249</b>	<b>-31</b>	<b>-181</b>
Taxation	-9	-11	-5	-32	6	-2	1	-24	5	-27
Minority interests	0	0	-0	-	-	-	-	0	-	-
<b>Net result</b>	<b>-0</b>	<b>-226</b>	<b>2</b>	<b>-117</b>	<b>-20</b>	<b>-1</b>	<b>-15</b>	<b>-225</b>	<b>-36</b>	<b>-153</b>
<b>Key figures</b>										
Gross premium income	6	5	6	7	5	6	4	17	15	22
Total administrative expenses	92	99	63	69	61	56	58	255	175	244
of which reinsurance business	3	3	4	4	4	4	4	10	11	15
of which banking business	55	56	43	51	41	42	41	154	123	174
of which corporate/holding	34	39	17	13	16	11	14	90	41	55
NN Bank common equity Tier 1 ratio phased in <sup>29)</sup>	14.2%	14.0%	13.2%	14.0%	14.1%	13.9%	13.3%	14.2%	14.1%	14.0%
Delta Lloyd Bank common equity Tier 1 ratio phased in <sup>29)</sup>	16.5%	16.8%						16.5%		
Total assets banking business <sup>19)</sup>	21	21	15	15	14	13	12	21	14	15
Net operating result banking business	26	26	18	12	13	12	10	69	35	47
Adjusted allocated equity banking business (end of period)	686	658	528	508	481	468	455	686	481	508
Net operating ROE banking business <sup>30)</sup>	15.5%	17.2%	13.6%	9.8%	10.6%	10.8%	8.7%	15.5%	10.1%	10.0%
Total provisions for insurance and investment contracts <sup>19)</sup>	0	0	0	0	0	0	1	0	0	0
Allocated equity (end of period) <sup>24)</sup>	64	-33	1,038	907	975	884	693	64	975	907
Net operating result <sup>31)</sup>	18	-19	-13	-18	-17	-6	-17	-15	-40	-58
Adjusted allocated equity (end of period) <sup>22)</sup>	-1,442	-1,547	911	791	842	771	519	-1,442	842	791
Employees (internal FTEs, end of period)	2,733	2,958	1,740	1,770	1,759	1,750	1,772	2,733	1,759	1,770

## 2.7.1 ANALYSIS OF RESULTS: OTHER - EXCLUDING CURRENCY EFFECTS

In EUR million	3Q2017	2Q2017	1Q2017	4Q2016	3Q2016	2Q2016	1Q2016	9M2017	9M2016	FY2016
<b>Analysis of results</b>										
Interest on hybrids and debt	-35	-34	-31	-26	-26	-26	-26	-99	-77	-103
Investment income and fees	39	23	12	14	14	14	14	73	41	55
Holding expenses	-37	-38	-16	-14	-16	-11	-14	-92	-41	-55
Amortisation of intangible assets	-0	-0	-0	-1	-1	-1	-1	-1	-4	-6
<b>Holding result</b>	<b>-34</b>	<b>-50</b>	<b>-36</b>	<b>-27</b>	<b>-30</b>	<b>-24</b>	<b>-28</b>	<b>-119</b>	<b>-81</b>	<b>-108</b>
Operating result reinsurance business	21	8	5	-1	2	9	3	35	14	13
Operating result banking business	35	34	24	16	17	17	13	92	47	63
Other results	19	0	2	2	0	1	0	21	1	3
<b>Operating result</b>	<b>41</b>	<b>-7</b>	<b>-5</b>	<b>-10</b>	<b>-10</b>	<b>2</b>	<b>-11</b>	<b>29</b>	<b>-19</b>	<b>-29</b>
Non-operating items	12	32	1	-2	-1	-0	-3	45	-4	-6
of which gains/losses and impairments	5	32	1	-0	3	1	1	38	5	5
of which revaluations	6	-0	0	-2	-4	-2	-4	6	-9	-11
of which market & other impacts	-	-	-	-	-	-	-	-	-	-
Special items before tax	-29	-41	-8	-23	-2	-5	-0	-78	-7	-30
Amortisation of acquisition intangibles	-33	-33	-	-	-	-	-	-66	-	-
Result on divestments	0	-188	9	-109	-	-	-	-178	-	-109
<b>Result before tax</b>	<b>-9</b>	<b>-237</b>	<b>-3</b>	<b>-144</b>	<b>-14</b>	<b>-3</b>	<b>-14</b>	<b>-249</b>	<b>-30</b>	<b>-175</b>
Taxation	-9	-11	-5	-32	6	-2	1	-24	5	-27
Minority interests	0	0	-0	-	-	-	-	0	-	-
<b>Net result</b>	<b>-0</b>	<b>-226</b>	<b>2</b>	<b>-112</b>	<b>-20</b>	<b>-1</b>	<b>-15</b>	<b>-225</b>	<b>-35</b>	<b>-147</b>
<b>Key figures</b>										
Gross premium income	6	6	6	7	5	6	4	17	15	23
Total administrative expenses	92	99	63	69	61	56	58	255	175	244
of which reinsurance business	3	3	4	4	4	4	4	10	11	15
of which banking business	55	56	43	51	41	42	41	154	123	174
of which corporate/holding	34	39	17	14	16	11	14	90	41	55



## 2.7.2 BANKING BUSINESS - SAVINGS AND DEPOSITS AND MORTGAGES

In EUR billion	3Q2017	2Q2017	1Q2017	4Q2016	3Q2016	2Q2016	1Q2016	9M2017	9M2016	FY2016
<b>Savings &amp; Deposits - roll forward</b>										
<b>Beginning of period</b>	<b>13.7</b>	<b>10.6</b>	<b>10.2</b>	<b>9.7</b>	<b>9.3</b>	<b>8.6</b>	<b>8.0</b>	<b>10.2</b>	<b>8.0</b>	<b>8.0</b>
Deposits	0.8	1.0	1.3	1.4	0.9	1.2	1.2	3.2	3.3	4.8
Withdrawals / Benefits	-0.8	-0.9	-1.0	-0.9	-0.5	-0.6	-0.6	-2.7	-1.7	-2.6
Net production	0.0	0.2	0.4	0.5	0.4	0.6	0.6	0.6	1.6	2.2
Acquisition / Divestments / Transfers	0.5	2.9	-	-	-	-	-	3.4	-	-
Market performance / Interest credited	-	-	-	-	-	-	-	-	-	-
FX impact and other	-	-	-	-	-	-	-	-	-	-
<b>End of period</b>	<b>14.2</b>	<b>13.7</b>	<b>10.6</b>	<b>10.2</b>	<b>9.7</b>	<b>9.3</b>	<b>8.6</b>	<b>14.2</b>	<b>9.7</b>	<b>10.2</b>
In EUR billion	2Q2017	2Q2017	1Q2017	4Q2016	3Q2016	2Q2016	1Q2016	9M2017	9M2016	FY2016
<b>Mortgages - roll forward</b>										
<b>Beginning of period</b>	<b>17.4</b>	<b>13.1</b>	<b>12.7</b>	<b>11.8</b>	<b>11.4</b>	<b>10.9</b>	<b>10.5</b>	<b>12.7</b>	<b>10.5</b>	<b>10.5</b>
Production	1.1	0.9	1.1	1.4	1.0	1.1	1.4	3.1	3.6	4.9
Redemptions	-0.4	-0.4	-0.3	-0.3	-0.2	-0.2	-0.2	-1.1	-0.7	-0.9
Net production	0.6	0.5	0.8	1.1	0.8	0.9	1.2	2.0	2.9	4.0
Acquisition / Divestments / Transfers	-0.2	3.8	-0.5	-0.2	-0.4	-0.4	-0.8	3.0	-1.6	-1.8
Market performance / Interest credited	-	-	-	-	-	-	-	-	-	-
FX impact and other	-	-	-	-	-	-	-	-	-	-
<b>End of period</b>	<b>17.8</b>	<b>17.4</b>	<b>13.1</b>	<b>12.7</b>	<b>11.8</b>	<b>11.4</b>	<b>10.9</b>	<b>17.8</b>	<b>11.8</b>	<b>12.7</b>

## 2.8.1 ANALYSIS OF RESULTS: JAPAN CLOSED BLOCK VA

In EUR million	3Q2017	2Q2017	1Q2017	4Q2016	3Q2016	2Q2016	1Q2016	9M2017	9M2016	FY2016
<b>Analysis of results</b>										
Investment margin	-1	-1	-1	-1	-1	-1	-1	-2	-2	-2
Fees and premium-based revenues	9	11	12	14	14	15	14	32	43	57
Technical margin	-	-	-	-	-	-	-	-	-	-
Operating income non-modelled business	-0	-0	0	-0	0	0	-0	0	0	0
<b>Operating income</b>	<b>8</b>	<b>11</b>	<b>11</b>	<b>13</b>	<b>14</b>	<b>14</b>	<b>14</b>	<b>30</b>	<b>42</b>	<b>55</b>
Administrative expenses	3	3	3	3	4	4	4	9	12	15
DAC amortisation and trail commissions	1	1	1	2	2	2	2	4	5	7
<b>Expenses</b>	<b>4</b>	<b>4</b>	<b>5</b>	<b>4</b>	<b>6</b>	<b>6</b>	<b>6</b>	<b>13</b>	<b>17</b>	<b>22</b>
<b>Operating result</b>	<b>4</b>	<b>6</b>	<b>7</b>	<b>9</b>	<b>8</b>	<b>8</b>	<b>8</b>	<b>17</b>	<b>24</b>	<b>33</b>
Non-operating items	-1	5	-27	2	-21	-36	-77	-23	-134	-132
of which gains/losses and impairments	-0	-0	-0	-0	-0	-0	-	-0	-0	-0
of which revaluations	-	-	-	-	-	-	-	-	-	-
of which market & other impacts	-1	5	-27	2	-21	-36	-77	-23	-134	-132
Special items before tax	-	-	-	-	-	-	-	-	-	-
Result on divestments	-	-	-	-	-	-	-	-	-	-
<b>Result before tax</b>	<b>3</b>	<b>12</b>	<b>-20</b>	<b>11</b>	<b>-13</b>	<b>-28</b>	<b>-69</b>	<b>-6</b>	<b>-110</b>	<b>-99</b>
Taxation	1	3	-5	3	-3	-7	-16	-1	-27	-24
Minority interests	-	-	-	-	-	-	-	-	-	-
<b>Net result</b>	<b>2</b>	<b>9</b>	<b>-15</b>	<b>8</b>	<b>-9</b>	<b>-21</b>	<b>-53</b>	<b>-5</b>	<b>-83</b>	<b>-75</b>
<b>Key figures <sup>25)</sup></b>										
Gross premium income	1	1	1	1	1	1	1	3	3	4
Allocated equity (end of period) <sup>32)</sup>	404	452	519	583	627	712	819	404	627	583
Account value	5,384	6,546	7,926	8,201	8,699	9,064	9,125	5,384	8,699	8,201
Net Amount at Risk	80	180	434	352	917	1,021	498	80	917	352
IFRS Reserves	271	401	677	674	1,176	1,335	824	271	1,176	674
Number of policies	97,847	122,394	145,457	154,315	163,450	173,806	186,789	97,847	163,450	154,315
Employees (internal FTEs, end of period)	49	53	49	51	51	60	67	49	51	51

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

In EUR million	3Q2017	2Q2017	1Q2017	4Q2016	3Q2016	2Q2016	1Q2016	9M2017	9M2016	FY2016
<b>Analysis of results</b>										
Investment margin	-1	-1	-1	-1	-1	-1	-1	-2	-2	-2
Fees and premium-based revenues	9	11	11	12	13	14	14	30	41	53
Technical margin	-	-	-	-	-	-	-	-	-	-
Operating income non-modelled business	-0	-0	0	-0	0	0	-0	0	0	0
<b>Operating income</b>	<b>8</b>	<b>10</b>	<b>10</b>	<b>12</b>	<b>12</b>	<b>13</b>	<b>13</b>	<b>29</b>	<b>39</b>	<b>51</b>
Administrative expenses	3	3	3	3	3	4	4	9	11	14
DAC amortisation and trail commissions	1	1	1	1	1	2	2	4	5	6
<b>Expenses</b>	<b>4</b>	<b>4</b>	<b>4</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>6</b>	<b>13</b>	<b>16</b>	<b>20</b>
<b>Operating result</b>	<b>4</b>	<b>6</b>	<b>6</b>	<b>8</b>	<b>7</b>	<b>8</b>	<b>8</b>	<b>16</b>	<b>23</b>	<b>31</b>
Non-operating items	-1	5	-27	2	-21	-36	-77	-23	-134	-132
of which gains/losses and impairments	-0	-0	-0	-0	-0	-0	-	-0	-0	-0
of which revaluations	-	-	-	-	-	-	-	-	-	-
of which market & other impacts	-1	5	-27	2	-21	-36	-77	-23	-134	-132
Special items before tax	-	-	-	-	-	-	-	-	-	-
Result on divestments	-	-	-	-	-	-	-	-	-	-
<b>Result before tax</b>	<b>3</b>	<b>11</b>	<b>-21</b>	<b>10</b>	<b>-14</b>	<b>-28</b>	<b>-69</b>	<b>-7</b>	<b>-111</b>	<b>-101</b>
Taxation	1	3	-5	3	-4	-7	-16	-1	-27	-24
Minority interests	-	-	-	-	-	-	-	-	-	-
<b>Net result</b>	<b>2</b>	<b>8</b>	<b>-16</b>	<b>7</b>	<b>-10</b>	<b>-21</b>	<b>-53</b>	<b>-5</b>	<b>-84</b>	<b>-77</b>

## 2.8.2 JAPAN CLOSED BLOCK VA - ACCOUNT VALUE

In EUR billion	3Q2017	2Q2017	1Q2017	4Q2016	3Q2016	2Q2016	1Q2016	9M2017	9M2016	FY2016
<b>Account value - roll forward</b>										
<b>Beginning of period</b>	<b>6.5</b>	<b>7.9</b>	<b>8.2</b>	<b>8.7</b>	<b>9.1</b>	<b>9.1</b>	<b>10.0</b>	<b>8.2</b>	<b>10.0</b>	<b>10.0</b>
Deposits	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Withdrawals / Benefits	-1.1	-1.1	-0.5	-0.5	-0.6	-0.7	-0.7	-2.7	-1.9	-2.4
Net production	-1.1	-1.1	-0.5	-0.5	-0.6	-0.6	-0.7	-2.7	-1.9	-2.4
Acquisition / Divestments / Transfers	-	-	-	-	-	-	-	-	-	-
Market performance / Interest credited	0.2	0.3	-0.0	0.7	0.2	-0.5	-0.4	0.4	-0.7	-0.0
FX impact and other	-0.2	-0.5	0.3	-0.7	0.0	1.1	0.2	-0.5	1.3	0.6
<b>End of period</b>	<b>5.4</b>	<b>6.5</b>	<b>7.9</b>	<b>8.2</b>	<b>8.7</b>	<b>9.1</b>	<b>9.1</b>	<b>5.4</b>	<b>8.7</b>	<b>8.2</b>

## NOTES

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- 1) As of 1 January 2017, NN Group changed its accounting policy for the Reserve Adequacy Test. The change represents a change in accounting policy under IFRS and is implemented retrospectively. The impact on previous periods is limited to the consolidated balance sheet and equity. For more details refer to the 31 March 2017 Condensed consolidated interim accounts.
- 2) To be better aligned with external presentations, investment contract liabilities for risk policyholders are no longer presented as liabilities for life insurance for risk policyholders, but included in investment contracts. Previous quarters have been adjusted accordingly.
- 3) The 30 June 2017 presentation of life insurance liabilities and investment contract liabilities was adjusted as the result of the integration of Delta Lloyd.
- 4) Revaluation reserves for debt securities, equity securities and property in own use, the cash flow hedge reserve, the related crediting to policyholders, the coupon on undated subordinated notes recognized in equity as well as the goodwill and intangible assets recognized as a result of the Delta Lloyd acquisition.
- 5) The segment 'Other' comprises of the allocated equity of banking business, reinsurance business and the cash capital position, other assets and debt of the holding company.
- 6) The solvency ratios are not final until filed with the regulators. The Solvency II ratios for NN Group and NN Life are based on the partial internal model. The Solvency II ratio for Delta Lloyd Life (Delta Lloyd Levensverzekering N.V.) is based on the standard formula.
- 7) Includes interest on subordinated loans provided to subsidiaries by the holding company.
- 8) Includes the change of subordinated loans provided to subsidiaries by the holding company.
- 9) Includes interest on subordinated loans and debt, holding company expenses and other cash flows.
- 10) 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, capital transactions with shareholders and debtholders and the inclusion of the Delta Lloyd cash capital position.
- 11) Cash capital is defined as net current assets available at the holding company.
- 12) Other assets contain Reinsurance contracts, Property and equipment, Intangible assets, and Deferred acquisition costs.
- 13) Including AZL.
- 14) Including health business and broker 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) As of 2Q17, the calculation methodology for the combined ratio has been updated and now excludes the discount rate unwind on the D&A insurance liabilities. All comparative combined ratios have been updated to reflect this change.
- 18) Excluding health business and broker business.
- 19) End of period, in EUR billion.
- 20) Four-quarter rolling average. The 2Q17 calculation reflects the impact of including Delta Lloyd on an annualised basis.
- 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 as well as the goodwill and intangible assets recognized as a result of the Delta Lloyd acquisition.
- 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, the undated subordinated notes classified as equity as well as the goodwill and intangible assets recognised as a result of the Delta Lloyd acquisition. Reference is made to the section 'Alternative Performance measures (Non-GAAP measures)' in the 2016 consolidated annual accounts .
- 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. Reference is made to the section 'Alternative Performance measures (Non-GAAP measures)' in the 2016 Consolidated Annual Accounts .
- 25) End of period, except Gross premium income.
- 26) The numbers shown under AuM are client balances which exclude IFRS shareholders' equity related to the respective pension businesses and include the assets under administration.
- 27) As of 2Q17, the net operating result and adjusted allocated equity used to calculate the Net operating ROE of Japan Life are adjusted for the impact of internal reinsurance ceded to NN Group's reinsurance business.
- 28) Does not include interest costs on subordinated debt treated as equity.
- 29) The 'Common equity Tier 1 ratio phased in' is not final until filed with the regulators.
- 30) Net operating ROE is calculated as the (annualised) net operating result of the banking business, 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 2016 Consolidated Annual Accounts.
- 31) Net operating result is adjusted to reflect the deduction of the accrued coupon on undated subordinated notes classified in equity.
- 32) Allocated equity, adjusted for revaluation reserve.

## IMPORTANT LEGAL INFORMATION

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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 2017.

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 or European Union countries leaving the European Union, (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 and the interpretation and application thereof, (13) changes in the policies and actions 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 NN Group 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, (18) catastrophes and terrorist-related events, (19) adverse developments in legal and other proceedings and (20) the other risks and uncertainties 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