Solid results in 9M 2017

Chris Figee (CFO)

9M 2017 Trading Update

29 November 2017

Solid financial performance driven by strong business results in 9M 2017

a.s.r.
de nederlandse verzekerings maatschappij voor alle verzekeringen

Financial results driven by strong operating performance

- Operating result up 23.6% to € 550m, mainly due to improved combined ratio in Non-life and higher results in Life driven by significant increase in investment margin
- Operating result in Q3 2017 of € 165m, up € 19m from Q3 2016
- Operating ROE at 16.4%, well above target of ‘up to 12%’

Robust Solvency II-ratio at 193% on standard formula

- Solid organic capital creation sustained in Q3 (+3%-p) and positive effect from market and other developments (+1%-p) partly offset by the impact of the lower VA (-2%-p); remainder deployed for repurchase of own shares (-3%-p)

Profitable growth and underwriting drive strong combined ratio

- Strong combined ratio of 94.5% as a result of expertise and continuous pursuit of profitable growth, benefitting from favourable weather conditions in H1

Operating result

€ 550m

+23.6%

(9M 2016: € 445m)

Operating ROE

16.4%

Target: up to **12%**

(9M 2016: 14.8%)

Solvency II (SF)*

193%

-1%-p

(30 June 2017: 194%)

Combined ratio

94.5%

Target < **97%**

(9M 2016: 95.7%)

Gross written premiums

€ 3,096m

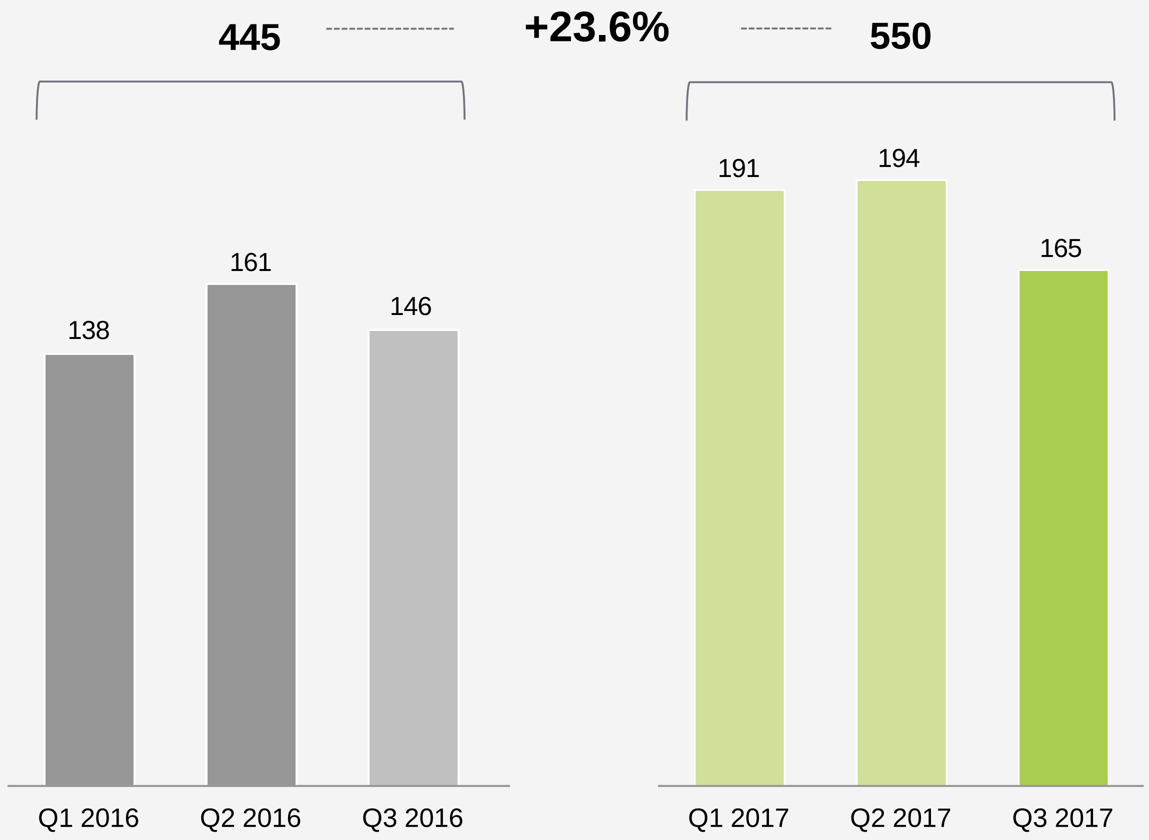
-12.0%

(9M 2016: € 3,518m)

* Excluding a.s.r. Bank

Increased quarterly operating result reflects solid businesses

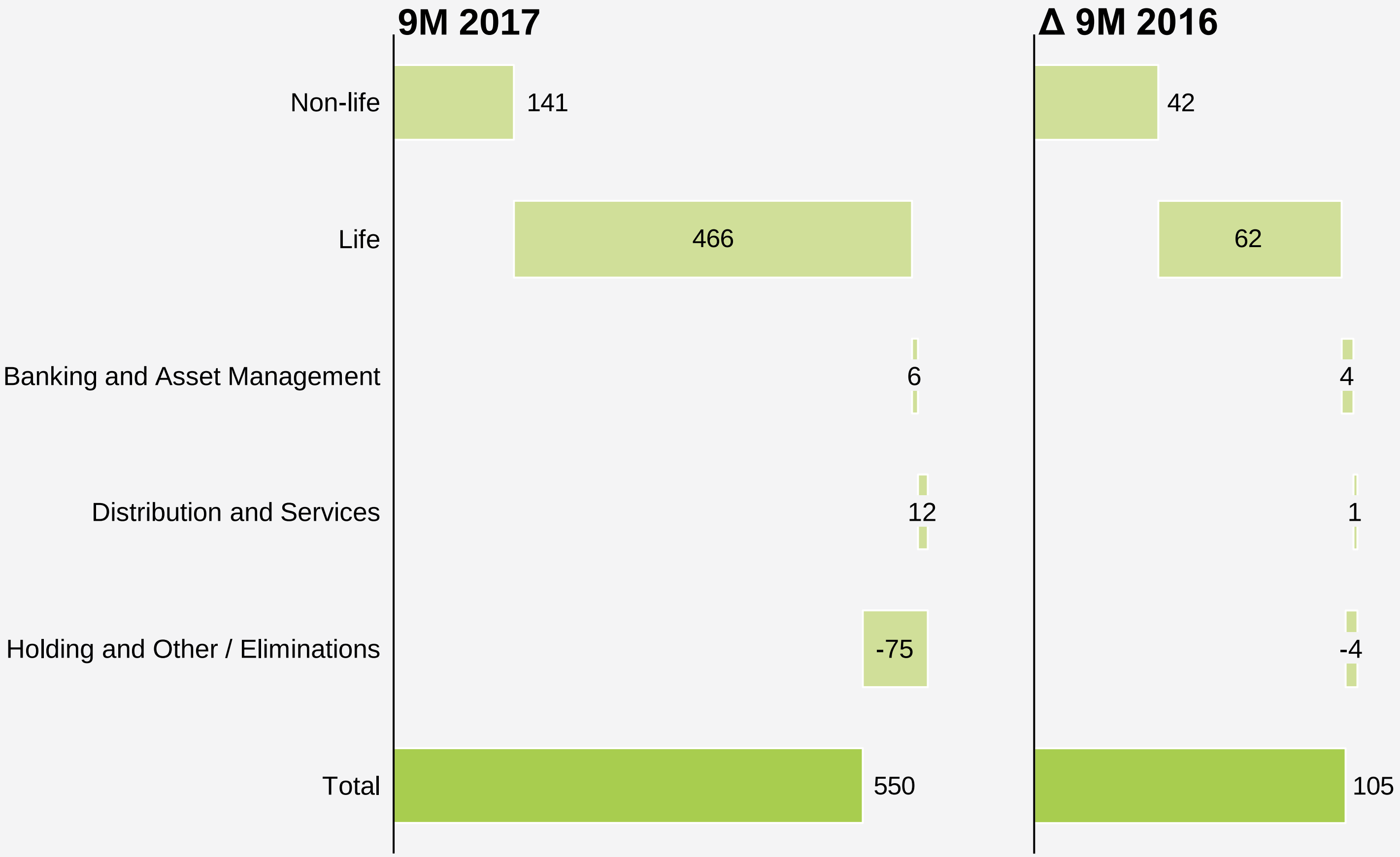
Operating result (in € mln)



- Operating result up 23.6% for 9M 2017
- Q3 2017 is up 13% compared to Q3 2016
- Quarterly operating result in the first three quarters in 2017 considerably higher than the comparable quarters of 2016
- Low level of large claims and seasonality effects (e.g. dividends) were favorable in H1 this year. Q3 reflects seasonal pattern from higher claims at Travel & Leisure insurance
- Higher contribution from investment results in the Life segment sustained

All segments drive strong increase in operating result

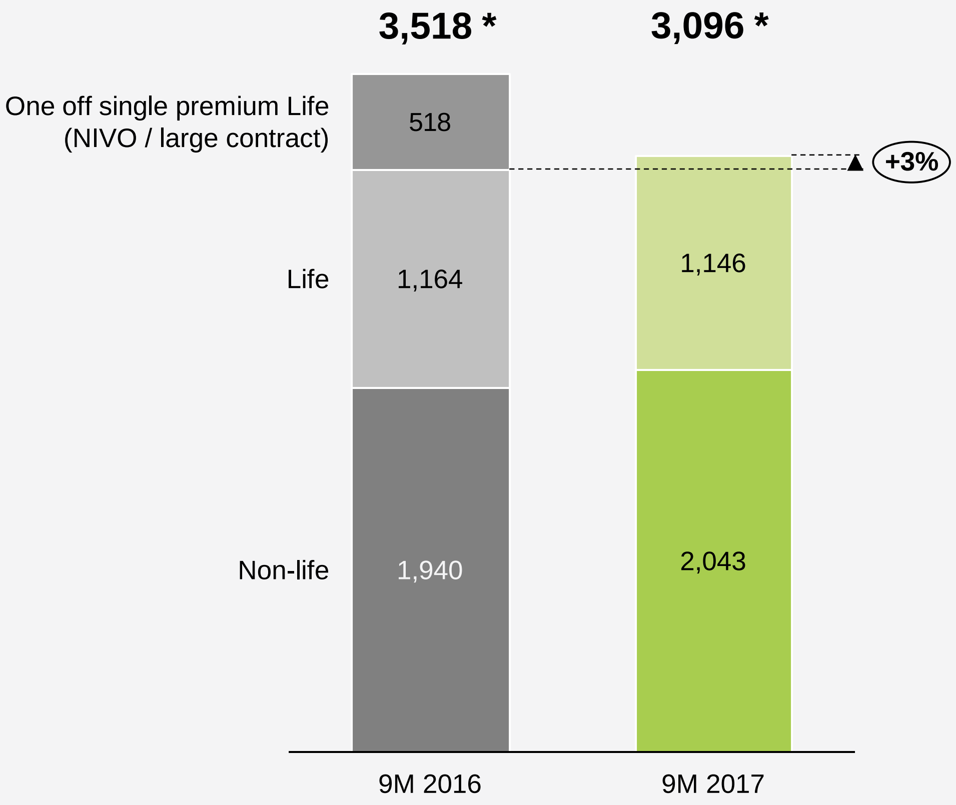
Operating result (€ mln)



- Non-life segment: operating result up significantly (+ € 42m), reflecting higher premium income in all product lines, disciplined underwriting and a low level of claims in H1. Combined ratio of 94.5% in 9M 2017, well below target (<97%)
- Life segment: operating result up (+ € 62m) due to higher direct investment result and higher contribution from the realized gains reserve
- Non-insurance segments: an increase in operating result (+ € 1m) driven by improved interest margin in Banking and higher AuM

GWP up 3% excluding one-offs in 2016

Gross written premiums (€ mln)



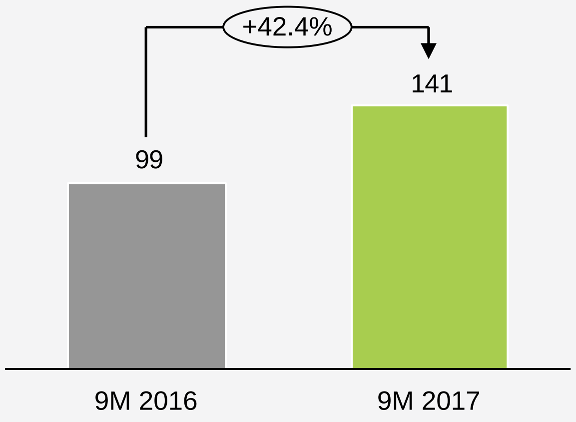
- GWP decreased 12% to € 3,096m in 9M 2017
- Lower GWP reflects high single premiums in 2016 related to acquisition of NIVO and a large single premium contract
- GWP up 3% excluding the 2016 one-offs
- Non-life premiums increased in all business lines. Most notably, P&C up 5% year-on-year in 9M 2017

* Total GWP includes elimination of € 93m in 9M 2017 and € 104m in 9M 2016 which relates primarily to the own pension plan

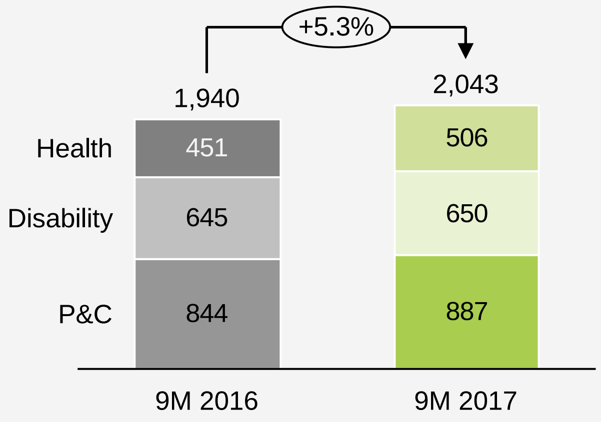
Non-life segment: combined ratio remains strong

Combined ratio below 100% for all Non-life product lines

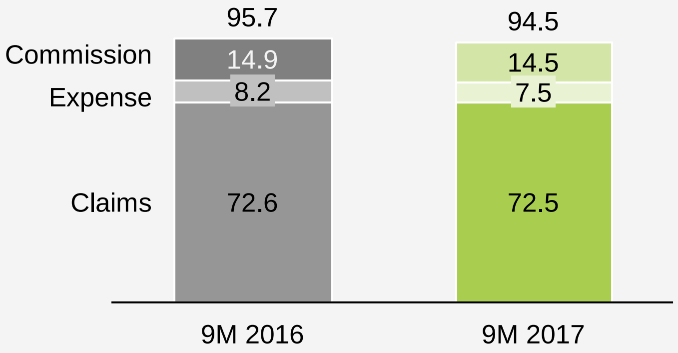
Operating result (€ mln)



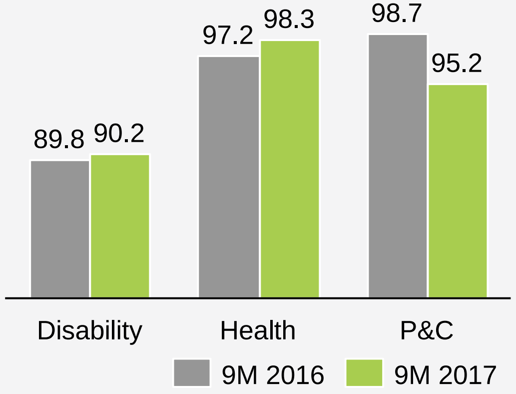
Gross written premiums (€ mln)



Combined ratio (%)



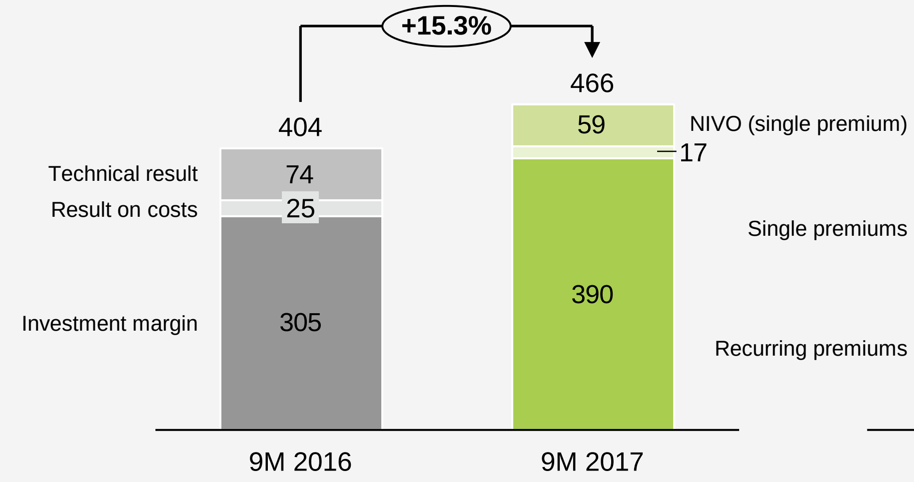
Combined ratio - product line (%)



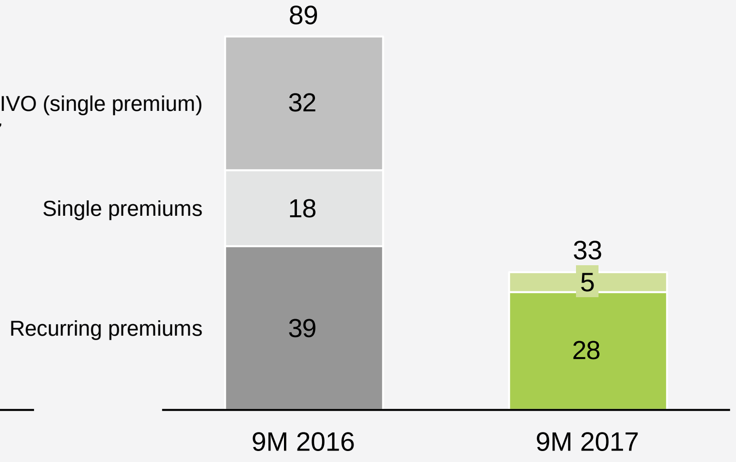
- Operating result up 42.4% to € 141m in 9M 2017, reflecting particularly strong results in H1 and a stable Q3
- CoR improves 1.2%-p to 94.5% driven by broad-based improvement in claims ratio, expense ratio and commission ratio. CoR remains ahead of target (<97%)
- P&C CoR improves 3.5%-p, primarily reflecting low claims in H1 and better underwriting. Q3 shows seasonal effect in Travel & Leisure and uptick in large claims
- Disability continues strongly ahead of target (<93%) in 9M 2017, based on sound underwriting results
- Health shows premium increase from better pricing and new customers
- GWP up € 103m to € 2,043m as a result of growth in premiums in all business lines

Life performance: driven by investment margin

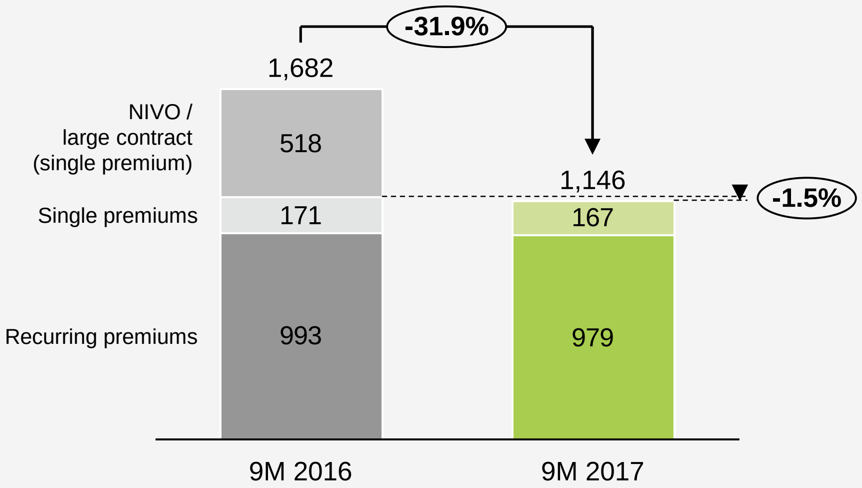
Operating result (€ mln)



New business (APE) (€ mln)



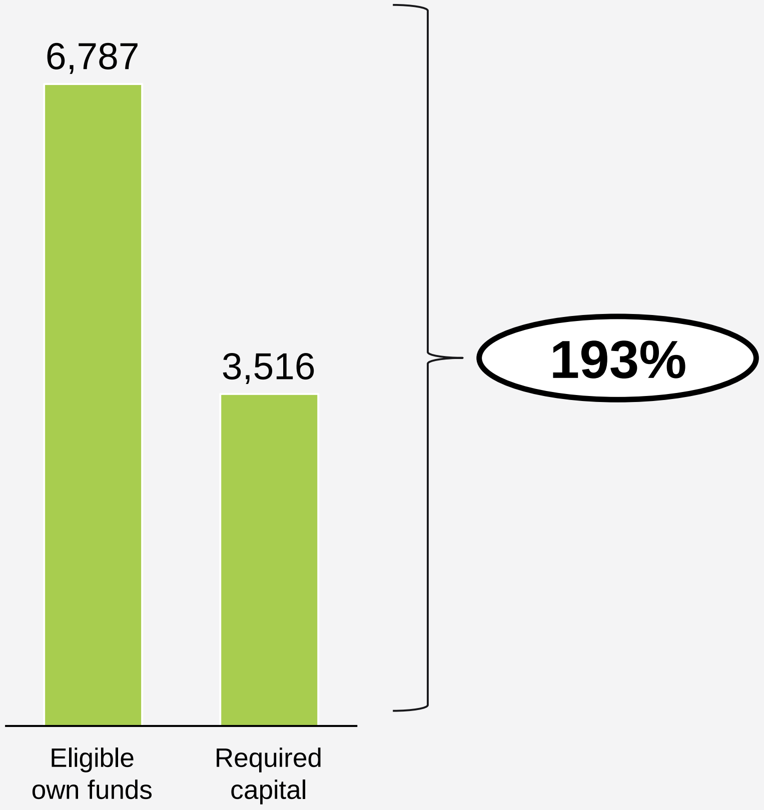
Gross Written Premiums (€ mln)



- Operating result of the Life segment up 15.3% to € 466m
- Investment margin up € 85m due to management actions (+ € 34m) and higher release of realized gains reserve (+ € 51m)
- Result on cost down € 8m due to lower cost coverage (- € 23m), mainly reflecting decline of Individual Life book. Strict cost control remains focus point for the Life segment
- Technical result lower mainly due to mortality result, driven by incidental influenza wave in H1 2017 and a one-off gain in 2016
- Recurring premiums remained fairly stable; higher Pension premiums and stable Funeral premiums, offset by the decline of the Individual Life business

Solid Solvency II-ratio at 30 September 2017

Solvency II* (€ mln)



ΔH1 2017: - € 9m + € 12m

- Solvency II-ratio* (standard formula), remains robust at 193% (30/6: 194%)
- Organic capital creation (+3%-p), market and other developments (+1%-p), impact of lower VA (-2%-p) and deployed for repurchase of own shares (-3%-p)
- Increase of eligible own funds of € 92m before share-repurchase
- Inaugural RT1 hybrid bond placed in October 2017 (€ 300m @ 4.625%); Q4 SII uplift of 8%-p
- Tier 1 capital comprises 85% of total own funds
  - Tier 1 capital alone represents 164% of SCR
  - Restricted Tier 1: € 204m
  - Tier 2: € 1,005m
  - Tier 3: € 10m
- Significant further headroom available:
  - Tier 1: € 1,188m (before issuance of RT1 bond of € 300m in October 2017)
  - Tier 2&3: € 743m

* Excluding a.s.r. Bank

Solid financial performance driven by strong business results in 9M 2017

a.s.r. de nederlandse verzekerings maatschappij voor alle verzekeringen

Financial results driven by strong operating performance

- Operating result up 23.6% to € 550m, mainly due to improved combined ratio in Non-life and higher results in Life driven by significant increase in investment margin
- Operating result in Q3 2017 of € 165m, up € 19m from Q3 2016
- Operating ROE at 16.4%, well above target of 'up to 12%'

Robust Solvency II-ratio at 193% on standard formula

- Solid organic capital creation sustained in Q3 (+3%-p) and positive effect from market and other developments (+1%-p) partly offset by the impact of the lower VA (-2%-p); remainder deployed for repurchase of own shares (-3%-p)

Profitable growth and underwriting drive strong combined ratio

- Strong combined ratio of 94.5% as a result of expertise and continuous pursuit of profitable growth, benefitting from favourable weather conditions in H1

Operating result

€ 550m

+23.6%

(9M 2016: € 445m)

Operating ROE

16.4%

Target: up to **12%**

(9M 2016: 14.8%)

Solvency II (SF)*

193%

-1%-p

(30 June 2017: 194%)

Combined ratio

94.5%

Target < **97%**

(9M 2016: 95.7%)

Gross written premiums

€ 3,096m

-12.0%

(9M 2016: € 3,518m)

* Excluding a.s.r. Bank

Contact details

a.s.r.
de nederlandse
verzekerings
maatschappij
voor alle
verzekeringen

Investor Relations	ir@asr.nl
Michel Hülters	T +31 (0)6 15 49 95 69
Barth Scholten	T +31 (0)6 30 44 15 71
Vincent Uriot	T +31 (0)6 10 44 82 34

Well-diversified and robust investment portfolio

a.s.r. de nederlandse verzekerings maatschappij voor alle verzekeringen

Assets (€ billion, fair value) *	31 Dec. 2016	30 Sept. 2017	Delta
Fixed income	26.0	23.6	-2.4
Equities	2.2	2.5	0.3
Real estate	3.2	3.2	-
Mortgages / other loans	7.2	8.0	0.8

- Rise in interest rates impact fair value of fixed-income securities
- Re-allocation of market risk budget to equities, mortgages and other loans; allocation to real estate stable at the current level
- Further increase in mortgage exposure. High-quality mortgage portfolio further improved the credit performance with better arrears positions and incurred foreclosure losses at < 2 bps
- Vacancy rates decreased due to redevelopments and new contracts in retail and sale of non-core office locations
- Lower swap spread exposure under the Solvency II regime by exchanging long-dated core government bonds for a combination of short-duration instruments and receiver swaps

* This presentation is on an investment portfolio basis (from an asset management perspective) and distinguishes different investment categories compared to IFRS

Disclaimer

a.s.r.
de nederlandse verzekerings maatschappij voor alle verzekeringen

Cautionary note regarding forward-looking statements

The terms of this disclaimer ('Disclaimer') apply to this document of ASR Nederland N.V. and all ASR Nederland N.V.'s legal vehicles and businesses ('ASR Nederland'). Please read this Disclaimer carefully.

Some of the statements in this document are not (historical) facts, but are ‘forward-looking statements’ ('Statements'). The Statements are based on our beliefs, assumptions and expectations of future performance, taking into account information that was available to ASR Nederland at the moment of drafting of the document. The Statements may be identified by words such as ‘expect’, ‘should’, ‘could’, ‘shall’ and similar expressions. The Statements can change as a result of possible events or factors.

ASR Nederland warns that the Statements could entail certain risks and uncertainties, so that the actual results, business, financial condition, results of operations, liquidity, investments, share price and prospects of ASR Nederland could differ materially from the Statements.

The actual results of ASR Nederland could differ from the Statements, because of: (1) changes in general economic conditions; (2) changes of conditions in the markets in which ASR Nederland is engaged; (3) changes in the performance of financial markets in general; (4) changes in the sales of insurance and/or other financial products; (5) the behavior of customers, suppliers, investors, shareholders and competitors; (6) changes in the relationships with principal intermediaries or partnerships or termination of relationships with principal intermediaries or partnerships; (7) the unavailability and/ or unaffordability of reinsurance; (8) deteriorations in the financial soundness of customers, suppliers or financial institutions, countries/states and/or other counterparties; (9) technological developments; (10) changes in the implementation and execution of ICT systems or outsourcing; (11) changes in the availability of, and costs associated with, sources of liquidity; (12) consequences of a potential (partial) termination of the European currency: the Euro or the European Union; (13) changes in the frequency and severity of insured loss events; (14) catastrophes and terrorist related events; (15) changes affecting mortality and morbidity levels and trends and changes in longevity; (16) changes in laws and regulations and/or changes in the interpretation thereof, including without limitation Solvency II, IFRS and taxes; (17) changes in the policies of governments and/or regulatory- or supervisory authorities; (18) changes in ownership that could affect the future availability of net operating loss, net capital and built-in loss; (19) changes in conclusions with regard to accounting assumptions and methodologies; (20) adverse developments in legal and other proceedings and/or investigations or sanctions taken by supervisory authorities; (21) risks related to mergers, acquisitions, and divestments (22) other financial risks such as currency movements, interest rate fluctuations, liquidity, and credit risks could influence future results and (23) the other risks and uncertainties detailed in the Risk Factors section contained in recent public disclosures made by ASR Nederland.

The foregoing list of factors and developments is not exhaustive. Any Statements made by or on behalf of ASR Nederland only refer to the date of drafting of the document, except as required by applicable law. ASR Nederland disclaims any obligation to update or revise and publish any expectations, as a result of new information or otherwise. Neither ASR Nederland nor any of its directors, officers, employees do give any statement, warranty or prediction on the anticipated results as included in the document. The Statements in this /document represent, in each case, only one of multiple possible scenarios and should not be viewed as the most likely or standard scenario.

All figures in this document are unaudited. Small differences are possible in the tables due to rounding.

ASR Nederland has taken all reasonable care in the reliability and accurateness of this document. Nevertheless, it is possible that information contained in this document is incomplete or incorrect. ASR Nederland does not accept liability for any damages resulting from this document in case the information in this press release is incorrect or incomplete.

This document does not constitute an offer to sell, or a solicitation of an offer to buy, any securities.