a.s.r.

de nederlandse
verzekerings
maatschappij
voor alle
verzekeringen

a.s.r. investor presentation

September 2014

a.s.r. highlights

- 1. Composite insurer, 4th in the Dutch market, leadership especially in profitable disability segment
- 2. Although owned by the Dutch state, a.s.r. never received any form of state aid
- 3. Solidly on track to return to the private market
- Continued strong financial performance with further improvements in H1 2014
 (H1 2014: ROE > 11%; combined ratio all businesses <100%; Solvency I ratio at 284%)
- 5. Planning for capital optimization transaction

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- A1: Latest financial results
- A2: a.s.r. investment case further information
- A3: Investment portfolio
- A4: Management & Supervisory Board

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Section 1

Introduction to a.s.r.

a.s.r.'s profile – a diversified business model

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Description

- a.s.r. is a generalist insurance company with a long history and has the number 4 position in the Dutch market. As a purely Dutch player, a.s.r. is represented in all major insurance segments for retail and SME/self-employed
- The history of a.s.r. dates back to 1720. The current company was created after merger of 'ASR Groep' and 'Fortis Amev' in 2000. Until 2008, a.s.r. was part of the Fortis concern, after which the Ministry of Finance acquired all Dutch entities of Fortis Holding including a.s.r. No state aid or capital support has been received by a.s.r.
- Over the years, a.s.r. has added several brands to its portfolio, e.g. Europeesche Verzekeringen (1920), De Amersfoortse (1938), Ardanta (1965), Falcon Leven (1981) and Ditzo (2007)
- a.s.r. has a balanced and diversified revenue stream arising from non-life and life business
 - Non-life business (59% GWP¹): property & casualty, disability, health insurance
 - o Life business (41% GWP): life individual, funeral, bank, pensions
- a.s.r. is headquartered in Utrecht, the Netherlands and it has c. 3,600 employees

Key financials² (€m)

	2011	2012	2013	H1 2013	H1 2014
Gross written premium	4,437	4,290	3,923	2,345	2,250
Operating expenses	(621)	(587)	(548)	(276)	(267)
Net profit	212	255 *	281	110	161
RoE	9%	14.1%*	10.6%	8.8%	12.3%
Solvency I	230%	293%³	268%	283%	284%

^{*} Reported for 2012, before change in accounting policies under IAS19R

Key brands

Core brands

· a.s.r.: premium retail brand

• De Amersfoortse: premium SME brand

Ditzo: challenger online-market

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Source: Company data

Notes

- Ratio includes health; excluding health, the Non-life/Life ratio would be 52/48%
- 2. As reported by the company
- 3. Solvency includes UFR (Ultimate Forward Rate), which has been applied since 2012, as prescribed by the regulator (DNB)"

Management and company structure

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Management Board



J.P.M. (Jos) Baeten (1958)

Responsibilities: Human resources, Marketing, Integrity, Audit, Legal, Communication and Business Support



H.C. (Chris) Figee (1972)

Responsibilities: Finance, Accounting, Reporting & Control, Financial Markets, Risk Management



K.T.V. (Karin) Bergstein (1967)

Board member

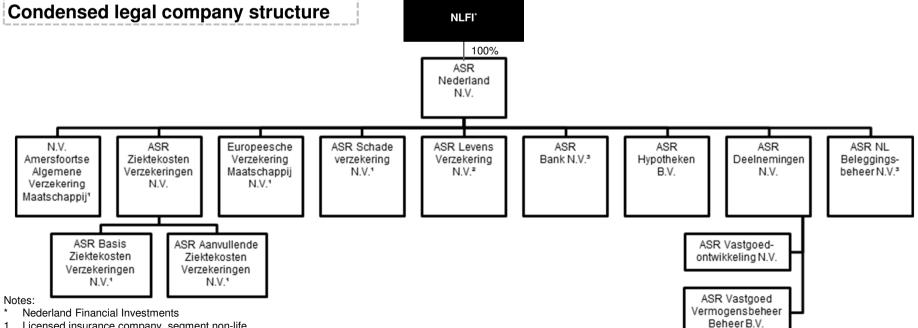
Responsibilities: Individual Life, P&C, Europeesche, Funeral (Ardanta), Bank, Intermediary Distribution & Sales



M.H. (Michel) Verwoest (1968)

Board member

Responsibilities: Pensions, Disability, Health, Real Estate, ITC

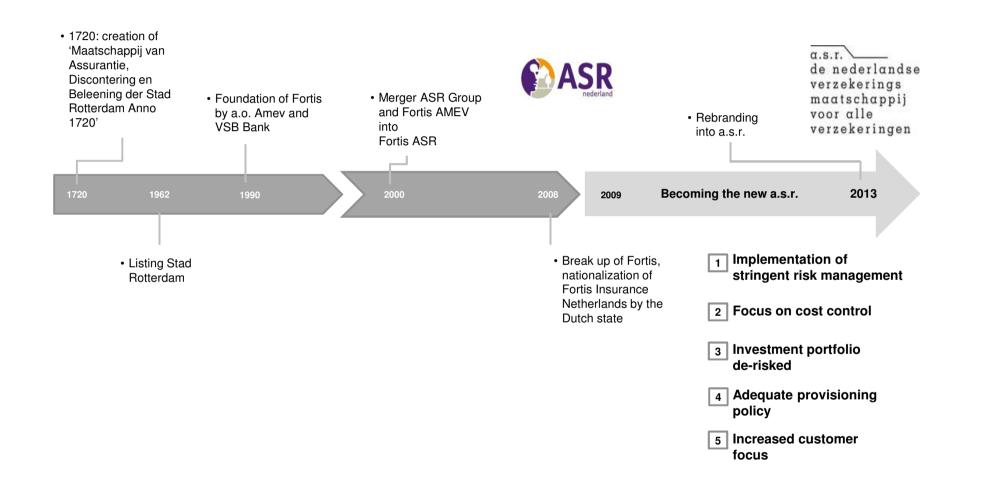


- Licensed insurance company, segment non-life
- Licensed insurance company, segment life
- Licensed bank/investment institution, segment other

a.s.r. story

a.s.r.

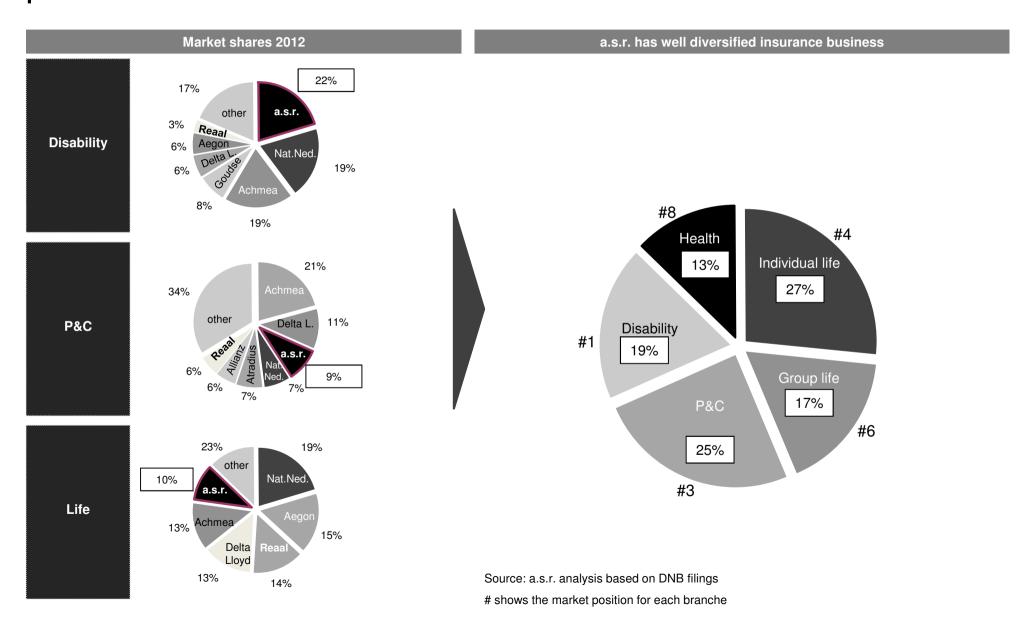
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100% ownership by Dutch Government, but no state aid received a.s.r. is on track for its forthcoming privatisation

a.s.r. is a composite insurer with a strong position in the Dutch market

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Clear group strategy supporting financial stability

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a.s.r.'s strategy focuses on customer value creation, cost control and a solid financial framework, creating a compelling investment case

Customer

- · Focus on retail customers, self-employed and SME
- Simple and transparent products with efficient processes, high level of straight-through processing (STP)
- Excellent underwriting and claims handling, e.g. setting differentiated prices for risks
- · Applying best-in-class investment knowledge for Life

Clear group strategy

Cost control

- Efficient, simple processes (first time fix)
- · Disciplined cost approach throughout the organisation
- Simple, lean organization. Lower cost base combined with costs flexibility

Solid financial framework

- Solid, high-quality earnings supporting internal capital generation
- Strong underlying solvency and capitalisation
- · Applying a conservative risk profile which meets risk appetite by
 - o having a strict risk framework in place
 - supported with a robust investment policy

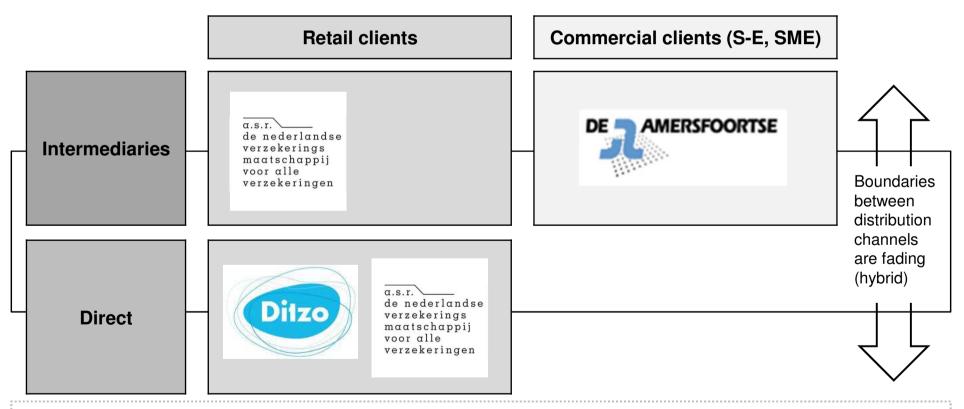
Notes:

Diversified, multichannel approach to distribution, underpinned by well-known brand names

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Overall distribution strategy and brands

- · a.s.r. has a strong position in the Dutch market and an extensive distribution platform based on its broker channel
- In the SME segment distribution mainly takes place via brokers, which allows a.s.r. to benefit from its strong position in the broker channel
- In the retail segment, the client's preference shows a shift to hybrid distribution (i.e. direct channel next to the broker channel)
 - o In response to this hybrid distribution preference, a.s.r. has successfully positioned Ditzo



- a.s.r.
- De Amersfoortse
- Ditzo
- Europeesche Verzekeringen

Label for retail clients, distributed mainly via intermediaries

Will transform from an income protection insurer to an insurer for commercial clients

On-line provider of P&C and health insurance for more price conscious clients

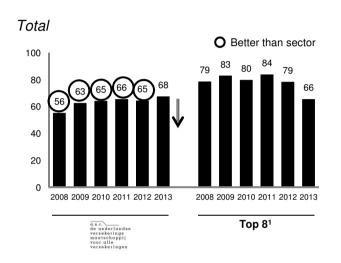
Insurer for travel and leisure insurance

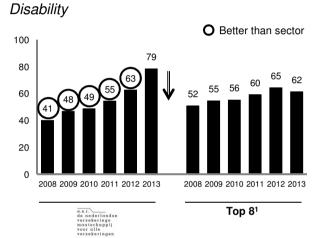
Sophisticated underwriter with better-thanmarket underwriting results ...

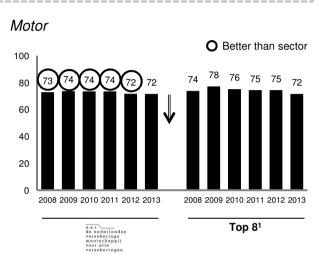
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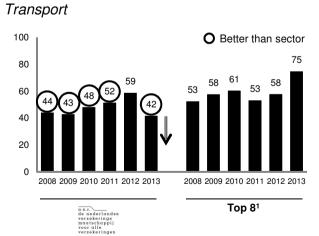
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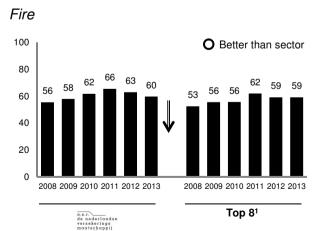
Non-life gross claims ratios²: a.s.r. is better than market average in most segments

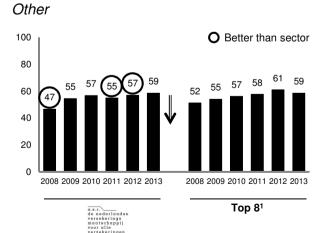












H1 2014 development Source: DNB data 2013

Notes: 1 Average top 8 excl. Basic & Supp. (Achmea, a.s.r., ING, Delta Lloyd, SNS Reaal, Allianz, Aegon, Uvit)

2 Gross claims/GWP

... as further evidenced by H1 2014 figures

verzekeringen

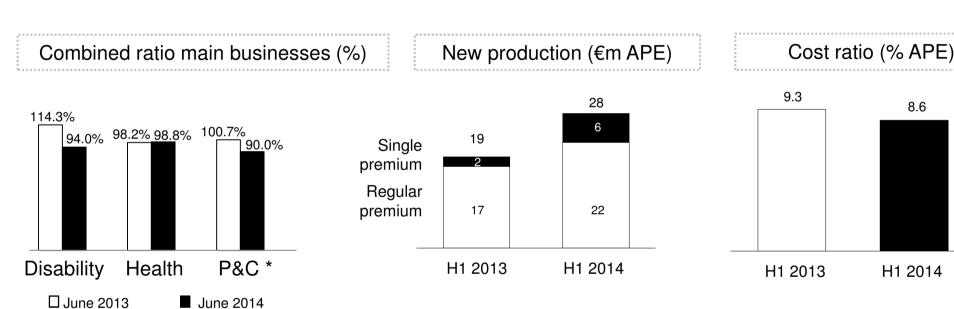
8.6

Life Non-life

Combined ratio's below 100% for all businesses

* Including Travel & Leisure insurance

New production improved while efficiency further improves



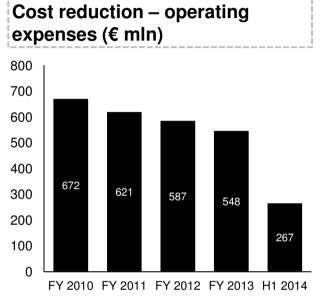
Insurance performance indicators moving in the right direction due to value over volume strategy

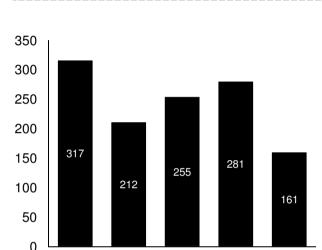
Source: DNB data 2014

Leading to continued strong financial performance ...

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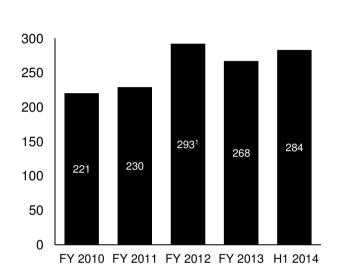
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FY 2010 FY 2011 FY 2012 FY 2013 H1 2014

Profitability – net results (€ mln)



Solvency (%)

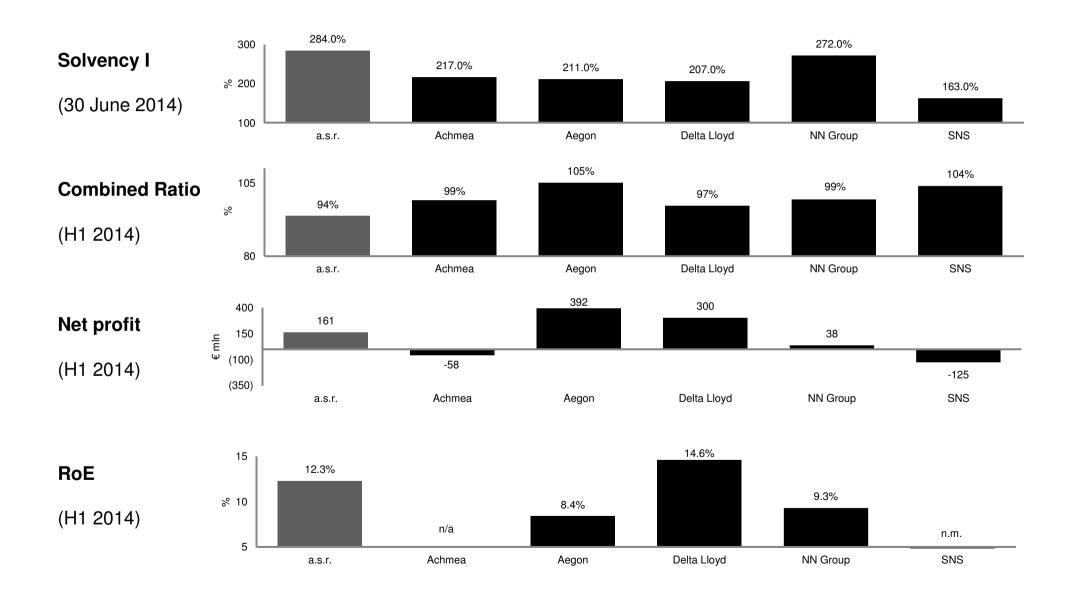
1 Since 2012 including UFR

Outlook

- Ongoing focus on cost reduction and a disciplined approach towards costs
- Continued robust underwriting performance
- In terms of overall revenues, a.s.r. expects its topline to stabilise at approx. €4bn, driven by diversification
- Firm strategic commitment to maintaining strong solvency ratio on solvency I and economic capital basis
- Target underlying rating within "A" category

... also when compared to Dutch peers

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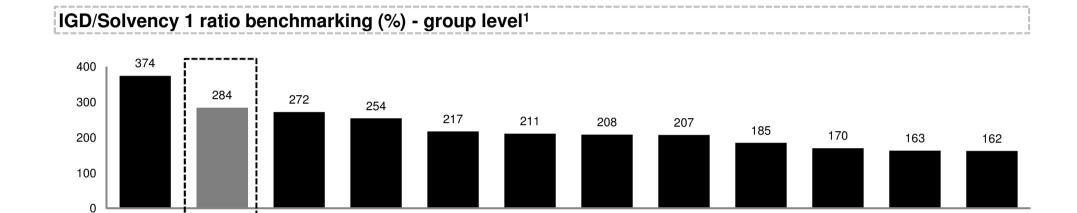
Robust balance sheet – also in broader European perspective

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SNS

Generali

Aviva

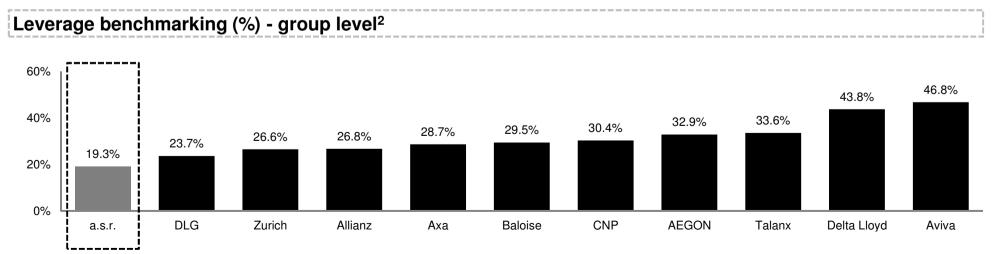


AEGON

Ageas

Delta Lloyd

Allianz



Source: Company information (latest disclosure), Broker and credit reports Notes:

CNP

NN

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Axa

Achmea

¹ ING, Aviva, Achmea, DLL and AEGON report IGD solvency ratios. The remainder of the peer group report Solvency I ratios

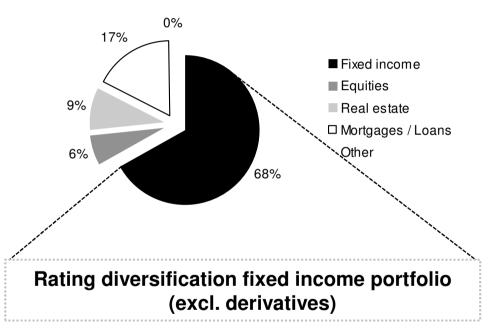
Diversified investment portfolio

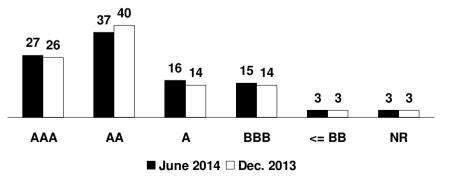
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Optimizing risk profile within investment framework

Assets (€ billion, fair value) *	June 2014	Dec. 2013
Fixed income	20.9	18.8
Equities	2.0	2.1
Real estate	2.8	2.7
Mortgages / other loans	5.4	4.9
Other **	0.1	0.1
Total investments	31.2	28.6
Investments on behalf of policyholders	8.1	8.0
Other assets	7.2	6.8
Total assets a.s.r.	46.5	43.4
Adjustment fair value versus book value (real estate & loans)	-1.0	-1.0
Total balance sheet a.s.r.	45.5	42.4

Composition investment portfolio June 2014





^{*} Rounding differences appear

^{** &#}x27;Other' mainly represents equity associates

Strong and Stable Credit Ratings

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Entity	Grade	Outlook
ASR Levensverzekering N.V.	A	Stable
ASR Schadeverzekering N.V.	A	Stable
ASR Nederland N.V. (holdco)	BBB+	Stable
Business Risk Profile: Strong	Financial Risk Profile: Strong	Other Factors
 Strong competitive position owing to the group's diverse position in the Dutch life and non-life markets. Low industry and country risk given the weight of Dutch non-life sales and 	 Very strong capital and earnings. Capital is in the 'A' range at present. However, we believe capital and earnings will improve to the 'AA' range by 2016. We also anticipate that quality of 	exceptional liquidity owing to the
a.s.r.'s shrinking life portfolio.	capital will improve over time, with total adjusted capital continuing to rely mainly on shareholders' equity.	

Capital considerations

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1. Will a.s.r. increasingly realize capital gains in run up to privatization?

- Earnings profile shifting from investment returns to underwriting result, in line with strategy. Increase H1 2014 vs H1 2013 already majority driven by further increased underwriting profits
- Potential from 'unrealised' capital gains exist, but a.s.r. does not deliberately realize capital gains. In H1 2014 capital gains were primarily the by-product of investment portfolio re-allocations and in H1 the bulk of capital gains were reversals of impairments taken in previous years

2. Will a.s.r. be tempted to use its robust capital position to aggressively pursue acquisitions?

- a.s.r. has a strong capital position, yet acknowledges that capital and resilience needs to be measured from several perspectives (Solvency I, Solvency II, S&P capital model, TSC). a.s.r. will continue to delivery solid organic free capital generation
- a.s.r. views consolidation in the Dutch market seems as unavoidable, however:
 - o a.s.r. is committed to a strict and prudent risk appetite and maintains capital buffers above minimum levels
 - o a.s.r. is committed to maintain single A rating

Summary of key investment highlights

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Diversified business mix in an Aaa / AAA/ AA+ rated country

Sophisticated underwriter with focus on cost control across business lines

Highly experienced and diverse management team

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Diversified multichannel approach to distribution

3

Strong and stable 'A'¹
ratings profile by
Standard & Poor's

Proven strong financial performance 2009 – 2014

Conservative risk management and robust investment policies

Strong solvency position. Strong organic capital generation. Low underlying leverage

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Appendices

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A1: Latest financial results

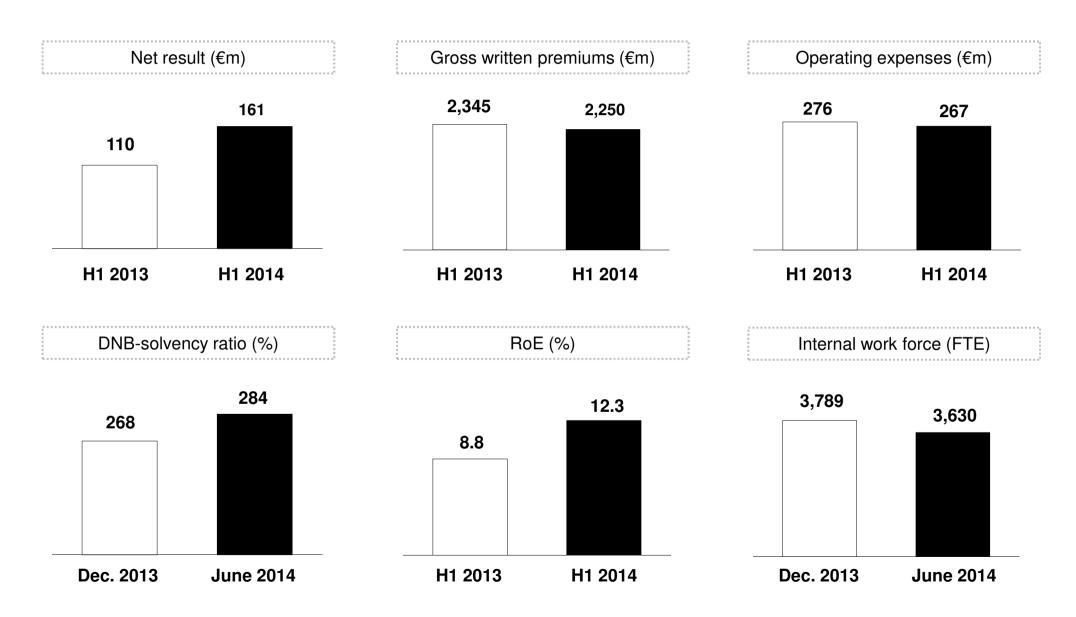
Key messages from H1 2014 results announcement

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- Net result at € 161 million from € 110 million at 30 June 2013
 - Excluding additional WGA-ER expense of €39 million in H1 2013, net result was up 8% from €149 million to
 €161 million
- DNB solvency remains robust at 284% (31 December 2013: 268%)
- Gross written premiums Non-life business stable at €1,415 million (H1 2013: €1,410 million); down to €916 million in Life business in line with the market (H1 2013: €1,013 million)
- Significant improvement in Non-life combined ratios. Combined ratios are well below 100% across Non-life businesses
- Decrease in operating expenses for the sixth consecutive year; down 3% to € 267 million, with continuing investments in new initiatives
- a.s.r. is on track for forthcoming privatization

Key financials

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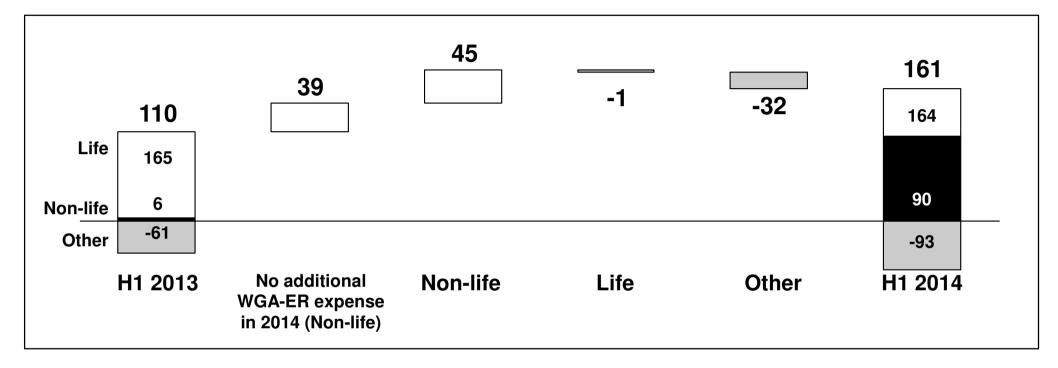


Net result improved to € 161 million

Contribution mainly from underwriting performance improvement

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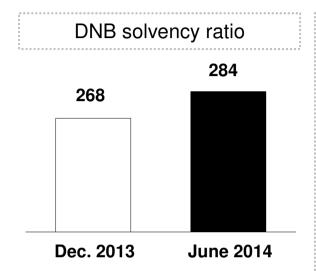
(€ million)



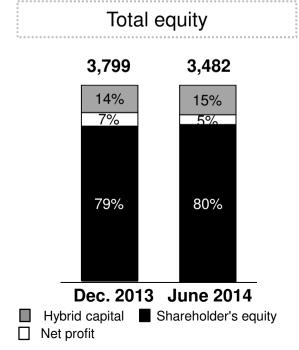
- Segment Non-life: net result strongly up thanks to better claims prevention and handling and lower operating costs, besides an additional expense for WGA-ER of € 39 million in 2013. The combined ratio improved from 104.0% (excluding additional expense WGA-ER: 99.3%) to 93.7%. Combined ratio is below 100% across the Non-life businesses
- Segment Life: net result stable. Cost savings and higher investment income (e.g. positive impairment reversals) offset incidental insurance expenses
- Segment Other: net result affected by costs associated for a.s.r.'s privatisation, higher provisions, investments in new initiatives and further scaling back the risks in the property development portfolio

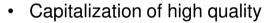
Solvency remains strong

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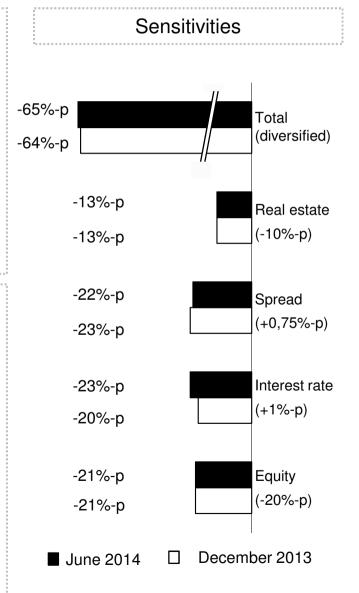


- Improvement in DNB solvency ratio to 284% thanks mainly to a fall in interest rates
- Sensitivities of DNB solvency remained stable
- a.s.r. robustly capitalized based on other solvency requirements (TSC, SII, Ecap)





- Organic capital growth rate of 1.5 2.0 percent per month during H1 2014
- Continued robust total equity
- In 2014, total equity was affected by a lower discount rate for the valuation of the IAS 19 pension liability (€ -462 million)
- Hybrid Tier 1 capital stable at
 € 515 million
- Total equity includes € 782 million in unrealized gains and losses for real estate (2013: € 784 million)



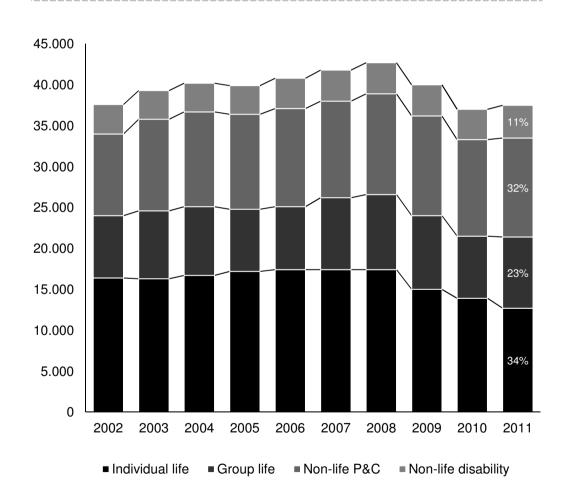
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A2: a.s.r. investment case – further information

Mature Dutch insurance market is focused on cost control and innovation

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Premium volume Dutch insurance market (€ mln)



Comments

Annual growth premium volume 2002-2011

Disability : + 1.3%
 P&C : + 1.9%
 Group life : + 1.3%
 Individual life : - 2.7%

Overall growth perspectives

- Disability/health: aging population leads to increase of healthcare expenses
- P&C: growth with inflation
- Group life: increased market share for insurers; more potential if interest rate increase, as Defined Benefit schemes will become more attractive
- Individual life: due to long duration policies AuM will slowly decrease coming years, new sales perspective for all biometric risks

Conclusion

- · Market growth will be limited going forward
- Insurers will focus on operational efficiency, cost control and innovation
- a.s.r. strategy to focus on 'value over volume'

Source: Financial annual report insurance sector

Well known brands and a diversified distribution network

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Key brands

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- a.s.r. is the label for private individuals operating in Life and nonlife insurance policies, mortgages and savings and investment products are primarily sold through the intermediary channel
- The a.s.r. label also includes insurance for corporate clients

Distribution channel

 a.s.r. uses a hybrid distribution model, which has been designed to allow customers to manage their insurance themselves and solicit advice when they need it



- De Amersfoortse is developing as the number one insurance label for business owner
- Pension insurance was added to the portfolio of income protection and health insurance in 2013
- De Amersfoortse is transforming from an income protection insurer to the insurance company for business owners in the Netherlands
- De Amersfoortse's products and services are sold exclusively through intermediaries



- Ditzo is the online provider of non-life and health insurance policies for people who like to manage their insurance themselves
- A direct service offering. Customers can take out household contents insurance, third-party liability insurance, residential premises insurance, travel and motor vehicle insurance, and health insurance online



Europeesche Verzekeringen specializes in travel and leisure insurance. Its product offering ranges from multi-trip travel insurance and classic car insurance to hobby and wedding insurance

 Europeesche Verzekeringen sells insurance policies through the intermediary channel and through specialist partners to offer tailor-made policies to its customers

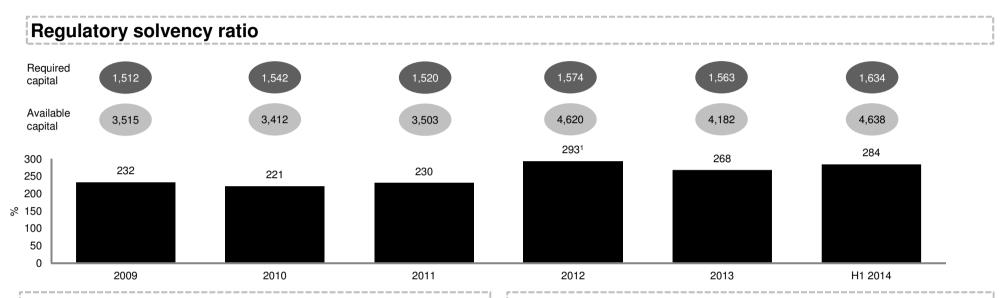


· Ardanta is a specialist in funeral insurance

 Ardanta collaborates mainly with independent intermediaries, however products are sold in partnership with undertakers as well

Strong solvency position

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Solvency

- a.s.r. has adopted a market value based risk framework
- An economic capital model (ECAP) has been developed based on Solvency II principles with some company-specific characteristics
 - o a.s.r. consistently meets/exceeds it's ECAP requirements
- Organisation/internal processes meet Solvency II requirements
- For regulatory purposes, a.s.r. complies with Solvency I. Solvency is being monitored by a.s.r. on an after-stress basis
- In 2013, a.s.r. participated in the TSC review (theoretical solvability criterion) by DNB. a.s.r.'s TSC ratio is well above 100%
- a.s.r.'s solvency II ratio is well-above its target
- Organic capital growth rate of 1.5 2.0 percent per month during H1 2014

Managing risk and capital

- · a.s.r. has a strict capital allocation policy
- The budget for market risks is being allocated based on the ECAP model
- Given the level of available capital, the risk budgets for the various risk categories are allocated (dynamic asset allocation policy)
- As part of a.s.r.'s risk management process, frequent monitoring of various metrics takes place and measures are taken if necessary
- As a result of a.s.r.'s disciplined risk management approach, the Solvency I ratio of a.s.r. is one of the highest in the Dutch market
- Furthermore, a.s.r. has a conservative leverage policy
- The relatively solid capital position allows a.s.r. to take slightly higher market risks than other insurers in the Dutch market

Source:

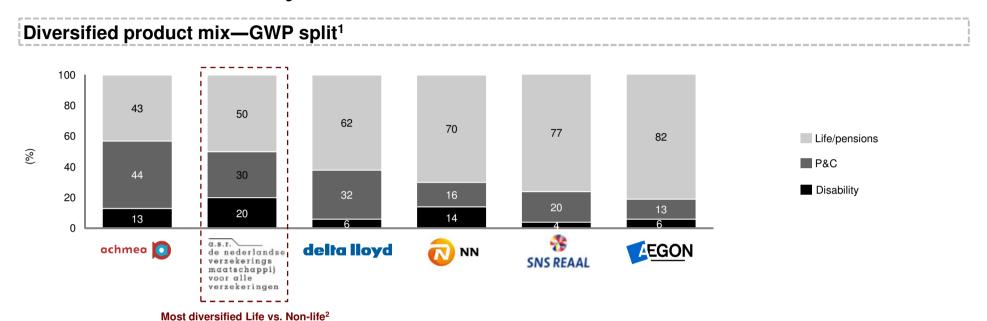
Company data Solvency includes UFR (Ultimate Forward Rate), which has been applied since 2012, as prescribed by the regulator (DNB)

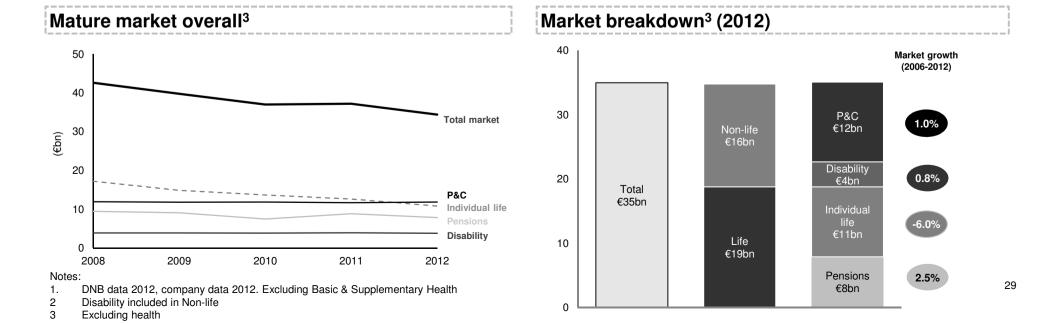
Composite insurer with strong market positions in an AA+ country

offering in Dutch market

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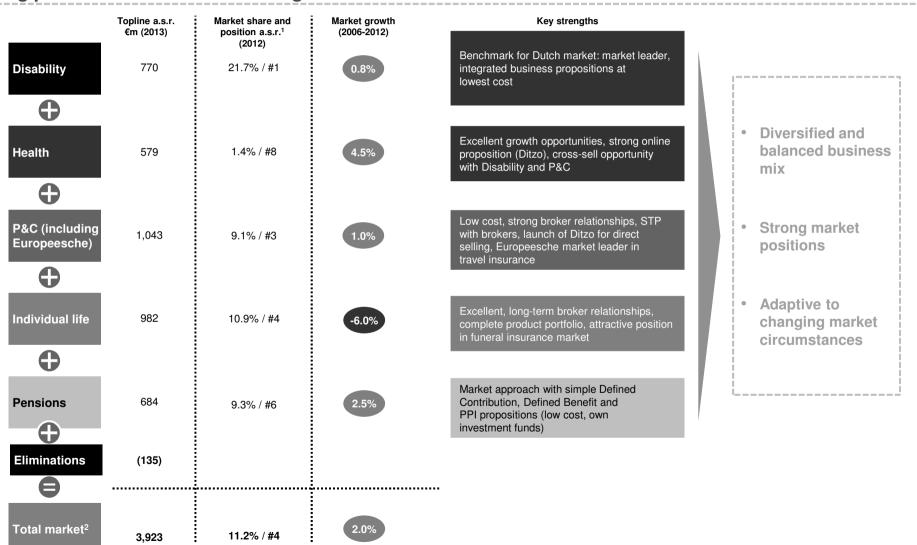




Composite insurer with strong market positions in an AA+ country

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Strong position in most attractive segments



Source: Company data 2013; DNB data 2012

Note:

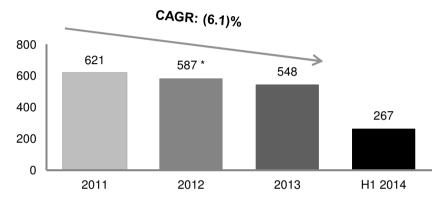
Based on GWP

Pure health players excluded in ranking

Strong and proven cost control across business lines with scope for further efficiencies

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Operating expenses (€m)

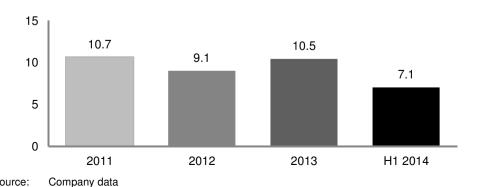


* Reported for 2012, before change in accounting policies under IAS19R

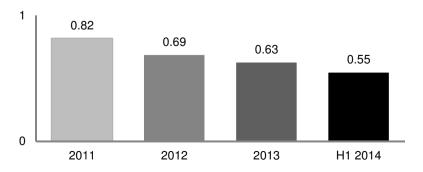
Comments

- a.s.r. is a flexible, agile organisation and has a disciplined way of implementing strategy while adapting to the fast changing environment
- It simplifies products and implements processes with high degree of Straight Through Processing (STP)/first time fix
- The organisation is moving towards a less complex and more effective IT landscape with a lower and flexible cost level, using standard market solutions
- a.s.r. has taken important steps to reduce costs through several initiatives
- a.s.r. further decrease of its cost base during 2014-2016, via e.g. further variabilisation of costs and operational excellence

Operating expenses/GWP ratio non-life (%)



Operating expenses/technical reserves ratio (%)



Demonstrated risk management skills and robust investment policy

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Provisioning policy

- Over the last years, provisioning has been sufficient, both under IFRS LAT and DNB TRT
- · Provisioning policy is such that reserves are adequate under Solvency II
- · Best estimate valuations under IFRS LAT and Solvency II are in line
- In contrast to some peers, impact of longevity is fully recognized. There
 is a natural hedge of mortality and longevity risks. Latest mortality tables
 used as standard policy
- · LAT surplus available in both non-life and life reserves
- Risk margins are based on a cost of capital approach, without applying haircuts
- a.s.r. uses relatively conservative cost of capital rates between 4% (Life and Health STL) and 6% (P&C)

Diversification

- a.s.r. is active in all major insurance segments in the Dutch market: Property & casualty, Travel, Disability, Health, Individual life, Bank and Pensions
- Its well-diversified portfolio creates diversification benefits between and within the different business lines and, as a result, a balanced exposure to the different Dutch insurance sub-markets. Examples of diversification benefits
 - o Cross sell opportunities between business lines
 - Diversification of biometric risks due to a natural hedge between mortality (e.g. funeral) and longevity (e.g. pensions) risks

Non-life

- The prudency level that a.s.r. applies when calculating the non-life reserves is above the average of the Dutch market
- a.s.r. applies the prudency level at the level of "risk groups". When
 these risk groups are aggregated to a consolidated a.s.r. level,
 prudency will increase, especially versus some of its peers

Robust investment policy & integrated asset manager

a.s.r. asset management

- Managing the asset portfolio of total balance sheet of €42 billion as of end 2013
- Internal low cost asset management company with dedicated fund management range (cost < 7 basispionts of AuM)

Investment framework

- · Dynamic risk budgeting and asset allocation strategy
- Liability based investment policy; close cooperation with Financial Risk Management and business lines
- Focus on core areas of expertise with strong track records; outsource other activities to external asset managers
- Principles of Social Responsible Investing fully integrated in investment process; a.s.r. rated #1 by 'fair insurance guide'

Added value for a.s.r.

- Complete asset manager, including portfolio management, back office, accounting & reporting services
- · Sustainable contribution to a.s.r. P&L

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A3: Investment portfolio

Higher value fixed income portfolio as a result of lower interest rate environment

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Key highlights

- Government portfolio made up mainly of Dutch and German government bonds
- Financials portfolio is well diversified across countries, issuers and level of subordination
- Increase in value of fixed-income portfolio due to lower interest rates and a decrease in credit spread
- Switch in H1 2014 from Dutch government bonds and equities to French government bonds and selective reinvestments in peripheral countries
- Selective decrease of investments in (subordinated) financials are offset by higher revaluations
- Growth in derivatives portfolio, used for hedging interest rate risk, due to lower interest rates

Governments (€m)	June 2014	Dec. 2013	Delta
Netherlands	3,694	4,154	-11%
Germany	3,179	2,955	8%
Austria	601	554	9%
Belgium	711	657	8%
Supranationals	429	367	17%
France	569	224	154%
Periphery	563	36	n/a
Other	645	691	-7%
Total	10,391	9,638	8%

Fixed income (€m)	June 2014	Dec. 2013	Delta
Government	10,391	9,638	8%
Financials	4,675	4,608	1%
Structured	608	600	1%
Corporate	3,672	3,434	7%
Derivatives	1,566	511	n/a
Total	20,912	18,791	11%

Financials (€m)	June 2014	Dec. 2013	Delta
Senior	1,485	1,548	-4%
Tier 2	1,382	1,211	14%
Tier 1	710	911	-22%
Covered	937	810	16%
Other *	161	128	26%
Total	4,675	4,608	1%

^{*} Includes preferred securities

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Controlled growth of the mortgage portfolio and small reduction of equity exposure

Key highlights

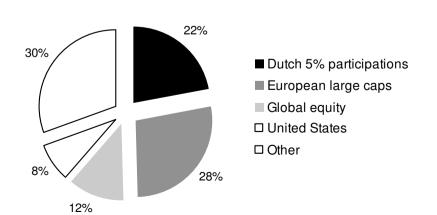
Mortgages

- · Increase in mortgages in accordance with investment policy
- Sales of new mortgages mainly in government guaranteed (NHG) segment
- 89% of mortgage portfolio is either a NHG-guaranteed mortgages or has LtFV below 100%

Equities

- Decrease in equity exposure as a result of divestment, partly compensated by revaluation
- · Downside risk protected through put option structure

Composition equity portfolio June 2014



Mortgages (€m, book value) *	June 2014	Dec. 2013	Delta
LtFV < 75 %	909	862	5%
LtFV < 100 %	562	601	-6%
LtFV < 125 %	490	463	6%
LtFV > 125 %	62	52	19%
NHG	3,195	2,798	14%
Total	5,218	4,776	9%

^{*} Loan to Foreclosure Value at originated value, no index applied

Equities (€m)	June 2014	Dec. 2013	Delta
Equities	1,740	1,700	2%
Private equities	88	103	-15%
Hedge funds	1	2	-50%
Other funds	160	245	-35%
Derivatives	3	9	-67%
Total	1,992	2,059	-3%

Diversified real estate portfolio remains of high quality

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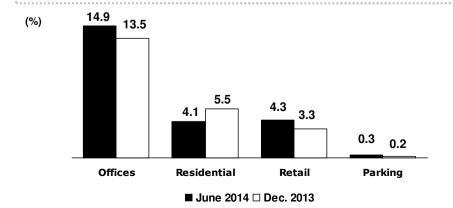
Key highlights

- · Quality of real estate portfolio stable in difficult market circumstances
- · Sales achieved mainly in the residential portfolio
- Increase in real estate primarily due to 'low cost renovation' of a.s.r.'s own headquarters ('Archimedeslaan 10')
- Moderate increase in vacancy rates in offices and retail. Decrease in vacancy rates of residential as a result of sales
- New high quality investor attracted in H1 2014 for Dutch Prime Retail Fund

Real estate (€m)	June 2014	Dec. 2013	Delta
Offices	168	153	10%
Residential	689	721	-4%
Retail *	642	650	-1%
Parking	55	56	-2%
Projects	121	103	17%
Total real estate (excl. rural & own use)	1,675	1,683	0%
Rural	982	970	1%
Total real estate (excl. own use)	2,657	2,653	0%
Offices own use	119	94	27%
Total real estate	2,776	2,747	1%

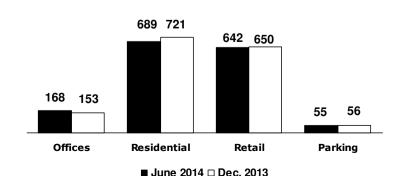
^{*} Including own interest in Dutch Prime Retail Fund

Real estate vacancy rates



Real estate exposure

(€m)



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A4: Management & Supervisory Board

Management and Supervisory Boards

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Management Board



J.P.M. (Jos) Baeten (1958)

CEO

Responsibilities: Human resources, Marketing, Integrity, Audit, Legal, Communication and Business Support



H.C. (Chris) Figee (1972)

CFO

Responsibilities: Finance, Accounting, Reporting & Control, Financial Markets, Risk Management



K.T.V. (Karin) Bergstein (1967)

Board member

Responsibilities: Individual Life, P&C, Europeesche, Funeral (Ardanta), Bank, Intermediary Distribution & Sales



M.H. (Michel) Verwoest (1968)

Board member

Responsibilities: Pensions, Disability, Health, Real Estate, ITC

Supervisory Board



Dr. C. (Kick) van der Pol (1949)

Chairman

Chairman of the a.s.r. Nederland Supervisory Board and member of Selection, Nomination and Remuneration Committee



Drs. M.A. (Margot) Scheltema (1954)

Board member

Member of the Audit & Risk Committee within the Supervisory Board



Drs. C.H. (Cor) van den Bos (1952)

Board member

Chairman of the Audit & Risk Committee within the

Supervisory Board



Ir A.P. (Annet) Aris (1958)

Board member

Chairman of the Selection, Nomination and Remuneration

Committee within the Supervisory Board

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