

| Income statement - Underlying earnings | Americas | The Netherlands | United Kingdom | New Markets | Holding and other activities | Eliminations | Segment total | Joint ventures and associates eliminations | Consolidated |
|---|---------------|-----------------|----------------|--------------|------------------------------|--------------|---------------|--|---------------|
| 2012 | | | | | | | | | |
| Underlying earnings before tax | 1,366 | 325 | 110 | 274 | (220) | (4) | 1,851 | (71) | 1,780 |
| Fair value items | (76) | 123 | (31) | (1) | (4) | - | 11 | 45 | 56 |
| Realized gains / (losses) on investments | 175 | 138 | 84 | 10 | - | - | 407 | 3 | 410 |
| Impairment charges | (181) | (37) | - | (26) | (4) | 2 | (246) | 9 | (237) |
| Impairment reversals | 64 | 8 | - | - | - | (2) | 70 | - | 70 |
| Other income / (charges) | (28) | (279) | 34 | 113 | (2) | - | (162) | (1) | (163) |
| Run-off businesses | 2 | - | - | - | - | - | 2 | - | 2 |
| Income before tax | 1,322 | 278 | 197 | 370 | (230) | (4) | 1,933 | (15) | 1,918 |
| Income tax (expense) / benefit | (266) | (11) | (24) | (121) | 71 | - | (351) | 15 | (336) |
| Net income | 1,056 | 267 | 173 | 249 | (159) | (4) | 1,582 | - | 1,582 |
| <i>Intersegment underlying earnings</i> | (191) | (60) | (62) | 286 | 27 | | | | |
| Revenues | | | | | | | | | |
| 2012 | | | | | | | | | |
| Life insurance gross premiums | 6,541 | 3,004 | 6,047 | 1,374 | - | (73) | 16,893 | (693) | 16,200 |
| Accident and health insurance | 1,833 | 220 | - | 188 | 5 | (5) | 2,241 | (11) | 2,230 |
| General insurance | - | 475 | - | 144 | - | - | 619 | - | 619 |
| Total gross premiums | 8,374 | 3,699 | 6,047 | 1,706 | 5 | (78) | 19,753 | (704) | 19,049 |
| Investment income | 3,654 | 2,273 | 2,337 | 319 | 374 | (374) | 8,583 | (170) | 8,413 |
| Fee and commission income | 1,177 | 329 | 133 | 524 | - | (263) | 1,900 | (44) | 1,856 |
| Other revenues | 5 | - | - | 3 | 5 | - | 13 | (4) | 9 |
| Total revenues | 13,210 | 6,301 | 8,517 | 2,552 | 384 | (715) | 30,249 | (922) | 29,327 |
| <i>Inter-segment revenues</i> | 31 | 2 | 1 | 310 | 371 | | | | |