

## Delta Lloyd strengthens distribution power in Belgium

- **Exclusive distribution of life insurance through Landbouwkrediet/Centea branches**
- **Proposed sale of Belgian general insurance portfolio to Fidea**
- **Exclusive distribution of Fidea general insurance products through Delta Lloyd bank branches in Belgium**

### Substantial reinforcement of distribution power

Delta Lloyd in Belgium is taking over the agreement for the exclusive distribution of life insurance that Fidea has with Landbouwkrediet/Centea. This will considerably boost Delta Lloyd's commercial strength in Belgium. Landbouwkrediet/Centea serves about 1.2 million customers through 900 branches. The premium volume involved in this agreement is estimated at an annual € 150 million, and comprises mainly single premiums. This transaction makes an excellent fit with Delta Lloyd's strategic focus to continue growing as a pension insurer in Belgium.

### Sale of general insurance portfolio to Fidea

Delta Lloyd intends to sell its Belgian general insurance portfolio to Fidea. Due to insufficient scale, the general insurance portfolio in Belgium was loss-making and no longer formed a core business for Delta Lloyd. Delta Lloyd customers can continue to count on a comprehensive range of products as Fidea will be taking over the general insurance obligations and will acquire the distribution right for general insurance products through Delta Lloyd bank branches in Belgium.

The general insurance portfolio of Delta Lloyd in Belgium comprise fire, motor and accident insurance. The total premium was € 54 million in 2011. The general insurance products are marketed under the Zelia brand name. Fidea is taking over the entire portfolio, and will integrate it into its business operations.

The proposed sale does not have a material effect on the Group IGD solvency of Delta Lloyd Group and the IFRS result.

The proposed sale is subject to the approval of the Belgian supervisor. The transaction is expected to be completed in 2013.

### For more information about this press release:

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There is additional information available on Delta Lloyd Belgium's website ([www.deltalloydlife.be](http://www.deltalloydlife.be)).

### About Delta Lloyd Group

Delta Lloyd Group is a financial services provider offering life insurance, general insurance, asset management and banking products and services. Delta Lloyd Group's target markets are the Netherlands and Belgium. The Group operates primarily under the brand names of Delta Lloyd, OHRA and ABN AMRO Insurance in the Netherlands, and under the Delta Lloyd brand name in

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Belgium. Delta Lloyd Group employs 5,444 permanent staff (FTE) of which 4,095 in the Netherlands and 1,153 in Belgium and is listed on NYSE Euronext Amsterdam.