



Net result H1 € 163 million
Active approach to customers with unit-linked contracts

Commentary on the half year results 2011 by:

Jos Baeten, CEO
Roel Wijmenga, CFO

Developments ASR first half year 2011

net result in line with expectations

solvency unabatedly strong and improved further

active approach to customers with unit-linked contracts

refined strategy to realize ambition

Market impressions

ASR solid in financial market turmoil

solvency unabatedly strong and improved further from 221% to 235%

active risk management

exposure in bonds from peripheral euro countries reduced to €72 million
on a total invested capital of €36 billion

fiercely competitive insurance market

Progress strategic pillars

customer interests: with everything we do customer interests should be leading

customer-oriented insurance quality mark, introduction of products such as PPI and Compensation

strengthening financial robustness

solvency unabatedly strong, ASR Dutch Prime Retail Fund

efficiency

cost-premium ratio, OpEx, ASR accommodation

The image displays three overlapping screenshots of the ASR Compenseert website, illustrating the user journey from the home page to the 'Uw doel' (Your goal) section and finally to the 'Resultaat' (Result) page.

Home Page: The website header includes the ASR logo and the tagline 'ASR Compenseert Voor klanten met een beleggingsverzekering'. The navigation menu contains: Home, De compensatieregeling, De vergoeding, Uw doel, Uw product wijzigen, and Veelgestelde vragen. The main content area features a welcome message 'Welkom op ASR Compenseert' and a 'Contact' section with options like 'E-mail ASR', 'ASR belt mij terug', and 'Klacht doorgeven'. A prominent banner asks 'Past uw verzekering nog bij uw doel?' (Does your insurance still fit your goal?) with a 'start nu' button.

Uw doel (Your goal) Page: This page is titled 'Inzicht in uw situatie' (Insight into your situation). It guides the user through four steps: STAP 1. Start, STAP 2. Doel van uw verzekering, STAP 3. Uw verzekeringsgegevens, and STAP 4. Resultaat. The main content area lists required information for calculation: 'Jaaroverzicht of recenter ontvangen waardeoverzicht' and 'Polis'. A button at the bottom says 'Ik heb deze informatie, start berekening'.

Resultaat (Result) Page: This page shows the 'Resultaat' (Result) section. It includes a line graph titled 'Resultaat' comparing 'Doelkapitaal' (Target capital) and 'Voorbeeldkapitaal' (Example capital). The graph shows the 'Doelkapitaal' starting at €12.500 in August 2011 and reaching €25.000 in August 2017. The 'Voorbeeldkapitaal' starts at €15.000 in August 2011 and reaches €7.500 in August 2017. Text below the graph states: 'Het voorbeeldkapitaal op basis van historisch rendement komt hiermee € 10.000 lager uit dan het door u ingevoerde doelkapitaal.'

In February this year, ASR announced what alternatives it could offer customers with unit-linked contracts.

Offering these customers a good solution has a high priority in our efforts to put customer interests first.

ASR has already taken several steps to achieve this.

For instance, ASR has hired temporary staff to speed up the compensation process.

To fully inform intermediaries, ASR organized a series of meetings last spring, around the country, where the initiative was discussed with more than 1,600 intermediaries.

All our customers with a unit-linked contract will receive a letter explaining whether they qualify for compensation and, if so, to what extent. The first 630,000 letters have already been sent.

Customers will then be sent a second letter informing them of the options available to them to continue their unit-linked contract, switch to one of ASR's alternative wealth accumulation products, or terminate the policy.

The first 40,000 customers have since been informed.

To achieve this, ASR will be sending 750,000 letters in the months ahead.

Eventually all customers will have been informed of their options no later than early 2012.



Financial results H1 2011

Solid net result in line with expectations

Net result € 163 million, in line with expectations (H1 2010 € 226 mln)

DNB solvency improved with 14%point to 235% (2010 221%)

Life: decision for return in favour of premiums

Non-life: further focus on claims reduction necessary

Occupational disability: continuation leading position

Key financials: robust net result despite financial turmoil

€ million

	H1 2011	H1 2010	Delta
Net result	163	226	-28%
Gross earned premiums *	2,414	2,634	-8%
• Life	1,304	1,530	-15%
• Non-life	1,172	1,166	1%
Operational expenses	-318	-309	3%
• Of which operating costs insurance operations **	-230	-236	-3%
• Other	-88	-73	21%
Insurance cost-premium ratio ***	11.0%	11.1%	-0.1%p
Combined ratio	100.3%	97.8%	2.5%p

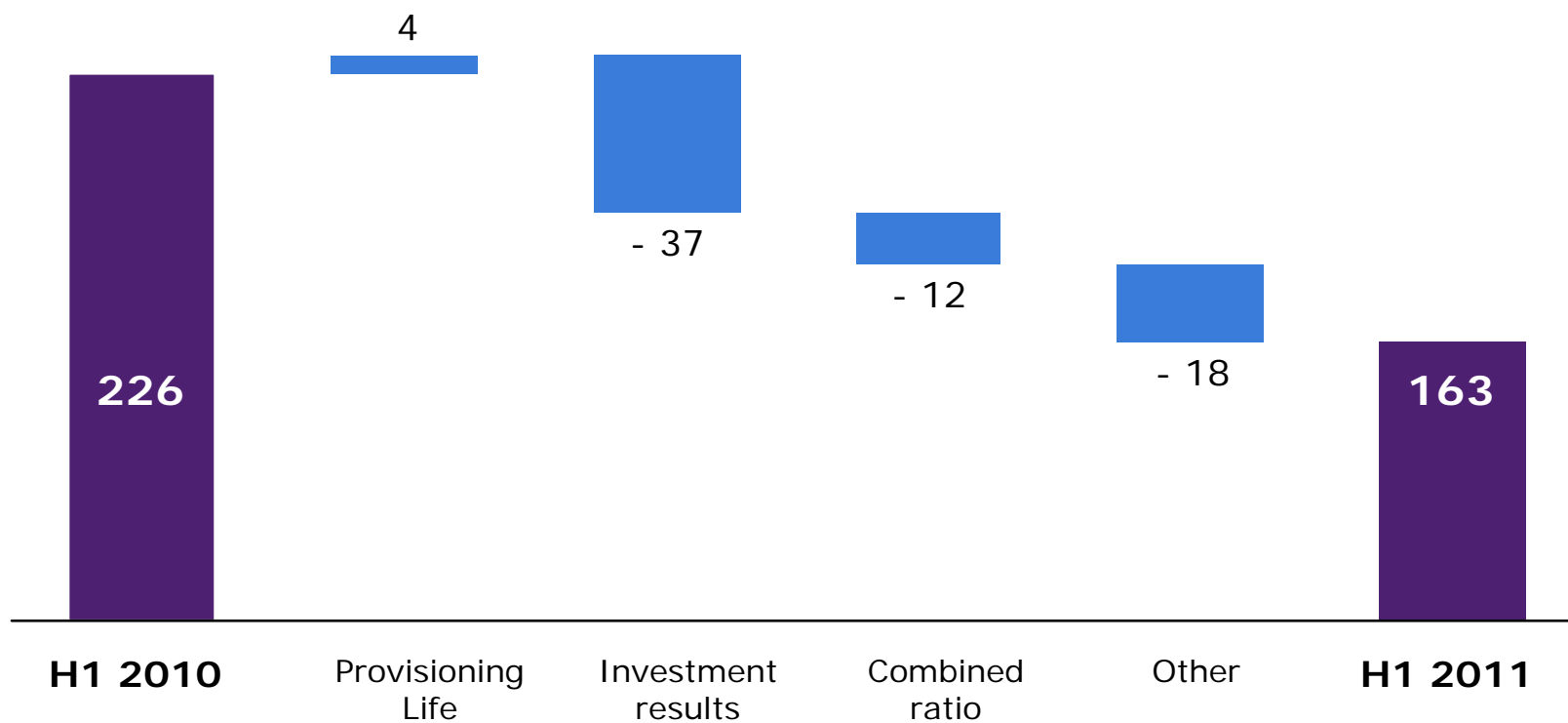
* Excluding pension premium for ASR Nederland personnel

** Operating costs exclude some investment related costs as well as certain project costs (e.g. Solvency II)

*** Operating costs divided by gross regular premiums plus 10% of single premiums for Life and by net earned premiums for Non-life

Decrease of net result mainly due to lower investment results

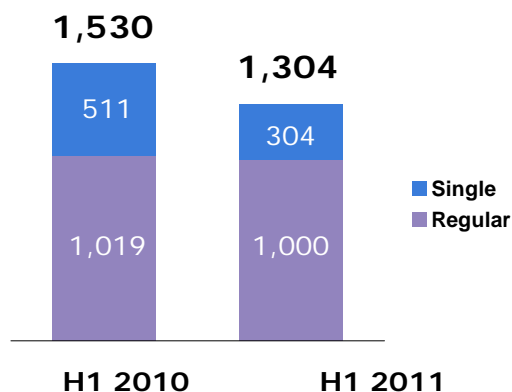
€ million



Life: GEP down, net result improved

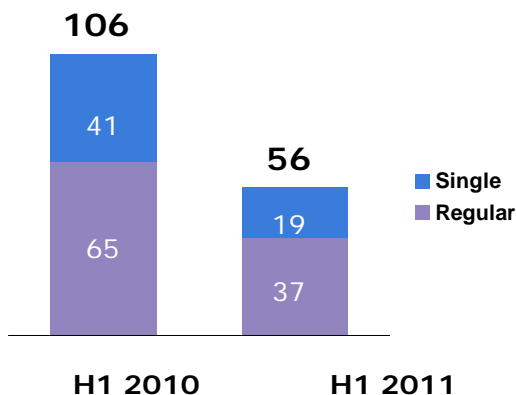
€ million

Gross earned premiums



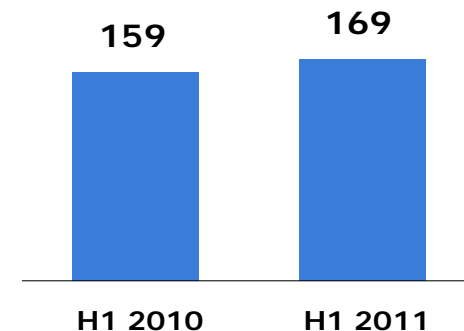
- GEP Life down 15%, of which:
- Single premiums decreased by 41% because of decision for return over premiums
- Regular premiums -2%

New production (APE)



- Decision for return over premiums, mainly in single premiums

Net result

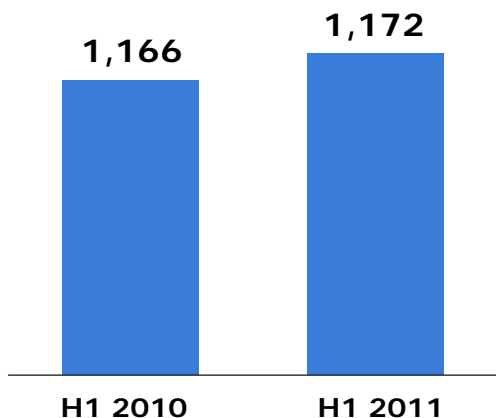


- Improvement of net result despite provision for implementation costs unit-linked policies

Non-life: GEP slightly up in a competitive market

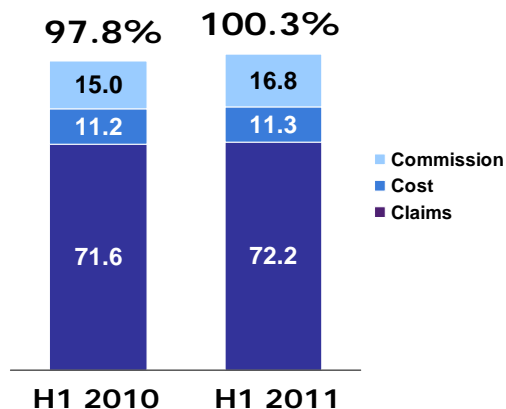
€ million

Gross earned premiums



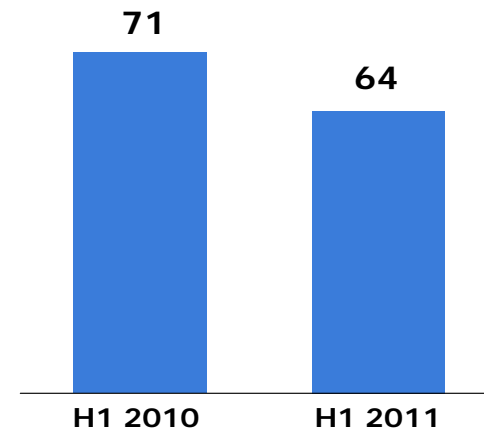
- Increase of GEP Non-life by 1% mainly due to tariff increases in P&C business
- GEP Disability decreased because of selective price adjustments

Combined ratio



- Combined ratio up 2.5%point, mainly because of increased claims in Fire and Disability business

Net result



- Net result decreased by 10%, as a result of a higher combined ratio and lower investment results

Key financials: equity and solvency continue to be strong despite difficult financial markets

€ million

	H1 2011	FY 2010	Delta
Total equity *	3,455	3,493	-1%
Regular solvency (DNB)	235%	221%	14%p
• <i>ASR Leven</i>	270%	258%	12%p
• <i>ASR Schade</i>	305%	325%	-20%p
Buffer capital (IFRS)	274%	262%	12%p

Active risk and asset management

- Sensitivity of regulatory solvency for interest rates decreased due to risk mitigating measures and increased interest rates
- Early adoption of a consistent approach towards the reduction of peripheral exposure: reduction from € 1,113 million in December 2008 to € 72 million in June 2011, at relatively low spreads versus German government bonds

* Total equity including net unrealized revaluation of the real estate portfolio

Investment portfolio

€ billion, fair value

Assets	June 2011	%	Dec. 2010	%
Fixed income	18.4	44%	18.4	44%
Equities	1.9	5%	2.1	5%
Real estate	3.3	8%	3.4	8%
Mortgages / other loans (book value)	2.7	7%	2.4	6%
Other *	0.2	0%	0.2	0%
Total investments	26.5	64%	26.5	63%
Investments on behalf of policyholders	8.8	21%	9.5	23%
Other assets	6.3	15%	6.1	14%
Total assets ASR	41.6	100%	42.1	100%
Correction fair value versus book value (real estate & loans)	-1.3		-1.5	
Total balance sheet ASR	40.3		40.6	

* 'Other' mainly represents equity associates

Fixed-income portfolio from risk reduction to optimization

€ million, market value

Fixed-income	June 11	Dec. 10	delta
Government	8,258	8,292	0%
Financials	6,473	6,693	-3%
Structured instruments	805	626	29%
Corporates	2,442	2,331	5%
Derivatives	465	489	-5%
Total	18,443	18,431	0%

Peripheral countries	June 11	Dec. 10	delta
Greece	11	15	-27%
Ireland	-	-	-
Italy	45	123	-63%
Portugal	9	12	-25%
Spain	7	14	-50%
Total	72	164	-56%

Summary ASR in first half year 2011

net result in line with expectations

solvency unabatedly strong and improved further

active approach to customers with unit-linked contracts

refined strategy to realize ambition