# Continuing the Growth Journey

# Annual Report **2016**

Brussels, 7 April 2017

Report of the Board of Directors

Consolidated Financial Statements

Summarised ageas SA/NV Company Financial Statements

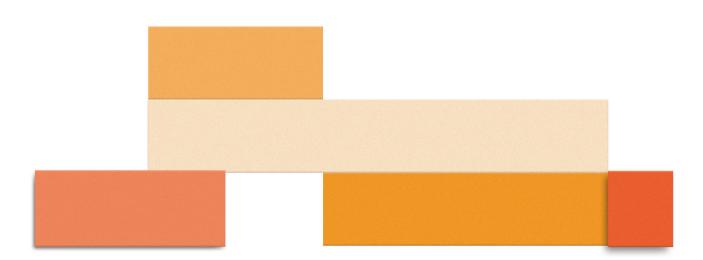
# **Annual Report** 2016

Brussels, 7 April 2017

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# Introduction

The Ageas **Annual Report** 2016 includes the Report of the Board of Directors of Ageas prepared in accordance with the legal and regulatory requirements applicable in Belgium (pursuant to article 96 and article 119 of the Belgian Company Code) and the Ageas Consolidated Financial Statements 2016, with comparative figures for 2015, prepared in accordance with International Financial Reporting Standards (IFRS) as adopted by the European Union, as well as the Summarised Financial Statements of ageas SA/NV.

All amounts in the tables of this Annual Report are denominated in millions of euros, unless stated otherwise.

# **Report of the Board of Directors**

Ageas

An international company with a local identity and one focus:

# **Being there for our customers**

# **General description and strategy of Ageas**

# Being there for our customers

Ageas is an international insurance Group backed by 190 years of experience in the insurance market.

Present in 16 countries across Europe and Asia, the company offers Life and Non-Life insurance solutions to millions of Retail and Business customers, accessible through a broad range of channels. As such, Ageas helps customers plan for the long term while protecting them against unforeseen risks to their welfare.

Distinguished by an expertise in partnerships, Ageas has developed long term agreements with market-leading local financial institutions and distributors around the world allowing it to stay close to the local customer.

Wherever we operate, we do so with one focus: the customer. And with one goal in mind: to provide our customers with peace of mind when they need it most.

#6 Values Passionate
Focused to deliver. Entrepreneurial.
on customers. Teamwork.
Trusted. Local.









CLOSE TO The Customer



SMART SYNERGIES

(0)

#7
Strategic
Choices

11-13% RETURN ON EQUITY

LIFE OPERATING MARGIN GUARANTEED 85-90 BPS UNIT-LINKED 40-45 BPS

<97% COMBINED RATIO NON-LIFE 40-50% DIVIDEND RANGE

#5
Financial
Targets

SOLVENCY II RATIO 175%



# **Ambition 2018 in action**

# A continuing journey focused on delivery

When Ambition 2018 was launched in 2015 it was the next stage in a journey that started in 2009 when Ageas was newly established. Every three years we have revisited our plans to ensure they reflect the priorities, the challenges and the opportunities we see for our business and our customers. Back in 2009 the focus was on regaining trust and getting our house in order. Through Vision 2015 we developed clear strategic choices and financial targets reflecting our core values and strengths. Ambition 2018 allows us to continue the momentum with expanded choices and targets and as a stakeholder driven company, viewing the world through the eyes of customers, partners, employees and investors.

Our world is changing and Ambition 2018 provides us with a platform to anticipate and prepare for the future, ensuring we stay relevant and attractive to our stakeholders, ready to benefit from future developments. Whilst focusing on our operational and financial performance, we are making important and carefully selected choices about the way we are organised, the role of digitisation in our relationship with our customers and partners, and other key innovations that we expect will create value for all our stakeholders and where we can have an impact. An additional innovation budget is helping to kickstart new projects that have the capacity to be exported across borders.

In the past year we have developed a range of new partnerships, whilst expanding our geographic footprint in Europe and Asia. We have set up new JV's in Vietnam, the Philippines, Singapore, Laos and Cambodia, and we established Ageas Seguros following the acquisition of AXA's insurance business in Portugal.

In line with our efforts to create a positive omni-channel experience for our customers, we launched in Belgium My Global Benefits, a secure online platform that provides a unique overview of our Group Life customers' retirement and health covers; and we designed a WhatsAppbased motor insurance product in Turkey; alongside other online and mobile solutions in Belgium, the UK, Asia and Continental Europe.

Future success means staying close to our customers. Therefore we continuously invest in initiatives that help enhance our dialogue with customers. We are also starting projects around connected homes and connected cars to ensure that we understand the future impact of these innovations on our customers and the industry.

Our enhanced data analytics capabilities are driving greater awareness of the potential use of data across the Group, in line with our objectives to create smart synergies and increase knowledge sharing. The newly established Ageas Academy, which focusses on strengthening the competences that we need as a group to meet current and future challenges, has also helped accelerate knowledge sharing and group wide cooperation.

So Ageas has made good progress in the first 12 months, but the journey towards 2018 and beyond continues with the ultimate goal to deliver on our promises.

Ageas's Ambition 2018 financial targets	Target by end 2018	Position end 2016	Position end 2015
Return on Equity of Insurance activities	11 - 13 %	10.6%	11.0 %
(excluding unrealised gains & losses)			
Life Operating Margin - Guaranteed	85 - 90 bps	93 bps	90 bps
Life Operating Margin - Unit-Linked	40 - 45 bps	25 bps	36 bps
Combined Ratio	< 97 %	101.1%	96.8 %
Solvency II Insurance	175 %	179%	182 %
Dividend Range	40 - 50 %	59%	45%

# 2

# **Developments and results**

# 2.1 Results and solvency of Ageas

The Insurance net result for 2016 reached EUR 721 million, down 4% and includes a non-recurring net result related to the sale of the Hong Kong activities. The result is driven by a resilient performance in Belgium and improved results in Asia and Continental Europe, affected however by disappointing results in the UK. An improved operating margin on Guaranteed products of 93 bps reflected the solid Life result. In Non-life, the combined ratio of 101.1% deteriorated year-on-year but was impacted by non-recurring events totalling 7.3%. The Group 2016 net result amounted to EUR 27 million, impacted by the provision related to the Fortis settlement, announced in March 2016.

#### Life and Non-life

The Life net result increased from EUR 573 million to EUR 704 million including a non-recurring contribution related to the Hong Kong divestment. The net result was impacted by adverse financial markets in Asia (net capital gains down EUR 112 million year-on-year) and an adverse exchange rate evolution (EUR 8 million). This could not be entirely offset by the strong operating performance across all the Life activities. In Belgium and Continental Europe the net result increased to EUR 288 million and EUR 49 million respectively, the latter benefitting from strong results in Portugal and the inclusion of the acquired activities from Ageas Seguros. In Asia, the net result increased to EUR 367 million (vs. EUR 259 million) with a net contribution related to the Hong Kong activities of EUR 158 million, being the result of the allocated capital gain (EUR 199 million) minus the lower net result contribution (EUR 41 million). Excluding this and the aforementioned lower net capital gains, the net result remained fundamentally strong and above last year's level.

The net result of the Non-life activities amounted to EUR 18 million (vs. EUR 182 million) and included a net negative impact of EUR 213 million related to the UK, of which EUR 155 million for the review by the UK regulatory authority of the Ogden discount rate for claim reserves for personal injuries, EUR 27 million for the restructuring of the Glasgow site and EUR 31 million for a bad performing Special Risks partnership which has since been terminated. Furthermore the terrorism in Belgium and adverse weather

events that occurred during the first half of the year represented a charge of EUR 60 million while integration costs related to Ageas Seguros in Portugal amounted to EUR 9 million. These adverse items were more than offset by improving operating results, better investment results and a larger contribution from all non-consolidated entities both in Continental Europe and Asia.

Ageas Group's internal Non-life reinsurer Intreas, established in mid-2015, has been reported under Non-life since 2016. Intreas reinsured EUR 41 million of premiums from the operating companies and contributed EUR 3 million to the net result.

#### General Account

The General Account 2016 net result amounted to EUR 694 million negative compared to EUR 15 million in 2015. The change primarily reflects the provision of EUR 894 million made for the Fortis settlement announced on 14 March 2016 (see note 26 Provisions), the capital gain related to the divestment of the Hong Kong Life entity (EUR 204 million), and the positive value difference on the RPN(I) (EUR 83 million).

# Solvency

The own funds of the insurance activities amounted to EUR 7.5 billion, and stood EUR 3.3 billion above SCR. This led to a strong total Insurance Solvency II<sub>ageas</sub> ratio of 179%, above the 175% target. The impact from decreasing interest rates during 2016 and non-recurring items in the UK was offset by a number of scope changes and model refinements, mainly related to our real estate investments.

The Insurance Solvency ratios by segments amounted to 244% for Belgium, 100% for the United Kingdom, 127% for Continental Europe and 278% for Reinsurance.

The Group Solvency  $Il_{ageas}$  ratio was down from 212% at the end of 2015 to 191%. While the SCR benefitted from model refinements, the own funds decreased from EUR 9.4 billion at the end of 2015 to EUR 8.1 billion, but still exceed the total solvency capital requirements by EUR 3.9 billion.

# 2.2 Statutory results of ageas SA/NV under Belgian Accounting Principles

ageas SA/NV reported for the financial year 2016 based on Belgian Accounting Principles a positive net result of EUR 696 million (2015: EUR 135 million negative) and a shareholders' equity of EUR 6,351 million (2015: EUR 6,326 million).

For a more detailed explanation on the non-consolidated net result of ageas SA/NV and other Belgian regulatory requirements in accordance with article 96 of the Belgian Company code, please turn to the summarised Company Financial Statements of ageas SA/NV. KPMG has issued an unqualified auditor's report with an emphasis of matter paragraph on the ageas SA/NV company financial statements.

# 2.3 Certain transactions and other contractual relationships

There are no transactions or other contractual relationships to be reported between ageas SA/NV and its Board members that gave rise to a conflict of interests as defined in the Belgian Companies Code.

# 2.4 Events after the date of the Consolidated statement of financial position

There have been no material events since the date of the Consolidated statement of financial position that would require adjustment to the Ageas Consolidated Financial Statements as at 31 December 2016.

# 2.5 Dividend

The Ageas Board will propose to the Annual General Meeting of Shareholders on 17 May 2017, the distribution of a total gross cash dividend of EUR 2.10 per share over 2016. This dividend is made up of the regular component which in this case will be EUR 1.70 compared to EUR 1.65 last year, and an exceptional component of EUR 0.40 related to the capital gain on the Hong Kong divestment.

# 2.6 Issued shares at the end of 2016

The number of issued Ageas shares at year-end 2016 was 216,570,471. This number includes 3,958,859 shares related to CASHES and 3,958,254 shares related to the FRESH which bear neither dividend nor voting rights as long as they are pledged as collateral for the above instruments (see also note 46 Contingent Liabilities).

## Share buy-back programme 2015 and 2016

Ageas completed on 5 August 2016 the share buy-back programme announced on 5 August 2015. Between 17 August 2015 and 5 August 2016, Ageas bought back 6,977,544 shares corresponding to 3.22% of the total shares outstanding and totalling EUR 250 million.

Ageas announced on 10 August 2016 a new share buy-back programme on its outstanding common stock for an amount of EUR 250 million. On 31 December 2016, Ageas held 2,419,328 own shares bought back in the context of this share buy-back programme.

The General Meeting of Shareholders of 27 April 2016 approved the cancellation of 7,207,962 own shares that had been bought back.

For more detailed information on the issued shares of Ageas, dividend rights and capital structure, please refer to note 19 Shareholders' equity.

# 2.7 M&A Activities / Group structure

#### Asia

In the last two years, Ageas has set up new joint ventures in Vietnam, the Philippines, Singapore, Laos and Cambodia.

#### Portugal

On 1 April 2016, Ageas completed the acquisition of AXA's insurance operations in Portugal after having received all regulatory approvals, AXA's Portuguese operations comprise a Non-Life business, a Direct/Internet Non-life business and a Life business.

# Hong Kong

Following the announcement of the agreement to sell Ageas' Life insurance operations in Hong Kong to JD Group (Tongchuangjiuding Investment Management Co., Ltd.) on 30 August 2015, all necessary regulatory approvals were obtained. Ageas confirmed on 12 May 2016 the completion of the transaction for a total consideration of EUR 1.22 billion. After closing adjustments, the transaction generated a net capital gain of EUR 0.4 billion in total of which EUR 0.2 billion is booked in the Asian Insurance Results and EUR 0.2 billion in the General Account. The positive impact on the net cash position amounted to EUR 1.26 billion including the impact of the novation of debt. The net result and cash impact were recorded in the second quarter.

# 2.8 Ageas Board of Directors, Remuneration Committee and Audit Committee

On 31 December 2016, the Board of Directors of ageas SA/NV consisted of thirteen members; the Remuneration Committee and the Audit Committee of three Independent Board Members and the Corporate Governance and Risk and Capital Committee of four Independent Board Members.

For more details about the composition of the Board of Directors and of the Committees and changes to their composition in the course of 2016, please refer to the Corporate Governance Statement (part 3).

# 2.9 Consolidated information related to the implementation of the EU Takeover Directive and the Ageas Annual Report

For legal purposes, the Board of Directors hereby declares that the Ageas Annual Report 2016 has been prepared in accordance with the statutory rules implementing the EU Takeover Directive that came into force in Belgium on 1 January 2008. The Board hereby gives the following explanations concerning the respective elements to be addressed under these rules:

- comprehensive information on the prevailing capital structure can be found in note 19 Shareholders' equity and note 21 Subordinated liabilities in the Ageas Consolidated Financial Statements 2016;
- restrictions on the transfer of shares extend only to preference shares (if issued) and the securities described in note 21 Subordinated liabilities in the Ageas Consolidated Financial Statements 2016;
- Ageas lists in note 1 Legal structure of the Consolidated Financial Statements as well as under the heading 'Specifications of equity and structure of the shareholder group' in the ageas SA/NV Company Financial Statements any major shareholdings of (third) parties that exceed the threshold laid down by law in Belgium and by the Articles of Association of ageas SA/NV;
- no special rights are attached to issued shares other than those mentioned in note 19 Shareholders' equity and note 21 Subordinated liabilities in the Ageas Consolidated Financial Statements 2016;

- share option and share purchase plans, if any, are outlined in note 7 section 7.2 Employee share option and share purchase plans in the Ageas Consolidated Financial Statements 2016. The Board of Directors decides on the issuance of shares and options, as applicable, subject to local legal constraints;
- except for the information provided in note 19 Shareholders' equity, note 8 Related parties and note 21 Subordinated liabilities in the Ageas Consolidated Financial Statements 2016, Ageas is unaware of any agreement between shareholders that may restrict either the transfer of shares or the exercise of voting rights;
- Board Members are elected or removed by a majority of votes cast at the General Meeting of Shareholders of ageas SA/NV. Any amendment to the Articles of Association requires the General Meeting of Shareholders to pass a resolution to that effect. If fewer than 50% of the shareholders are represented, a second meeting must be convened, which will be able to adopt the resolution with 75% of the votes without any need for attendance quorum;
- the Ageas Board is entitled both to issue and to buy back shares, in accordance with authorisations granted by the General Meeting of Shareholders of ageas SA/NV. The current authorisation with regard to the shares of ageas SA/NV will expire on 27 April 2018;
- ageas SA/NV is not a party to any major agreement that would either become effective, be amended and/or be terminated due to any change of control over the company as a result of a public takenver bid:
- ageas SA/NV has not entered into any agreement with its Board Members or employees, which would allow the disbursement of special severance pay in the case of termination of employment as a result of a public takeover bid;
- Ageas shareholders are under an obligation to meet certain notification requirements when their shareholding exceeds or drops below certain thresholds, as prescribed by Belgian legislation and by the Articles of Association of ageas SA/NV. Shareholders must notify the Company as well as the FSMA when their shareholding exceeds or drops below 3% or 5% of the voting rights or any multiple of 5%. Ageas publishes such information on its website.

# 3

# **Corporate Governance Statement**

# 3.1 Ageas's legal structure and shares

# 3.1.1 Structure

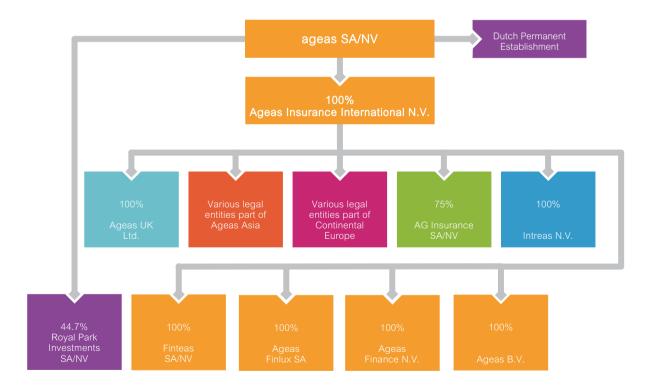
The predecessor of Ageas was created in 1990. The overall legal structure has been regularly amended in the intervening years and the name was last changed into ageas SA/NV on 28 April 2010.

Ageas currently comprises insurance activities in:

- Belgium through a 75% stake in AG Insurance SA/NV;
- the UK;
- Continental Europe;
- Asia.

In addition to the insurance activities, Ageas has financial assets and liabilities linked to various financing instruments within the General Account.

The legal structure of Ageas is as follows.



#### 3.1.2 Shares

#### 3.1.2.1 Shares issued and treasury shares

Following the Extraordinary General Meeting of Shareholders which approved on 27 April 2016 the cancellation of 7,207,962 shares, the total number of issued shares is 216,570,471.

Neither different share classes nor any preferential shares have been issued. Additional information on Ageas shares is set out in note 19 Shareholders' equity.

Ageas has an outstanding subordinated liability (FRESH) exchangeable for Ageas shares. Additional information on Ageas' subordinated liabilities is set out in note 21 Subordinated liabilities.

Ageas completed on Friday 5 August 2016 the share buy-back programme announced on 5 August 2015. Between 17 August 2015 and 5 August 2016, Ageas has bought back 6,977,544 shares corresponding to 3.22% of the total shares outstanding and totalling EUR 250 million.

Ageas announced on 10 August 2016 a new share buy-back programme on its outstanding common stock for an amount of EUR 250 million. On 31 December 2016, Ageas held 2,419,328 own shares bought back in the context of this share buy-back programme.

Together with other treasury shares held by Ageas, the total number of shares owned on 31 December 2016 equated to 5.16%.

Ageas's Board will propose to its shareholders at the General Meeting of Shareholders of 17 May 2017 the cancellation of a total of 7,170,522 shares.

# 3.1.2.2 Dematerialisation process of physical bearer securities

On 11 August 2015 Ageas sold 54,875 physical bearer securities, the holders of which were unknown at 6 July 2015, on Euronext Brussels via financial intermediary BNP Paribas Fortis.

The sale, which was announced on 3 June 2015, falls within the framework of the law of 14 December 2005 stipulating that bearer securities are to be gradually abolished and converted into nominative or dematerialised securities.

The average selling price was EUR 38.97. The net proceeds of the sale were transferred to the Caisse des Dépôts et Consignations in accordance with the legal stipulations.

Since 1 January 2016 the owners of the bearer securities can claim the restitution of the proceeds of the sale from the Caisse des Dépôts et Consignations providing they can prove their status as holder.

#### 3.2 Board of Directors

The Board of Directors operates within the framework defined by Belgian legislation, National Bank of Belgium (NBB) requirements, normal governance practice in Belgium and the Articles of Association. The roles and responsibilities of the Board of Directors and its composition, structure and organisation are described in detail in the Ageas Corporate Governance Charter.

#### 3.2.1 Composition

The Board of Directors currently consists of thirteen members, namely: Jozef De Mey (Chairman), Guy de Selliers de Moranville (Vice-Chairman), Lionel Perl, Jan Zegering Hadders, Roel Nieuwdorp, Jane Murphy, Richard Jackson, Lucrezia Reichlin, Yvonne Lang Ketterer, Bart De Smet (CEO), Christophe Boizard (CFO), Filip Coremans (CRO) and Antonio Cano (COO).

Two new directors were appointed in 2016: Yvonne Lang Ketterer as independent Board member and Antonio Cano COO and member of the Executive Committee.

Three directors were re-appointed in 2016: Richard Jackson, Lucrezia Reichlin and Jane Murphy.

Davina Bruckner decided to step down as a Member of the Board with effect as from 16 April 2016 for personal reasons.

The majority of the Board is composed of non-executive directors who are independent in accordance with the Board independence requirements as described in Appendix 3 to the Ageas Corporate Governance Charter.

Three out of thirteen Ageas Board Members are female. Ageas continues to support the trend towards a higher participation rate of women at Board level. The Board of Directors will take the requirements of the law into account when new Board Members are proposed for appointment or when existing Board Members are proposed for re-appointment. In this respect, the Board of Directors will propose the nomination of a female candidate at the General Meeting of Shareholders on 17 May 2017 and will hence comply with the mandatory gender quota of 1 on 3.

# 3.2.2 Meetings

The Board of Directors met eleven times in 2016. Attendance details can be found in section 3.6 Board of Directors.

In 2016, the Board Meetings dealt with, among others, the following matters:

- the preparation of the General Meetings of Shareholders;
- the strategy pursued by Ageas as a whole and by each business:
- the ongoing development of each of the Ageas businesses;
- the consolidated quarterly, semi-annual and annual financial statements;
- the 2015 Annual Report;
- the 2015 Embedded Value report;
- press releases;
- the 2017 budget;
- the solvency of the company, including the approval of new Solvency II policies;
- the asset management and the investment policy of the company:
- Ageas's risk policy framework, including a new Risk Appetite framework:
- investor relations and corporate communications;
- reports of Board Committees following each of their meetings;
- succession planning of the Board of Directors and of the Executive Management;
- implementation of the Corporate Governance Charter by Ageas in general and by the Board Committees in particular;
- governance and performance of the Executive Committee and Management Committee;
- Remuneration Policy in general and the remuneration of the CEO and Executive Committee members in particular;
- follow-up of legal proceedings and legacy issues;
- various acquisition files.

The members of the Executive Committee reported on the progress of the results and the general performance of the different businesses at the Board Meetings. In addition, the Board conducted a self-assessment with overall very satisfactory results.

# 3.2.3 Advisory Board Committees

The terms of reference, the role and responsibilities of each Advisory Board Committee are described in the Ageas Corporate Governance Charter.

In 2016, there were no changes in the terms of reference of the Advisory Board Committees.

In line with the Ageas Governance Charter, each Advisory Board Committee is composed of non-executive directors and has a minimum of three and a maximum of five members.

Attendance details of the Board Committees can be found in section 3.6 Board of Directors.

## 3.2.4 The Corporate Governance Committee (CGC)

The composition of the Corporate Governance Committee remained unchanged in 2016 and comprised the following members: Jozef De Mey (Chairman), Guy de Selliers de Moranville, Roel Nieuwdorp and Jan Zegering Hadders. The CEO and the CRO attended the meetings, except during discussion of issues relating to their own situation.

In 2016, the Corporate Governance Committee met on five occasions including one joint meeting with the Remuneration Committee.

The following matters were dealt with:

- Corporate Governance Charter;
- succession planning of the Executive Management;
- targets of the CEO and the other members of the Executive Management;
- performance of the CEO and the other members of the Executive Management;
- disclosures regarding governance and the activities of the committee in the Ageas Consolidated Financial Statements;
- legal matters related to the contingent liabilities.

The Chairman of the Corporate Governance Committee reported on these topics to the Board of Directors after each meeting and submitted the Committee's recommendations to the Board for final decision-making.

# 3.2.5 The Audit Committee

The composition of the Audit Committee changed in 2016 as Davina Bruckner who was member of the Audit Committee resigned on 16 April 2016. On 31 December 2016, the Audit Committee comprised the following members: Jan Zegering Hadders (Chairman), Jane Murphy and Richard Jackson. The Audit Committee is supported by Ageas' Audit, Compliance and Finance functions and by the external auditors.

The Audit Committee met on six occasions in 2016 including one joint meeting with the Risk & Capital Committee. The meetings were attended by the members of the Executive Committee, the internal auditor and the external auditors. The following matters were considered:

- monitoring the integrity of quarterly, half-yearly and annual consolidated financial statements, including disclosures, consistent application of or changes to the valuation and accounting principles, consolidation scope, quality of the closing process and significant issues brought to the floor by the CFO or the external auditors;
- reviewing the embedded value calculation process and validating the 2015 report;
- monitoring the findings and the recommendations of the internal and external auditors on the quality of internal and accounting processes;
- reviewing the compliance and internal and external audit plans and reporting;
- reviewing the design and operating effectiveness of the internal control system in general and of the risk management system in particular;
- assessing the overall performance of the external auditor;
- reviewing the Liability Adequacy Report.

The Chairman of the Audit Committee had quarterly one-on-one meetings with the internal and external auditors. He reported on the outcome of the committee's deliberations to the Board of Directors after each meeting and presented the recommendations of the Audit Committee to the Board for decision-making. The Audit Committee receives a written report of the Risk and Capital Committee meeting which is commented on during this meeting.

During the joint meeting with the Risk & Capital Committee, the members discussed the new reporting requirements under Solvency II, the INCA (Internal Control Adequacy) and assessed the Risk management functioning.

# 3.2.6 The Remuneration Committee (Remco)

The composition of the Remuneration Committee in 2016 comprised the following members: Roel Nieuwdorp (Chairman), Jane Murphy, Lionel Perl and Steve Broughton, the latter until the General Meeting of Shareholders of 27 April 2016.

The Remuneration Committee is assisted by Willis Towers Watson, an external professional services company that provides market information and advice on commonly applied reward elements, best practices and expected developments. Willis Towers Watson does not provide material compensation or benefits-related services to the Executive Committee of Ageas, or to any other part of the Ageas organisation.

The CEO, the CRO and the Group Human Resources Director attended the meetings, apart from discussions relating to themselves where they had to leave the room to avoid conflicts of interests.

The committee met on three occasions including one joint meeting with the Corporate Governance Committee. Attendance details can be found in section 3.6 Board of Directors.

The matters discussed by the Remuneration Committee in 2016 included:

- benchmarking methodology and competitive market positioning of the remuneration of the Executive Management against that of peers:
- corporate governance and updating of the Remuneration Policy in line with regulation and current market practices;
- disclosure regarding remuneration and activities of the Remuneration Committee in the Ageas Consolidated Financial Statements;
- the analysis and approach of proxy advisors on company performance and executive pay;
- the share plan issued in favour of Ageas's senior management.

The joint Remuneration and Corporate Governance Committee discussed and advised on the following matters:

- business and individual targets of the Executive Management;
- the results of the short-term incentive (STI) of the Executive Management:
- the results of the long-term incentive (LTI) of the Executive Management;
- the review of the key performance indicators of the Executive Management.

The Chairman of the Remuneration Committee reported on the aforementioned matters to the Board of Directors after each meeting and advised the Board on decision-making when required. Further information on the Remuneration Committee can be found in the Report of the Remuneration Committee (see section 3.7 of this chapter).

# 3.2.7 The Risk & Capital Committee (RCC)

The composition of the Risk & Capital Committee in 2016 comprised the following members: Guy de Selliers de Moranville (Chairman), Lionel Perl, Lucrezia Reichlin, Yvonne Lang Ketterer and Steve Broughton, the latter until the General Meeting of Shareholders of 27 April 2016. Yvonne Lang Ketterer joined this Committee following her appointment on 27 April 2016.

The RCC met on six occasions including one joint meeting with the Audit Committee. The meetings were attended by the members of the Executive Committee and the Group Risk Officer.

The matters discussed in the RCC in 2016 included:

- monitoring of risk management, based on reports by management;
- monitoring on a quarterly basis the performance of the asset management by segment and by asset class;
- reviewing the risk policies prepared by management, including the new Risk Appetite Framework;
- monitoring of the capital allocation and the solvency of the Ageas Group.

The Chairman of the RCC reported on the aforementioned matters to the Board of Directors after each meeting and advised the Board on decision-making when required.

During the joint meeting with the Audit Committee, the members discussed the new reporting requirements under Solvency II, the INCA (Internal Control Adequacy) and assessed the Risk management functioning.

## 3.3 Executive management

Ageas's executive management is composed of the members of the Executive Committee referred to in the Articles of Association and the members of the Management Committee referred to in the Corporate Governance Charter. The role of the executive management is to manage Ageas in line with the values, strategies, policies, plans and budgets endorsed by the Board.

# **Executive Committee**

In 2015, the Board of Directors set up an Executive Committee within the meaning of Article 524bis of the Company Code to which all management powers and competences have been delegated, with the exception of (i) the determination of the general policy of the Company and of the Ageas Group and (ii) any matters which are reserved by law to the Board of Directors.

The Executive Committee exclusively consists of members of the Board of Directors. The CEO is Chairman of the Executive Committee, which meets once a week according to a predetermined timetable. Further meetings are held whenever necessary.

At the end of 2016, the Executive Committee of Ageas was composed of Bart De Smet (Chief Executive Officer), Christophe Boizard (Chief Financial Officer), Filip Coremans (Chief Risk Officer) and Antonio Cano (Chief Operating Officer).

 Bart De Smet, CEO, is responsible for the Business, Strategy and Business Development, Audit and Communications;

- Christophe Boizard, CFO, is responsible for Finance, Investments, Investor Relations and Corporate Performance Management;
- Filip Coremans, CRO, is responsible for Risk, Compliance and support functions (Legal, Human Resources, IT and Facility);
- Antonio Cano, COO, is responsible for the implementation of the Group strategy and the achievements of the targets of the business units as well as the further sharing of knowledge and best practices within the Group.

At the end of 2016, the Management Committee was composed of:

- the four members of the Executive Committee;
- the heads of the four business segments: Hans De Cuyper, CEO AG Insurance (Belgium); Steven Braekeveldt, CEO Continental Europe; Andy Watson, CEO United Kingdom, and Gary Crist, CEO Asia;
- Emmanuel Van Grimbergen, Group Risk Officer.

# 3.4 Internal risk management and control systems

The Board is responsible for approving appropriate systems for internal risk management and control and reviewing their implementation. The Ageas internal risk management and control systems are designed to provide the Board and management with a reasonable level of assurance that:

- they are made aware, in a timely manner, of the extent to which the entity is moving toward achievement of the company's strategic, financial and operational objectives while implementing the Ageas strategy;
- the operations are conducted efficiently and effectively;
- the financial and non-financial reporting is reliable;
- the company acts in compliance with laws and regulations and with internal policies with respect to the conduct of business;
- the assets are safeguarded and liabilities are identified and managed;
- the entities remain within their risk limits.

# 3.4.1 Financial reporting cycle

Ageas has designed its financial reporting process to include the following measures of internal control:

- clear instructions and planning of the reporting process;
- clear accounting policies and manuals;
- validation process for reported budget and actual figures per operating company;
- sign-off of the figures by local management;
- review of figures by the Executive Committee, the Management Committee, the Audit Committee and the Board;
- quarterly review and annual audit of the figures by the external auditor.

## 3.4.2 Budget process

The budget is the basis of the financial reporting cycle. The budget process is coordinated by Corporate Performance Management (CPM) and starts in June with a budget instruction and target setting. The instruction is approved by the Executive Committee upon the proposal of the Group CFO. After this approval the budget instruction is sent to the local CEOs.

The budget is prepared on a three-year rolling basis. During the preparation of the budgets, CPM, Strategy, the CFO and the management of the local entities meet for preliminary discussions on the future strategy and economic circumstances to be taken into account when drawing up the specific budget.

After the budgets are submitted, Group Finance executes a validation check on them. The outcome of the validation check, including any issue that comes to light, is discussed with local Finance teams.

Once the validation checks have taken place, 'challenging sessions' between the Executive Committee and local management are organised to discuss the key topics of each segment.

Once finalised by CPM, the budget per segment (Belgium, UK, Asia, Continental Europe, Reinsurance and the General Account) and the consolidated budget, including a written explanation of the assumptions used, is sent to the Management Committee for advice. After the Executive Committee has, based on the advice of the Management Committee, approved the budget, the budget is sent to the Board of Ageas for final approval.

# 3.4.3 Closings for actual figures

Ageas reports its actual figures in accordance with International Financial Reporting Standards (IFRS). Internal reporting takes place monthly, external reporting quarterly and at year-end. In the case of a closing period, the consolidation performed by Group Finance. Besides the local entities, Group Finance also contacts non-financial departments (Risk, Legal, Tax, Accounting Policies, Company Secretary, Pension Office and Human Resources) to inform them of the type of information or input expected from them (and at what time) for the closing of the accounts.

After the delivery of the figures, validation meetings take place between Group Finance, CFO, CPM and local management in which local management presents the results seen from a business perspective as well as the expectations for the full year. Each CFO of a reporting entity has to provide the Group CFO with a written statement confirming that the reported figures are correct.

Group Finance is responsible for the preparation of the interim and annual financial statements and the internal management report on the figures. Group Finance includes the information received from the

non-financial departments in the documents and verifies that all notes to the statements contain the correct figures. It also performs crosschecks to ensure that the figures for any item mentioned in different notes are always consistent. Besides this, Group Finance analyses and explains the movements of the figures in the statements. These explanations are included in an issue log.

The interim and annual reports are reviewed and audited by the external auditors. Issues are discussed with the auditors. Once the closing process is finalised by Group Finance, the consolidated reports are sent to the Management Committee. The Management Committee discusses the reports and gives its advice to the Executive Committee, which gives its approval. Once the statements are finalised, the auditors give Ageas written approval to include their opinion in the documents.

Once this approval is received, all statements to be published as well as the Board presentation and closing memorandum are sent to the Board of Ageas for approval. In addition, the external auditor prepares a presentation for the Board and the letter to the Board. The letter includes elements that the auditor feels he has to report to the Board in its capacity as external auditor. All information is first reviewed by, and discussed with, the Audit Committee. The Audit Committee then reports on this at the Board Meeting.

On the day of publication, the interim or annual reports and the press release are sent by Group Finance to the regulatory authorities (FSMA and NBB) in accordance with the regulatory disclosure requirements.

In addition to the financial report, Ageas prepares each quarter a Key Risk report, a Capital and Solvency report, and on a yearly basis an Own Risk and Solvency Assessment (ORSA) and an Internal Control Assessment. The preparation and validation of these and other Solvency II related reports (e.g. the quarterly and annual reporting templates, the Solvency and financial condition report (SFCR) and the Regular Supervisory Report (RSR)) follow the same key principles as the financial reports. The reports are subject to the review and approval of the Audit Committee, the Risk & Capital Committee and the Board.

# 3.4.4 Assurance

Even a sound system of internal risk management and control cannot eliminate in full the possibility of poor judgment in decision-making, control processes being deliberately circumvented by employees and others, management overriding controls, and the occurrence of unforeseeable circumstances. The internal risk management and control systems are intended to provide reasonable, but not absolute, assurance that the company will not be hindered in achieving its business objectives, or in the orderly and legitimate conduct of its business, by circumstances which may reasonably be foreseen, and that the financial statements are free of material misstatement.

The Board has evaluated the risk profile of Ageas as well as the design and operating effectiveness of the Ageas internal risk management and control systems. It has also considered the effectiveness of remedial actions taken.

Please refer to note 5 Risk Management, note 24 RPN(I), note 46 Contingent liabilities and note 48 Events after the date of the statement of financial position for further information on respectively (i) the principal risks applicable to Ageas, (ii) RPN(I) and (iii) the contingent liabilities.

The Board considers that to the best of its knowledge, the internal risk management and control systems relating to financial reporting risks worked properly in the year under review and provide reasonable assurance that the Ageas Consolidated Financial Statements do not contain any errors of material importance.

The Board will continue to maintain its commitment to further strengthen the Ageas internal risk management and control systems.

# 3.5 Corporate Governance references and Corporate Social Responsibility

# 3.5.1 Corporate Governance references

The Belgian Corporate Governance Code published on 12 March 2009 (the 2009 Code) applies to Ageas and is available on Ageas's website:

https://www.ageas.com/en/about-us/corporate-governance.

The Code is based on the 'comply or explain' concept, which means that if a company chooses to deviate from any of the Code's principles, it must explain its reasons for doing so in the Corporate Governance Statement. There are no aspects of corporate governance at Ageas that require additional explanation in the light of the 2009 Code.

The current Corporate Governance Charter is available on Ageas's website:

https://www.ageas.com/en/about-us/corporate-governance.

# 3.5.2 Corporate Social Responsibility

Corporate Social Responsibility, or CSR as it is more commonly referred to, is the concept of giving something back to the community and of conducting business in a socially responsible way that takes account of all stakeholders. Today it is part and parcel of doing

business, and in many ways it is a prerequesite to operate and increasingly a principle against which companies are measured. For Ageas the term 'Responsible Entrepreneurship' is a more accurate description of what we are trying to achieve and it closely reflects the specific characteristics of Ageas and the values embodied in the Group's strategy.

The principles of Responsible Entrepreneurship are alive and well taken up within Ageas, and this is evident in a broad range of activities across the different regions. These initiatives are about doing the right thing and contributing to the communities in which Ageas operates. It is a natural fit for an insurer. After all, helping people is the essence of insurance, and as such, it is very much in our genes. As a Group with a strong ethos of local empowerment, most of these initiatives result from the deep involvement of our local operating companies in their wider community. It is about being part of the fabric of the local community.

Recognising that there was an opportunity to leverage best-practices to create more of a Group-wide response to Responsible Entrepreneurship, Ageas embarked on a project designed to collate best practices and gain a better understanding of what stakeholders expect of Ageas in this area. Our belief is that Responsible Entrepreneurship is not an adjunct to strategy but an integral part of who we are. It is an additional strategic lever to create value rather than just mitigating risk. And taking into account the specificities of the insurance sector and Ageas's profile, the Group decided upon five key areas of focus and engagement: employees, customers, financial assets, the environment and the community.

In the most recent phase of the project, Ageas is assessing how Responsible Entrepreneurship can be applied most effectively in the agreed areas, while exploring the potential for additional leverage at Group level to help drive forward Group-wide initiatives. And in the spirit of entrepreneurship, we want to help create opportunities for people and businesses to grow and innovate. The ultimate objective is to assess how Ageas can best incorporate societal issues into the company's core business strategy providing benefit to both the company and society as a whole, in other words, creating shared value. And by taking a Group level approach to this important topic, greater progress can be made. As we look to the future, Ageas wants to bring Responsible Entrepreneurship to life... the lives of its stakeholders.

# 3.6 Board of directors



Jozef De Mey Chairman



Bart De Smet CEO



Guy de Selliers de Moranville Chairman RCC



Jan Zegering Hadders Chairman AC



Roel Nieuwdorp Chairman Remco



Christophe Boizard CFO



Filip Coremans CRO



Antonio Cano COO



Jane Murphy Member



Lionel Perl Member



Lucrezia Reichlin Member



Richard Jackson Member



Yvonne Lang Ketterer Member

# Chairman

# Jozef De Mey

(1943 – Belgian – Independent - Male)

On 31 December 2016, Chairman of the Board of Directors and Chairman of the Corporate Governance Committee.

First appointed

: 2009.

Term runs until

: Annual General Meeting of Shareholders in 2019.

Other positions within Ageas at the end of 2016

: Chairman of the Board of Directors of Ageas UK Ltd. (UK), of Credimo Holding N.V. (BE) and Credimo N.V. (BE). Vice-Chairman of Muang Thai Group Holding Company Ltd. (Thailand) and of Muang Thai Life Assurance Public Company Ltd. (Thailand). See note 1 Legal structure, note 28 Non-controlling interests and note 14 Investments in associates for information on the participation interest in these entities.

Positions held with other listed companies

: None.

Other positions held

: Details are available on the website.

# Non-Executive Board Members

# Guy de Selliers de Moranville

(1952 - Belgian - Independent - Male)

On 31 December 2016, Vice Chairman of the Board of Directors,

Member of the Corporate Governance Committee and Chairman of the Risk & Capital Committee.

First appointed : 2009.

Term runs until : Annual General Meeting of Shareholders in 2019.

Other positions within Ageas at the end of 2016 : Chairman of the Board of Directors of AG Insuran

: Chairman of the Board of Directors of AG Insurance SA/NV (BE). See note 1 Legal structure, note 28 Non-controlling interests and note 14 Investments in associates for information on

the participation interest in these entities.

Positions held with other listed companies : Member of the Board of Directors of Solvac

Address : Rue des Champs Elysées, 1050 Brussels, Belgium

Sector : Holding company

Member of the Supervisory Board and Chairman of the Risk Committee of Advanced Metal

Group

Address : Toren C, 13th floor, Strawinskylaan 1343, 1077 XX Amsterdam, the

Netherlands

Sector : Specialty metals and engineering

Member of the Board of Directors and of the Sustainability Committee of Ivanhoe

Address : 654 – 999 Canada Place, Vancouver, Canada

Sector : Mining company

Other positions held : Details are available on the website.

# Roel Nieuwdorp

(1943 - Dutch - Independent - Male)

On 31 December 2016, Member of the Board of Directors,

Chairman of the Remuneration Committee and Member of the Corporate Governance Committee.

First appointed : 2009.

Term runs until : Annual General Meeting of Shareholders in 2017.

Other positions within Ageas at the end of 2016 : Non-Executive Board Member of Ageas France S.A. (FR). See note 1 Legal structure,

note 28 Non-controlling interests and note 14 Investments in associates for information on

the participation interest in these entities.

Positions held with other listed companies : None.

Other positions held : Details are available on the website.

# Lionel Per

(1948 - Belgian - Independent - Male)

On 31 December 2016, Member of the Board of Directors,

Member of the Remuneration Committee and of the Risk & Capital Committee.

First appointed : 2009.

Term runs until : Annual General Meeting of Shareholders in 2019.

Other positions within Ageas at the end of 2016 : Non-Executive Board Member of Ageas UK Ltd. (UK). See note 1 Legal structure, note 28

Non-controlling interests and note 14 Investments in associates for information on the

participation interest in these entities.

Positions held with other listed companies : None.

Other positions held : Details are available on the website

## Jan Zegering Hadders

(1946 - Dutch - Independent - Male)

On 31 December 2016, Member of the Board of Directors, Chairman of the Audit Committee and Member of the Corporate Governance Committee.

First appointed : 2009.

Term runs until : Annual General Meeting of Shareholders in 2019.

Other positions within Ageas at the end of 2016 : Non-Executive Board Member of AG Insurance SA/NV (BE). See note 1 Legal structure,

note 28 Non-controlling interests and note 14 Investments in associates for information on

the participation interest in these entities.

Positions held with other listed companies : None.

Other positions held : Details are available on the website.

#### Jane Murphy

(1967 – Belgian – Independent - Female)

On 31 December 2016, Member of the Board of Directors, Member of the Audit Committee and Member of the Remuneration Committee.

First appointed : 2013.

Term runs until : Annual General Meeting of Shareholders in 2020.

Other positions within Ageas at the end of 2016 : Non-Executive Board Member of Ageas UK Ltd. (UK). See note 1 Legal structure, note 28

Non-controlling interests and note 14 Investments in associates for information on the

participation interest in these entities.

Positions held with other listed companies : Non-Executive Board Member of Elia System Operator SA/NV and Elia Assets SA/NV and

Member of the Corporate Governance Committee of Elia System Operator SA/NV

Address : Boulevard de l'Empereur 20, 1000 Brussels, Belgium
Sector : Electric power transmission system operator of Belgium /

Owner of the assets of the electric power transmission system

in Belgium

Other positions held : Details are available on the website.

# Lucrezia Reichlin

(1954 - Italian - Independent - Female)

On 31 December 2016, Member of the Board of Directors, Member of the Risk & Capital Committee.

First appointed : 2013.

Term runs until : Annual General Meeting of Shareholders in 2020.

Other positions within Ageas at the end of 2016 : None.

Positions held with other listed companies : None.

Other positions held : Details are available on the website.

# Richard Jackson

(1956 - British - Independent - Male)

On 31 December 2016, Member of the Board of Directors and Member of the Audit Committee.

First appointed : 2013.

Term runs until : Annual General Meeting of Shareholders in 2020.

Other positions within Ageas at the end of 2016 : Non-Executive Board Member of Ageas Portugal Holdings SGSP (PT), Non-Executive Board

Member of Médis (Companhia Portuguesa de Seguros de Saude S.A.) and Ocidental (Companhia Portuguesa de Seguros S.A.). See note 1 Legal structure, note 28 Non-controlling interests and note 14 Investments in associates for information on the

participation interest in these entities.

Positions held with other listed companies : Non-Executive Director and Chairman of the Audit Committee and Chairman of the

Compensation and Nomination Committee at Oracle Financial Services Software, listed on

Mumbai Stock Exchange.

Address : Oracle Park, Goregaon, Mumbai, 400063, India

Sector : Financial Services software

Senior Advisor Ping An Insurance Group Company of China Ltd., China Address : Galaxy Center, Fuhua Road, Shenzhen, 518048, PRC

Sector : Insurance

Other positions held : Details are available on the website.

# Yvonne Lang Ketterer

(1965 – Swiss – Independent - Female)

On 31 December 2016, Member of the Board of Directors and Member of the Risk & Capital Committee.

First appointed : 2016.

Term runs until : Annual General Meeting of Shareholders in 2020.

Other positions within Ageas at the end of 2016 : None.

Positions held with other listed companies : None.

Other positions held : Details are available on the website.

# Members of the Executive Committee



Bart De Smet CEO



Christophe Boizard



Filip Coremans CRO



Antonio Cano

# **Executive Board Members**

#### Bart De Smet

(1957 – Belgian – Executive - Male) Chief Executive Officer

First appointed : 2009.

Term runs until : Annual General Meeting of Shareholders in 2017.

Other positions within Ageas at the end of 2016 : Executive Board Member of Ageas Insurance International N.V. (NL), Vice-Chairman of AG Insurance SA/NV (BE), Ageas UK Ltd. (UK), Muang Thai Holding (Thailand), Taiping Life Insurance Company Ltd. (China) and Maybank Ageas Holdings Berhad (Malaysia). See note 1 Legal structure, note 28 Non-controlling interests and note 14 Investments in

associates for information on the participation interest in these entities.

Positions held with other listed companies : Non

Other positions held : Details are available on the website.

# Christophe Boizard

(1959 – French – Executive - Male) Chief Financial Officer

First appointed as Board member : 2015.

Term runs until : Annual General Meeting of Shareholders in 2019.

Other positions within Ageas at the end of 2016 : Member of the Boards of Ageas Insurance International N.V. (NL), of Ageas Insurance Limited (UK), of Ageas Retail Limited (UK), of Ageas Services (UK), Ageas France (FR),

Cardif Lux Vie SA (Lux), of Royal Park Investments SA/NV (BE), of AG Real Estate SA/NV (BE), of Ageas Finance NV, of Ageas Finlux SA (Lux), and member of Supervisory Board of Intreas N.V. (NL). See note 1 Legal structure, note 28 Non-controlling interests and note 14 Investments in associates for information on the participation interest in these artitions.

Investments in associates for information on the participation interest in these entities.

Positions held with other listed companies : None.

Other positions held : Details are available on the website.

#### Filip Coremans

(1964 - Belgian - Executive - Male)

Chief Risk Officer

First appointed as Board member

Term runs until

Other positions within Ageas at the end of 2016

: 2015.

: Annual General Meeting of Shareholders in 2019.

information on the participation interest in these entities.

: Member of the Boards of Ageas Insurance International N.V. (NL), of Ageas B.V. (NL), of Mbcp Ageas Grupo Segurador SGPS S.A. (PT), of Ocidental Vida S.A. (PT), of Ocidental Pensões (PT), of Ageas Portugal Holdings SGSP (PT), of Médis Companhia de Saude S.A. (PT) of Ocidental Companhia de Seguros S.A. (PT), of IDBI Federal Life Insurance Co. Ltd. (India) and of the Supervisory Board of Taiping Life Insurance (China). See note 1 Legal structure, note 28 Non-controlling interests and note 14 Investments in associates for

Positions held with other listed companies

Other positions held

: None. : None.

## Antonio Cano

(1963 – Dutch - Executive - Male) Chief Operating Officer

First appointed as Board member

Term runs until

Other positions within Ageas at the end of 2016

: 2016.

: Annual General Meeting of Shareholders in 2020.

: Member of the Boards of Ageas Insurance International N.V. (NL), of AG Insurance SA/NV (BE) of AG Real Estate (BE), of Interparking, of Credimo SA/NV, of Ageas Insurance Limited(UK), Ageas Retail Limited (UK), Ageas Services (UK) of Mbcp Ageas Grupo Segurador SGPS S.A. (PT), of Ocidental Vida S.A. (PT), of Ocidental Pensões (PT), of Ageas Portugal Holdings SGSP (PT), of Médis Companhia de Saude S.A. (PT) of Ocidental Companhia de Seguros S.A. (PT), Cargeas Assicurazioni (IT) and of Muang Thai Holding (Thailand) and Muang Thai Life (Thailand) See note 1 Legal structure, note 28 Noncontrolling interests and note 14 Investments in associates for information on the

participation interest in these entities.

Positions held with other listed companies

Other positions held

: None.

: Details are available on the website.

# Company Secretary

Valérie Van Zeveren

## Attendance at Board and Committee meetings

Attendance at the meetings of the Board, Audit Committee, Risk & Capital Committee, Remuneration Committee and Corporate Governance Committee was as follows:

			Au	ıdit	Corporate	Governance	Remur	eration	Risk &	Capital
	Board r	neetings	Committee	e meetings	Committe	e meetings	Committe	e meetings	Committe	e meetings
Name	Held	Attended	Held **	Attended	Held ***	Attended	Held ***	Attended	Held **	Attended
Jozef De Mey	11	10			5	5				
Guy de Selliers de Moranville****	11	9			5	5			6	6
Lionel Perl	11	11					3	3	6	6
Jan Zegering Hadders	11	11	6	6	5	5				
Roel Nieuwdorp	11	11			5	4	3	3		
Bart De Smet	11	11	6	6	5	5			6	5
Jane Murphy	11	11	6	6			3	3		
Lucrezia Reichlin	11	11							6	6
Richard Jackson****	11	9	6	6						
Yvonne Lang Ketterer	11	6*							6	5
Christophe Boizard	11	11	6	6					6	5
Filip Coremans	11	11	6	6			3	3	6	5
Antonio Cano	11	6*								

- ti should be noted that the new members of the Board only started to attend meetings after their appointment as a Board Member.
- \*\* including the joint meetings RCC / AC.
- \*\*\* including the joint meetings RC / CGC.

# 3.7 Report of the Remuneration Committee

In accordance with the Belgian Corporate Governance Act of 6 April 2010 the Ageas Remuneration Committee has drawn up a Remuneration report. Ageas will submit this report for approval to the General Meeting of Shareholders on 17 May 2017. The Chairman of the Remuneration Committee will give a commentary on this report. On 27 April 2016, the 2015 report was approved by 99.19% of the shareholder votes.

# 3.7.1 Committee membership, attendance and external advisors

The Remuneration Committee consisted of Roel Nieuwdorp (Chairman), Jane Murphy and Lionel Perl. Steve Broughton was member of the Remuneration Committee until the General Meeting of Shareholders of 27 April 2016. The CEO, the CRO, in his capacity as ultimate head of HR, and the Group HR Director, attended the meetings of the Remuneration Committee, with the exception of matters relating to themselves. Attendance details can be found in section 3.6 Board of Directors.

As already mentioned, the Remuneration Committee is assisted by Willis Towers Watson, an external professional services company. Willis Towers Watson does not provide material compensation or benefits-related services to the Executive Committee of Ageas, or to any other part of the Ageas organisation.

# 3.7.2 Key objectives of the Remuneration Committee

The Remuneration Committee's three key objectives remain unchanged: to provide full transparency, to guarantee compliance with existing and upcoming Belgian legislation and European regulation and to be market compliant.

# Transparency

In 2010 and 2011, the Board of Directors submitted for approval to the shareholders both the Remuneration Policy (for the Board and the Executive Committee as recommended by the Remuneration Committee) and the remuneration levels of the Board. The Board of Directors will continue to submit any update or modification to the shareholders for approval. The annual report of the Remuneration Committee provides insight into the work of the Remuneration Committee and the proposed evolutions, if any.

<sup>\*\*\*\*</sup> one Board meeting was not attended due to conflict of interest (see in this respect Annual Report 2015, Summarised ageas SA/NV Company Financial Statements, additional disclosure, 1.3).

## Compliance with new legislation

Ageas is closely monitoring existing and upcoming legislation trying to anticipate changes to the extent possible when appropriate.

#### Market compliance

The remuneration of both the Board of Directors and of the Executive Committee is intended:

- to ensure the organisation's continued ability to attract, motivate and retain executive talent in an international marketplace;
- to promote achievement of demanding performance targets and long-term sustainable growth, this in order to align the interests of executives and shareholders in the short, medium and long term:
- to stimulate, recognise and reward both strong individual contribution and solid team performance.

## 3.7.3 Activity report of the Remuneration Committee

The Remuneration Committee convened three times in 2016 including a joint meeting with the Corporate Governance Committee.

The Remuneration Committee discussed and submitted recommendations to the Board of Directors on:

- the alignment of the Remuneration Policy with existing and upcoming legislation and regulations (Belgian Corporate Governance Act, Capital Requirements Directive (CRD III and IV), Solvency II and the Circular 2016-31 of the Belgian National Bank). An updated analysis confirmed the compliance of the Ageas Remuneration policy with these regulations;
- the benchmarking of the remuneration of the members of the Management Committee against current market practices.
   Based on this review it was proposed to make no changes to the Executive remuneration in 2017;
- the vesting of the LTI 2012 for the members of the Management Committee;
- the disclosure of the remuneration of Board and Executive Committee Members in the notes to the Annual Consolidated Financial Statements;
- the report of the Remuneration Committee as included in the Corporate Governance Statement;
- the share plan in favour of senior management excluding Members of the Ageas Management Committee;
- the review of the LTI-plan. In the meetings of 15 November 2016 and 24 January 2017 the Committee discussed the conditions of the LTI-plan. Based on the analysis of different options, the market analysis feedback provided by Willis Towers Watson and back testing of the chosen options the Remuneration Committee recommended and the Board approved to base the granting of the LTI-plan as of working year 2017 on the Ageas business score of the working year. (The Ageas business score is the result of the achievement on the targets for the business KPI's). The adjustment at vesting on 30/06 of N+4 will be based on the

Total shareholder return ranking of Ageas in a peer group of 17 companies over the elapsed performance period. The updated conditions will lead to a more even distribution of the granted shares over the different years without impacting the total number of granted shares over a comparable period. The performance period and the adjustment criteria at vesting will also ensure a better alignment of shareholders and executive management's interests in creating long term shareholder value;

 the replacement of Delta Lloyd as of 2017 by Baloise in the peer group of companies both for the Managers share plan and the LTI-plan

In the joint meeting with the Corporate Governance Committee, the following topics were discussed and submitted to the Board of Directors for validation:

- the individual targets (quantitative and qualitative) for the members of the Management Committee;
- the targets for the business KPIs. The following KPIs were taken into account to determine the STI for the Executive Management for the financial year 2016:
  - annual Net Profit of the insurance activities;
  - Return on Equity (ROE) of the insurance activities;
  - Operating Margin of the guaranteed and unit-linked products;
  - Combined Ratio of the Non-life insurance activity;
  - Value Added by New Business;
- the specific KPIs for the Group Risk Officer;
- the assessment of the results on the individual objectives and the business KPIs;
- the individual STI and LTI of the members of the Management Committee based on above assessment.

# 3.7.4 The Remuneration Policy

The full Remuneration Policy for Ageas Board Members and Group Executive Committee members, as approved by the General Meeting of Shareholders in April 2010 and reconfirmed by the shareholders in 2016, is attached to the Corporate Governance Charter (see annex 4 of the Corporate Governance Charter). The Remuneration Policy can be found at:

https://www.ageas.com/en/about-us/remuneration.

This policy describes the principles underlying remuneration, the relative importance of the various components of remuneration and the features of equity-linked remuneration and the applicable clawback of variable income in the case of fraud or material misstatement.

It remains the opinion of the Remuneration Committee that the policy is aligned with the spirit of the present standards with a deferral of the LTI and parts of the STI, and assessment of the performance during the period of deferral, and as such fits in with the company strategy.

## 3.7.5 Implementation of Remuneration Policy in 2016

#### **Board of Directors**

The remuneration levels of the non-executive members of the Board were approved by a vast majority of the shareholders in 2010. Based on the periodic review an adjustment was proposed and approved by the General Meeting of Shareholders in 2013.

During 2016 no changes were proposed as to the remuneration levels of the non-executive members of the Board.

The remuneration levels approved by the General Meeting of Shareholders in April 2013 continue to apply. These remuneration levels consist of a fixed annual remuneration on the one hand and an attendance fee on the other. The fixed annual remuneration amounts to EUR 90,000 for the Chairman and EUR 45,000 for the other Non-Executive Board Members. Non-Executive Board Members receive an attendance fee of EUR 2,000 per Board Meeting and EUR 1,500 per Board Committee Meeting. For the Chairman of the Board of Directors and the Board Committees, the respective attendance fees are set at EUR 2,500 per Board Meeting and EUR 2,000 per Board Committee Meeting. More detailed information on the remuneration of the Non-Executive Board Members in 2016 can be found in note 7 section 7.3 Remuneration of Board of Directors members and Executive Committee members in the Ageas Consolidated Financial Statements 2016

Non-Executive Board Members do not receive annual incentives or stock options and are not entitled to pension rights. Non-Executive Board Members are not entitled to any termination indemnity.

The remuneration of the Executive Board Members is related exclusively to their position as member of the Executive Committee and is therefore determined in line with the Remuneration Policy for Executive Committee members.

In the framework of good corporate governance, to avoid the cascading of the decision process and to increase knowledge and awareness of the issues in the most important operating companies,

the Board of Directors decided to assign most of its non-executive members to the Boards of Directors of Ageas subsidiaries. To the extent that these positions are remunerated, the amounts paid out are disclosed in note 7 section 7.3 Remuneration of Board of Directors members and Executive Committee members in the Ageas Consolidated Financial Statements 2016.

In accordance with the Remuneration Policy and the remuneration levels described above, the total remuneration of all non-executive directors amounted to EUR 1.25 million in 2016, compared to EUR 1.34 million in 2015. For more detailed information, please refer to note 7 section 7.3 Remuneration of Board of Directors members and Executive Committee members in the Ageas Consolidated Financial Statements 2016.

## Executive Committee

Both the level and the structure of remuneration for Ageas Executive Committee members are analysed annually. Upon the initiative of the Remuneration Committee, Ageas's competitive position is regularly reviewed by, and discussed with, Willis Towers Watson and compared with that of other major European-based international insurance firms and other organisations operating on an international basis

Based on the assessment of the competitive positioning of the remuneration of the Executive Management in the second half of 2016, the Remuneration Committee recommended and the Board accepted to make no adjustments to Executive remuneration for 2017.

The Executive Committee consists of CEO Bart De Smet, CFO Christophe Boizard and CRO Filip Coremans, who are all executive members of the Board of Directors. Antonio Cano, COO joined the Executive Committee as of the General Meeting of Shareholders of 27 April 2016. The Remuneration Policy as described above applies to the members of the Executive Committee, and includes, but is not limited to, the rules on variable remuneration, severance pay and claw-back. In 2016, the total remuneration of the Executive Committee amounted to EUR 3.8 million compared to EUR 4.2 million in 2015.

As foreseen by the Remuneration Policy, the Executive Committee members are entitled to a short-term (STI) and a long-term incentive (LTI) regarding their performance over the year 2016:

- long-term incentive: the total shareholder return (TSR) of Ageas shares amounted to minus 7,6% over 2016, which was the fourteenth position in the peer group. The Remuneration Committee, jointly with the Corporate Governance Committee, thus recommended there was no granting of the LTI over the year 2016 as this result positions Ageas below the 25th percentile of the peer group;
- short-term incentive: two components, the Ageas component accounting for 70% and the individual component accounting for 30%, are taken into account in the calculation of the STI. The Remuneration Committee, jointly with the Corporate Governance Committee, recommended that the Board takes the results of the following KPIs into account:
  - Net Profit of the insurance activities;
  - Return on Equity (ROE) of the insurance activities;
  - Operating Margin for the guaranteed and unit-linked products:
  - Combined Ratio of the Non-life insurance activity;
  - Value Added by New Business;
- taking into account individual performances, this led to the following STI-percentages (target 50% of base compensation, range 0-100% of base compensation):
  - CEO Bart De Smet: 95% of target;
  - CFO Christophe Boizard: 84% of target;
  - CRO Filip Coremans: 90% of target;
  - COO Antonio Cano: 85% of target.

For each member of the Executive Committee, severance pay equals 12 months' salary which can in specific circumstances be increased to 18 months (including the non-competition provision).

More detailed information on the Remuneration Policy applicable to the Executive Committee is available in annex 4 of the Corporate Governance Charter: The remuneration for Ageas Board Members and Group Executive Committee members. For more detailed information on individual remuneration and the number of granted, exercised and matured shares, share options and other rights to acquire shares, please refer to note 7 section 7.3 Remuneration of Board of Directors members and Executive Committee members in the Ageas Consolidated Financial Statements 2016

# 3.7.6 Procedure followed to develop and assess/review the Remuneration Policy

Upon its appointment in April 2009, the Remuneration Committee formulated a completely new Remuneration Policy. The Remuneration Committee reassesses the different elements of the Remuneration Policy and its compliance with existing legislation and regulation on a regular basis, assisted by the external advisor Willis Towers Watson.

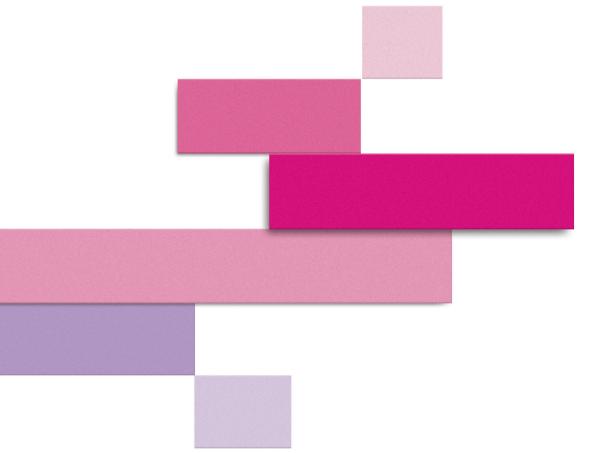
It remains the opinion of the Remuneration Committee that the policy, with amongst others a deferral of the LTI and parts of the STI, and assessment of the performance during the period of deferral, complies with present standards and regulations and as such fits in with the strategy of the company.

#### 3.7.7 Outlook for Remuneration Policy in 2017

Ageas will continue to benchmark the structure of its Remuneration Policy against the competitive and regulatory environment as it has done in the past and will, if required, propose modifications or updates. Any modifications of the Remuneration Policy will be submitted for approval to the General Meeting of Shareholders.

Brussels, 4 April 2017

Board of Directors



# AGEAS Consolidated Financial Statements

2016

# **Consolidated statement of financial position**

(before appropriation of profit)

		31 December	31 December
	Note	2016	2015
Assets			
Cash and cash equivalents	10	2,180.9	2,394.3
Financial investments	11	66,571.4	66,547.2
Investment property	12	2,772.5	2,847.1
Loans	13	8,685.0	7,286.3
Investments related to unit-linked contracts		14,355.7	15,126.0
Investments in associates	14	2,855.7	2,841.4
Reinsurance and other receivables	<i>15</i>	2,192.3	2,013.9
Current tax assets	24	67.1	39.1
Deferred tax assets	24	171.5	131.2
Accrued interest and other assets	16	1,906.1	2,568.0
Property, plant and equipment	17	1,172.3	1,152.1
Goodwill and other intangible assets	18	1,217.7	1,539.2
Assets held for sale		145.3	
Total assets		104,293.5	104,485.8
Liabilities			
Liabilities arising from Life insurance contracts	20.1	28,218.1	29,073.7
Liabilities arising from Life investment contracts	20.2	31,902.2	29,902.9
Liabilities related to unit-linked contracts	20.3	14,353.3	15,141.8
Liabilities arising from Non-life insurance contracts	20.4	7,975.2	7,463.5
Subordinated liabilities	21	2,322.7	2,380.4
Borrowings	22	2,495.8	2,787.5
Current tax liabilities	23	94.2	82.8
Deferred tax liabilities	23	1,350.6	1,565.0
RPN(I)	24	275.0	402.0
Accrued interest and other liabilities	<i>25</i>	2,659.3	2,373.1
Provisions	26	1,067.2	175.0
Liabilities related to written put options on NCI	27	1,374.9	1,163.1
Total liabilities		94,088.5	92,510.8
Shareholders' equity	19	9,560.6	11,376.1
Non-controlling interests	28	644.4	598.9
Total equity		10,205.0	11,975.0
Total liabilities and equity		104,293.5	104,485.8

# **Consolidated income statement**

	Note	2016	2015
Income			
- Gross premium income		9,276.7	9,358.6
- Change in unearned premiums		(9.7)	(31.0)
- Ceded earned premiums		(265.7)	(291.7)
Net earned premiums	32	9,001.3	9,035.9
Interest, dividend and other investment income	33	2,938.7	3,008.5
Unrealised gain (loss) on RPN(I)	24	82.7	65.0
Result on sales and revaluations	34	645.7	192.0
Investment income related to unit-linked contracts	<i>35</i>	425.7	464.7
Share in result of associates	36	249.8	286.1
Fee and commission income	37	370.8	435.2
Other income	38	199.4	229.8
Total income		13,914.1	13,717.2
Expenses			
- Insurance claims and benefits, gross		(8,834.1)	(8,610.0)
- Insurance claims and benefits, ceded		174.4	102.5
Insurance claims and benefits, net	39	(8,659.7)	(8,507.5)
Charges related to unit-linked contracts		(488.7)	( 562.2 )
Financing costs	40	( 167.2 )	( 167.0 )
Change in impairments	41	(64.7)	(79.6)
Change in provisions	26	(892.7)	0.4
Fee and commission expenses	42	(1,177.3)	( 1,273.4 )
Staff expenses	43	(846.0)	(846.7)
Other expenses	44	(1,183.1)	(1,115.6)
Total expenses		( 13,479.4 )	( 12,551.6 )
Result before taxation		434.7	1,165.6
Tax income (expenses)	45	( 211.9 )	( 226.0 )
Net result for the period		222.8	939.6
Attributable to non-controlling interests	28	195.7	169.4
Net result attributable to shareholders		27.1	770.2
Per share data (EUR)			
Basic earnings per share	4	0.13	3.57
Diluted earnings per share	4	0.13	3.57

Gross inflow (sum of gross written premiums and premium inflow from investment contracts without discretionary participation features) can be calculated as below.

	Note	2016	2015
Gross premium income		9,276.7	9,358.6
Inflow deposit accounting (directly recognised as liability)	32	1,333.7	1,307.9
Gross inflow		10,610.4	10,666.5

# **Consolidated statement of comprehensive income**

	Note		2016		2015
COMPREHENSIVE INCOME					
Items that will not be reclassified to the income statement:					
Remeasurement of defined benefit liability		( 100.9 )		24.2	
Related tax		31.0		(8.5)	
Remeasurement of defined benefit liability	7	(69.9)		15.7	
Total of items that will not be reclassified to the income statement:			(69.9)		15.7
Items that are or may be reclassified to the income statement:					
Change in amortisation of investments held to maturity		20.3		23.9	
Related tax		(5.1)		(6.0)	
Change in investments held to maturity	11	15.2		17.9	
Change in revaluation of investments available for sale 1)		( 562.6 )		155.9	
Related tax		186.5		(48.1)	
Change in revaluation of investments available for sale	11	(376.1)		107.8	
Share of other comprehensive income of associates	14	(217.7)		274.2	
Change in foreign exchange differences		( 425.1 )		192.4	
Total items that are or may be reclassified to the income statement:			( 1,003.7 )		592.3
Other comprehensive income for the period			( 1,073.6 )		608.0
Net result for the period			222.8		939.6
Total comprehensive income for the period			(850.8)		1,547.6
Net result attributable to non-controlling interests		195.7		169.4	
Other comprehensive income attributable to non-controlling interests		(106.6)		49.9	
Total comprehensive income attributable to non-controlling interests			89.1		219.3
Total comprehensive income attributable to shareholders			( 939.9 )		1,328.3

<sup>1)</sup> Change in revaluation of investments available for sale, gross includes the revaluation of cash flow hedges and is net of currency differences and shadow accounting.

# **Consolidated statement of changes in equity**

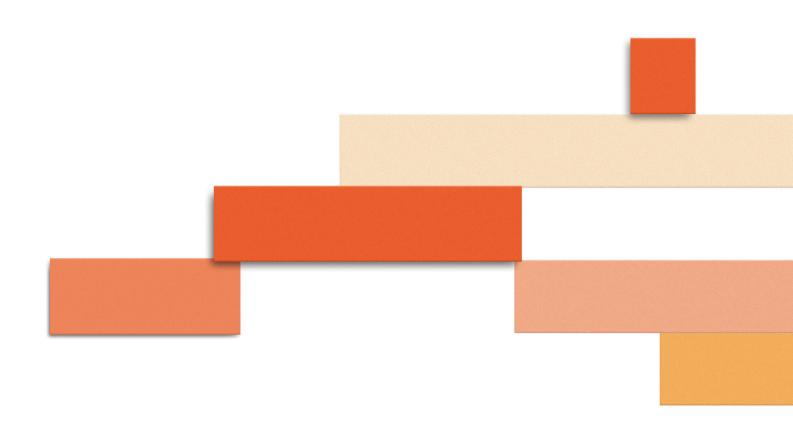
		Share		Currency	Net result	Unrealised	Share	Non-	
	Share	premium	Other	translation	attributable to	gains	holders'	controlling	Total
	capital	reserve	reserves	reserve	shareholders	and losses	equity	interests	equity
Balance as at 1 January 2015	1,709.4	2,796.1	2,320.0	325.9	475.6	2,596.3	10,223.3	688.2	10,911.5
Net result for the period					770.2		770.2	169.4	939.6
Revaluation of investments						354.7	354.7	45.2	399.9
Remeasurement IAS 19			13.3				13.3	2.4	15.7
Foreign exchange differences				190.1			190.1	2.3	192.4
Total non-owner changes in equity			13.3	190.1	770.2	354.7	1,328.3	219.3	1,547.6
Transfer			475.6		( 475.6 )				
Dividend			(328.9)				(328.9)	(156.1)	(485.0)
Treasury shares			(251.5)				(251.5)		(251.5)
Cancellation of shares	(53.4)	(154.7)	208.1						
Share-based compensation		3.4					3.4		3.4
Impact written put option on NCI 1)			411.2				411.2	(84.9)	326.3
Restructuring Italy								(67.6)	(67.6)
Other changes in equity 2)			(9.7)	(4.1)		4.1	(9.7)		(9.7)
Balance as at 31 December 2015	1,656.0	2,644.8	2,838.1	511.9	770.2	2,955.1	11,376.1	598.9	11,975.0
Net result for the period					27.1		27.1	195.7	222.8
Revaluation of investments						(484.2)	(484.2)	(94.4)	(578.6)
Remeasurement IAS 19			(57.0)				(57.0)	(12.9)	(69.9)
Foreign exchange differences				(425.8)			(425.8)	0.7	(425.1)
Total non-owner changes in equity			(57.0)	(425.8)	27.1	(484.2)	(939.9)	89.1	(850.8)
Transfer			770.2		(770.2)				
Dividend			(338.3)				(338.3)	(134.5)	(472.8)
Increase of capital								12.2	12.2
Treasury shares			(244.3)				(244.3)		(244.3)
Cancellation of shares	(53.4)	(198.1)	251.5				. ,		, ,
Share-based compensation	, ,	3.5					3.5		3.5
Impact written put options on NCI 1)			(289.0)				(289.0)	77.2	(211.8)
Other changes in equity 2)			(7.5)				(7.5)	1.5	(6.0)
Balance as at 31 December 2016	1,602.6	2,450.2	2,923.7	86.1	27.1	2,470.9	9,560.6	644.4	10,205.0

Relates to the put option on AG Insurance shares and the put option on Interparking shares (see note 27 Liabilities related to written put options NCI).

Other changes in shareholders' equity includes an indemnity paid to BNP Paribas Fortis for the Ageas shares held related to the CASHES securities and the payment to holders of FRESH securities.

# **Consolidated statement of cash flow**

	Note		2016		2015
Cash and cash equivalents as at 1 January	10		2,394.3		2,516.3
Result before taxation			434.7		1,165.6
Adjustments to non-cash items included in result before taxation:					
Remeasurement RPN(I)	24	(82.7)		(65.0)	
Result on sales and revaluations	34	(645.7)		(192.0)	
Share in result of associates	36	(249.8)		(286.1)	
Depreciation, amortisation and accretion	44	748.8		749.4	
Impairments	41	64.7		79.6	
Provisions	26	892.7		2.4	
Share-based compensation expense	43 _	5.5		3.4	
Total adjustments to non-cash items included in result before taxation			733.5		291.7
Changes in operating assets and liabilities:					
Derivatives held for trading (assets and liabilities)	11	49.3		(64.9)	
Loans	13	(1,469.8)		(1,199.0)	
Reinsurance and other receivables	15	(294.4)		12.4	
Investments related to unit-linked contracts	20	(41.5)		(266.7)	
Borrowings	22	53.9		157.5	
Liabilities arising from insurance and investment contracts	20.1 & 20.2 & 20.4	1,601.0		624.4	
Liabilities related to unit-linked contracts	20.3	(38.2)		133.2	
Net changes in all other operational assets and liabilities		(509.1)		(999.5)	
Dividend received from associates		151.2		82.0	
Income tax paid  Total changes in operating assets and liabilities	-	( 265.8 )	(763.4)	( 249.5 )	(1,770.1)
Cash flow from operating activities			404.8		(312.8)
Purchases of financial investments	11	(8,834.1)		( 12,188.9 )	
Proceeds from sales and redemptions of financial investments	11	8,518.7		13,277.2	
Purchases of investment property	12	( 98.8 )		(71.9)	
Proceeds from sales of investment property	12	117.6		95.4	
Purchases of property, plant and equipment	17	(89.7)		(74.5)	
Proceeds from sales of property, plant and equipment	17	5.6		0.6	
Acquisitions of subsidiaries and associates (including capital increases in associates)	3	(372.8)		( 318.6 )	
Divestments of subsidiaries and associates (including capital repayments of associates)	3	1,026.4		19.9	
Purchases of intangible assets	18	( 24.5 )		(34.2)	
Proceeds from sales of intangible assets	18 _	8.9		1.4	
Cash flow from investing activities			257.3		706.4
Redemption of debt certificates				(2.2)	
Proceeds from the issuance of subordinated liabilities	21			393.9	
Redemption of subordinated liabilities	21	(76.0)		(154.9)	
Proceeds from the issuance of other borrowings	22	4.4		11.2	
Payment of other borrowings	22	(56.2)		(50.9)	
Purchases of treasury shares	19	(244.3)		(251.5)	
Dividends paid to shareholders of parent companies	6	(338.3)		(328.9)	
Dividends paid to non-controlling interests	6 _	( 134.5 )		( 156.1 )	
Cash flow from financing activities			( 844.9 )		(539.4)
Effect of exchange rate differences on cash and cash equivalents			(30.6)		23.8
Cash and cash equivalents as at 31 December	10		2,180.9		2,394.3
Supplementary disclosure of operating cash flow information					
Interest received	33	2,321.1		2,470.4	
Dividend received from financial investments	33	136.2		112.2	
Interest paid	40	(175.2)		(161.8)	



# **General** Notes

# 1

# **Legal structure**

ageas SA/NV, incorporated in Belgium with its registered office at Rue du Marquis 1/Markiesstraat 1, Brussels, Belgium, is the parent company of the Ageas Group. The Consolidated Financial Statements include the Summarised Financial Statements of ageas SA/NV (the parent company) and its subsidiaries.

A list of all Group companies and other participating interests has been filed with the National Bank of Belgium in Brussels. The list is available upon request, free of charge, from Ageas in Brussels.

Ageas shares are listed on the regulated market of Euronext Brussels. Ageas has a sponsored ADR programme in the United States.

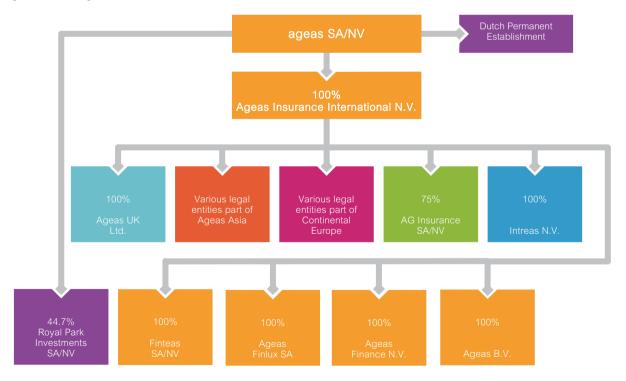
The main third-party shareholders of Ageas, based on the official notifications, as at 31 December 2016 are:

- Ping An 5.17%;
- BlackRock, Inc 4.98%;
- Schroders Plc 4.98%.

Besides these third-party shareholders, ageas holds 5.16% of its own shares. This interest is related to the FRESH (see note 19 Shareholders' equity and note 21 Subordinated liabilities), restricted share programmes and the share buy-back programmes (see note 19 Shareholders' equity).

Ageas has pledged 46,715 shares of AG Insurance (7.4%) to BNP Paribas Fortis SA/NV as security for the complete and timely performance of the Relative Performance Note secured obligations (see note 24 RPN(I)).

The legal structure of Ageas is as follows.



Fully consolidated entities of Ageas in Continental Europe are in Portugal, Millenniumbcp Ageas (51%), Ocidental Seguros (100%), Médis (100%) and Ageas Seguros (100%), in Italy, Cargeas Assicurazioni (50%) and in France, Ageas France (100%).

Intreas N.V. is Ageas' internal Non-life reinsurer.

# 2

# **Summary of accounting policies**

The Ageas Consolidated Financial Statements 2016 comply with International Financial Reporting Standards (IFRS) as at 1 January 2016, as issued by the International Accounting Standards Board (IASB) and as adopted by the European Union (EU) on that date.

## 2.1 Basis of accounting

The accounting policies are consistent with those applied for the year ended 31 December 2015. Amended IFRS policies effective on 1 January 2016 and with importance for Ageas (and endorsed by the EU) are listed in paragraph 2.2. The accounting policies mentioned here are a summary of the complete Ageas accounting policies, which can be found at:

https://www.ageas.com/en/about-us/supervision-audit-and-accounting-policies.

The Ageas Consolidated Financial Statements are prepared on a going concern basis and are presented in euros, the functional currency of the parent company of Ageas.

Assets and liabilities recorded in the statement of financial position of Ageas have usually a duration of more than 12 months, except for cash and cash equivalents, reinsurance and other receivables, accrued interest and other assets, accrued interest and other liabilities and current tax assets and liabilities.

The most significant IFRS for the measurement of assets and liabilities as applied by Ageas are:

- IAS 1 for presentation of financial statements;
- IAS 16 for property, plant and equipment;
- IAS 19 for employee benefits;
- IAS 23 for loans;
- IAS 28 for investments in associates;
- IAS 32 for written put options on non-controlling interests;
- IAS 36 for the impairment of assets;
- IAS 38 for intangible assets;
- IAS 39 for financial instruments;
- IAS 40 for investment property;
- IFRS 3 for business combinations;
- IFRS 4 for the measurement of insurance contracts;
- IFRS 7 for the disclosures of financial instruments;
- IFRS 8 for operating segments;
- IFRS 10 for consolidated financial statements;
- IFRS 12 for disclosure of interests in other entities;
- IFRS 13 for fair value measurements.

# 2.2 Changes in accounting policies

The following new or revised standards, interpretations and amendments to standards and interpretations became effective on 1 January 2016 (and are endorsed by the EU) but are not relevant or do not significantly impact the financial position or financial statements:

- Amendments to IAS 16 and IAS 38: Clarification of Acceptable Methods of Depreciation and Amortisation:
- Amendments to IAS 27: Equity Method in Separate Financial Statement;
- Amendments to IFRS 10, IFRS 12 and IAS 28: Investment entities – Applying the Consolidation Exception;
- Amendments to IAS 1: Disclosure initiative;
- Improvements to IFRS (2012-2014 cycle).

#### Upcoming changes in IFRS EU

No new standards will become effective for Ageas on 1 January 2017 that would have a material impact on Shareholders' equity, Net result and/or Other Comprehensive Income.

# IFRS 9 'Financial Instruments'

IFRS 9 'Financial Instruments' was issued by the IASB in July 2014 and endorsed by the EU in November 2016. The new requirements will become effective in 2018.

IFRS 9 replaces most of the current IAS 39 'Financial Instruments: Recognition and Measurement', and includes requirements for classification and measurement of financial assets and liabilities, impairment of financial assets and hedge accounting.

The classification and measurement of financial assets under IFRS 9 will depend on both the entity's business model and the instrument's contractual cash flow characteristics. The classification of financial liabilities remains unchanged. The recognition and measurement of impairment under IFRS 9 is on an expected loss basis. As in IAS 39 losses are recognised when incurred, under the new standard losses are recognised earlier. The hedge accounting requirements of IFRS 9, aim at simplifying general hedge accounting. The IASB is assessing whether it should develop an approach to report on dynamic risk management and issued in 2014 a Discussion Paper 'Accounting for Dynamic Risk Management: A Portfolio Revaluation Approach to Macro Hedging'.

In order to prevent challenges for insurance companies to implement IFRS 9 before the effective date of IFRS 17 'Insurance Contracts' (1 January 2021), the IASB issued 'Amendments to IFRS 4: Applying IFRS 9 Financial Instruments with IFRS 4 Insurance Contracts' in September 2016. The amended standard offers two options to minimise the effect of different effective dates. These options are:

- The overlay approach an option for all entities that issue insurance contracts to adjust profit or loss by removing any additional accounting volatility that may arise from qualifying financial assets caused by implementation of IFRS 9, and
- The deferral approach an optional temporary exemption from applying IFRS 9 no later than reporting periods beginning on or after 1 January 2021 for entities whose predominant activity is issuing insurance contracts.

The amendment is expected to be endorsed by the EU in 2017. Ageas will apply the deferral of IFRS 9 as Ageas activities are predominantly issuing contracts within the scope of IFRS 4 Insurance Contracts. In this way, the implementation of IFRS 9 and the new insurance standard IFRS 17 (expected to be issued in 2017) will be aligned.

The implementation of IFRS 9 and IFRS 17 will most likely have a significant impact on Shareholder's equity, Net result and/or Other Comprehensive Income but an estimate cannot be provided at this stage.

#### IFRS 15 Revenue from Contracts with Customers

IFRS 15 'Revenue from Contracts with Customers', issued on 28 May 2014 and the amendment of the effective date to 1 January 2018 were endorsed by the EU in September 2016. A third amendment 'Clarifications to IFRS 15 Revenue from Contracts with Customers (issued on 12 April 2016) that is also effective as per 1 January 2018 is not yet endorsed by the EU.

IFRS 15 replaces all existing revenue requirements in IFRS (IAS 11 Construction Contracts, IAS 18 Revenue and several IFRIC and SIC interpretations) and applies to all revenue arising from contracts with customers, unless the contracts are in the scope of other standards, such as insurance contracts, lease contracts or financial instruments.

The standard outlines the principles to measure and recognize revenue and the related cash flows. The core principle is that an entity will recognize revenue at an amount that reflects the consideration to

which the entity expects to be entitled in exchange for transferring goods or services to a customer. IFRS 15 offers two methods for initial application: a full retrospective approach with certain practical expedients or a modified retrospective approach with the cumulative effect of initial application of this standard recognized at the date of initial application with certain additional disclosures.

Although the final impact of implementation of this new standard is not yet fully assessed, Ageas expects no material impact on Shareholder's equity, Net result and/or Other Comprehensive Income.

#### IFRS 16 Leases

IFRS 16 'Leases' is issued on 13 January 2016 and will become effective as per 1 January 2019. The standard is not yet endorsed by the FLI.

IFRS 16 replaces IAS 17 and establishes principles for the recognition, measurement, presentation and disclosure of leases. Upon lease commencement a lessee recognises a right-of-use asset and a lease liability initially measured at the present value of the lease liability plus any initial direct costs incurred by the lessee. Adjustments may be required for lease incentives, payments at or prior to commencement and restoration obligations or similar. After lease commencement, a lessee shall measure the right-of-use asset using a cost model (some exceptions apply).

The interest expense on the lease liability is separated from the depreciation expense of the right-of-use asset and reported as financing activity. The standard includes two recognition exemptions for lessees of "low-value" assets and short-term leases.

As most long term lease contracts must be recognised, Ageas expects a significant impact on the total balance sheet amounts and ratio's based on total assets or total liabilities.

## 2.3 Accounting estimates

The preparation of the Ageas Consolidated Financial Statements in conformity with IFRS, requires the use of certain estimates at the end of the reporting period. In general these estimates and the methods used have been consistent since the introduction of IFRS in 2005. Each estimate by its nature carries a significant risk of material adjustments (positive or negative) to the carrying amounts of assets and liabilities in the next financial year.

The key estimates at the reporting date are shown in the table below.

Estimation uncertainty

# 31 December 2016

Available for sale securities

Assets

Available for sale securities	
Financial instruments	
- Level 2	- The valuation model
	- Inactive markets
- Level 3	- The valuation model
	- Use of non-market observable input
	- Inactive markets
Investment property	- Determination of the useful life and residual value
Loans	- The valuation model
	- Parameters such as credit spread, maturity and interest rates
Associates	- Various uncertainties depending on the asset mix, operations and market developments
	· · · · · · · · · · · · · · · · · · ·
Goodwill	- The valuation model used
	- Financial and economic variables
	- Discount rate
	- The inherent risk premium of the entity
	The limit for hor promising of the chirty
Other intangible assets	- Determination of the useful life and residual value
Other intaligible assets	- Determination of the useful life and residual value
Deferred tax assets	- Interpretation of complex tax regulations
Deletted tax assets	- Amount and timing of future taxable income
	- Amount and timing or ruture taxable income
Liebilities	
Liabilities	
Liabilities for insurance contracts	
- Life	- Actuarial assumptions
	- Yield curve used in liability adequacy test
	- Reinvestment profile of the investment portfolio, credit risk spread and maturity,
	when determining the shadow LAT adjustment
- Non-life	- Liabilities for incurred but not reported claims
	- Claim adjustment expenses
	- Final settlement of outstanding claims
Pension obligations	- Actuarial assumptions
	- Discount rate
	- Inflation/salaries
Provisions	- The likelihood of a present obligation due to events in the past
	- The calculation of the best estimated amount
Deferred tax liabilities	- Interpretation of complex tax regulations
Written put options on NCI	- Estimated future fair value
	- Discount rate

For more detailed information on the application of these estimates, please refer to the applicable notes in the Ageas Consolidated Financial Statements. Note 5 Risk Management describes the way Ageas mitigates the various risks of the insurance operations.

# 2.4 Events after the reporting period

Events after the reporting period relate to events that occur between the end of the reporting period and the date when the Consolidated Financial Statements are authorised for issue by the Board of Ageas. Two types of events can be identified:

- events leading to an adjustment of the Consolidated Financial Statements if they provide evidence of conditions that existed at the reporting date;
- events result in additional disclosures if they are indicative of conditions that arose after the date of the statement of financial position, and if relevant and material.

See note 48, Events after the date of the statement of financial position.

# 2.5 Segment reporting

#### Operating segments

Ageas's reportable operating segments are primarily based on geographical regions. The regional split is based on the fact that the activities in these regions share the same nature and economic characteristics and are managed as such.

The operating segments are:

- Belgium;
- United Kingdom (UK);
- Continental Europe;
- Asia;
- Reinsurance;
- General Account.

Activities not related to insurance and Group elimination differences are reported separately from the Insurance activities in the sixth operating segment: General Account. The General Account comprises activities not related to the core insurance business, such as Group financing and other holding activities. In addition, the General Account also includes the investment in Royal Park Investments, the liabilities related to CASHES/RPN(I) and the written put option on AG Insurance shares.

Transactions or transfers between the operating segments are made under normal commercial terms and conditions that would be available to unrelated third parties. Eliminations are reported separately.

## 2.6 Consolidation principles

#### Subsidiaries

The Ageas Consolidated Financial Statements include those of ageas SA/NV (the parent company) and its subsidiaries. Subsidiaries are those companies, over which Ageas, either directly or indirectly, has the power to govern financial and operating policies so as to obtain benefits from the activities ('control'). Subsidiaries are consolidated from the date on which effective control is transferred to Ageas and are no longer consolidated from the date on which control ceases. Subsidiaries acquired exclusively with a view to resale are accounted for as non-current assets held for sale. The result on a sale of a portion of an interest in a subsidiary without a change in control is accounted for in equity.

Intercompany transactions, balances, and gains and losses on transactions between Ageas companies are eliminated.

The existence and effect of potential voting rights that are presently exercisable or presently convertible are considered when assessing whether Ageas controls another entity.

#### Associates

Investments in associates are accounted for using the equity method. These are investments over which Ageas has significant influence, but does not control. The investment is recorded as Ageas's share of the net assets of the associate. The initial acquisition is valued at cost. In subsequent measurement the share of net income for the year is recognised as share in result of associates and Ageas's share of the investment's post-acquisition direct equity movements is recognised in equity.

Gains on transactions between Ageas and investments accounted for using the equity method are eliminated to the extent of Ageas's interest. Losses are also eliminated unless the transaction provides evidence of an impairment of the asset transferred. Losses are recognised until the carrying amount of the investment is reduced to nil and further losses are only recognised to the extent that Ageas has incurred legal or constructive obligations or made payments on behalf of an associate.

#### Disposal of subsidiaries, businesses and non-current assets

A non-current asset (or disposal group, such as subsidiaries) is classified as 'held for sale' if it is available for immediate sale in its present condition and its sale is highly probable. A sale is highly probable where:

- there is evidence of management commitment;
- there is an active programme to locate a buyer and complete the plan;
- the asset is actively marketed for sale at a reasonable price compared to its fair value;
- the sale is expected to be completed within 12 months of the date of classification; and
- actions required to complete the plan indicate that it is unlikely that there will be significant changes to the plan or that it will be withdrawn

The probability of shareholder's approval is considered as part of the assessment of whether the sale is highly probable. If regulatory approval is needed, a sale is only considered to be highly probable after this approval.

Non-current assets (or disposal groups) classified as held for sale are:

- measured at the lower of the carrying amount and fair value less costs to sell (except for the assets that are exempt from this rule such as IFRS 4 insurance rights, financial assets, deferred taxes and pension plans);
- current assets and all liabilities are measured in accordance with the applicable IFRS;
- not depreciated or amortised; and
- presented separately in the balance sheet (assets and liabilities are not offset).

The date of disposal of a subsidiary or disposal group is the date on which control passes. The Consolidated Income Statement includes the results of a subsidiary or disposal group up to the date of disposal. The gain or loss on disposal is the difference between (a) the proceeds of the sale and (b) the carrying amount of the net asset plus any attributable goodwill and amounts accumulated in other comprehensive income (for example, foreign translation adjustments and available-for-sale reserves).

# 2.7 Foreign currency

For individual entities of Ageas, foreign currency transactions are accounted for using the exchange rate at the date of the transaction. Outstanding balances in foreign currencies at year-end are translated at year-end exchange rates for monetary items.

Non-monetary items carried at historical cost are translated using the historical exchange rate that existed at the date of the transaction. Non-monetary items that are carried at fair value are translated using the exchange rate on the date that the fair values are determined. The resulting exchange differences are recorded in the income statement as foreign currency gains (losses), except for those non-monetary items whose fair value change is recorded as a component of equity.

The distinction between exchange differences (recognised in the Income Statement) and unrealised fair value results (recognised in equity) on available-for-sale financial assets is determined according to the following rules:

- the exchange differences are determined based on the evolution of the exchange rate calculated on the previous balances in foreign currency;
- the unrealised (fair value) results are determined based on the difference between the balances in euros of the previous and the new period, converted at the new exchange rate.

#### Foreign currency translation

Upon consolidation, the income statement and cash flow statement of entities whose functional currency is not the euro are translated into euros, at average daily exchange rates for the current year (or exceptionally at the exchange rate at the date of the transaction if exchange rates fluctuate significantly) and their statements of financial position are translated using the exchange rates prevailing at the date of the statement of financial position.

Translation exchange differences are recognised in equity. On disposal of a foreign entity, such exchange differences are recognised in the income statement as part of the gain or loss on the sale.

Exchange differences arising on monetary items, borrowings and other currency instruments, designated as hedges of a net investment in a foreign entity are recorded in equity, until the disposal of the net investment, except for any hedge ineffectiveness that is immediately recognised in the income statement.

Goodwill and fair value adjustments arising on the acquisition of a foreign entity are treated as assets and liabilities of the foreign entity and are translated at the closing exchange rate on the date of the statement of financial position. All resulting differences are recognised in equity until disposal of the foreign entity when a recycling to the income statement takes place.

The following table shows the exchange rates of the most relevant currencies for Ageas.

		Average rates		
1 euro =	2016	2015	2016	2015
Pound sterling	0.86	0.73	0.82	0.73
US dollar	1.05	1.09	1.11	1.11
Hong Kong dollar	8.18	8.44	8.59	8.60
Turkey lira	3.71	3.18	3.34	3.03
China yuan renminbi	7.32	7.06	7.35	6.97
Malaysia ringgit	4.73	4.70	4.58	4.34
Philippines Peso	52.27	51.00	52.56	50.52
Thailand baht	37.73	39.25	39.04	38.03
Vietnamese Dong	23,810	24,390	25,000	24,390

# 2.8 Measurement bases used in preparing the financial statements

The classification and measurement of assets and liabilities are based on the nature of the underlying transactions.

#### 2.8.1 Financial assets

Management determines the appropriate classification of its investment securities at the time of purchase. Investment securities with a fixed maturity where management has both the intent and the ability to hold to maturity are classified as held to maturity. Investment securities with fixed or determinable payments that are not quoted in an active market and that upon initial recognition are not designated as held-for-trading nor as available-for-sale, are classified as loans and receivables. Investment securities to be held for an indefinite period of time, which may be sold in response to needs for liquidity or to changes in interest rates, exchange rates or equity prices, are classified as available for sale. Investment securities that are acquired for the purpose of generating short-term profits are considered to be held for trading.

Held-to-maturity investments are carried at amortised cost less any impairment charges. Any difference with the initial recognition amount resulting from transaction costs, initial premiums or discounts is amortised over the life of the investment using the effective interest method. If a held-to-maturity investment is determined to be impaired, the impairment is recognised in the income statement.

Loans and receivables are measured at amortised cost, using the effective interest rate method (EIR) less impairment. Amortised cost is calculated by taking into account any discount or premium on acquisition and fee or costs that are an integral part of the EIR. The EIR amortisation is included in the income statement. Gains and

losses are recognised in the income statement when the investments are de-recognised or impaired, as well as through the amortisation process. For floating rate instruments, the cash flows are periodically re-estimated to reflect movements in market interest rates. If the floating rate instrument is initially recognised at an amount (almost) equal to the principal repayable, the re-estimation will have no significant effect on the carrying amount of the instrument and there will be no adjustment to the received interest, reported on an accrual basis. However, if a floating rate instrument is acquired at a significant premium or discount, this premium or discount will be amortised over the expected life of the instrument and included in the calculation of the EIR. The carrying amount is recalculated each period by computing the present value of estimated future cash flows at the actual effective interest rate. Any adjustments are recognised in profit or loss.

Held-for-trading assets, derivatives and assets designated as held at fair value through profit or loss are carried at fair value. Changes in the fair value are recognised in the income statement. The (realised and unrealised) results are included in 'Result on sale and revaluations'. Interest received (paid) on assets (liabilities) held for trading is reported as interest income (expense). Dividends received are included in 'Interest, dividend and other investment income'.

The majority of Ageas's financial assets (being bonds and equity shares) are classified as available-for-sale and measured at fair value. Changes in the fair value are recognised directly in equity until the asset is sold, unless the asset is hedged by a derivative. These investments are carried at fair value with movements in fair value recognised through the income statement for the part attributable to the hedged risk and through equity for the remaining part.

For the insurance portfolios, where unrealised gains and losses on bonds have a direct impact on the measurement of the insurance liabilities, Ageas applies shadow accounting in accordance with IFRS 4. This means that the changes in the unrealised gains and losses will affect the measurement of the insurance liabilities and are therefore not part of equity.

Transaction costs of financial instruments are included in the initial measurement of financial assets and liabilities other than those measured at fair value through profit or loss, in that case transaction costs are directly expensed. Transaction costs refer to incremental costs directly attributable to the acquisition or disposal of a financial asset or liability. They include fees and commissions paid to agents, advisers, brokers and dealers, levies by regulatory agencies and securities exchanges, and transfer taxes and duties.

All purchases and sales of financial assets requiring delivery within the time frame established by regulation or market convention are recognised on the trade date, which is the date when Ageas becomes a party to the contractual provisions of the financial assets. Forward purchases and sales other than those requiring delivery within the time frame established by regulation or market convention are recognised as derivative forward transactions until settlement.

# 2.8.2 Investment property and property held for own use

For reasons of comparability of performance in the Ageas Consolidated Financial Statements, Ageas applies a cost model both for investment property and for property held for own use. After recognition as an asset, all property is carried at cost less any accumulated depreciation and any accumulated impairments. As a consequence, changes in the fair value of the property are not recognised in the income statement or in shareholders' equity, unless the property is impaired.

# 2.8.3 Investment in Associates

For associates where Ageas has significant influence, i.e. the power to participate in the financial and operating policy decisions of the investee (but is not in control), Ageas applies the equity method of accounting for these associates. Ageas's share of the profit or loss is recognised in the income statement and revaluations are reported in shareholders' equity, while distributions received from the associate reduce the carrying amount of the investment.

#### 2.8.4 Goodwill and other intangible assets

## Goodwill arising from business combinations as from 1 January 2010

Goodwill is initially measured at cost, being the excess of the fair value of the consideration transferred over:

- Ageas's share in the net identifiable assets acquired and liabilities assumed, and
- net of the fair value of any previously held equity interest in the acquiree.

Any acquisition costs are directly expensed, except for the costs of issuing debt or equity securities, which are recognised in accordance with IAS 32 and IAS 39.

Business combinations are accounted for using the acquisition method. The cost of an acquisition is measured as the aggregate of the consideration transferred, measured at acquisition date fair value and the amount of any non-controlling interest in the acquiree.

After initial recognition, goodwill is measured at cost less any accumulated impairment losses.

If the business combination is achieved in stages, the acquisition date fair value of the previously held equity interest in the acquiree is remeasured to fair value as at the acquisition date through profit or loss.

#### Goodwill arising from business combinations prior to 1 January 2010

In comparison with the above-mentioned requirements, the following differences applied:

Business combinations were accounted for using the purchase method. Transaction costs directly attributable to the acquisition formed part of the acquisition costs. The non-controlling interest (formerly known as minority interest) was measured as the proportionate share of the acquiree's identifiable net assets.

Business combinations achieved in stages were accounted for as separate steps. Any additionally acquired share of interest did not affect previously recognised goodwill.

A contingent consideration was recognised if, and only if, Ageas had a present obligation, economic outflow was more likely than not and a reliable estimate was determinable. Subsequent adjustments to the contingent consideration affected goodwill.

#### Value of business acquired (VOBA)

Value of business acquired represents the difference between the fair value at acquisition date measured using Ageas's accounting policies and the subsequent carrying value of a portfolio of insurance and investment contracts acquired in a business or portfolio acquisition.

VOBA is recognised as an intangible asset and amortised over the income recognition period of the portfolio of contracts acquired. Each reporting date VOBA is part of the Liability Adequacy Test to assess whether the liabilities arising from insurance and investment contracts are adequate.

#### Other intangible assets with finite life

Other intangible assets include intangible assets with a finite life, such as parking concessions, internally developed software that is not an integral part of the related hardware and licences that are generally amortised over their useful life using the straight-line method.

#### 2.8.5 Deferred acquisitions costs

The costs of new and renewed insurance business, principally commissions, underwriting, agency and policy issue expenses, all of which vary with and primarily are related to the production of new business, are deferred and amortised. The method for amortisation is based on expected earned premium or estimated gross profit margins. Deferred acquisition costs ('DAC') are periodically reviewed to ensure they are recoverable based on estimates of future profits of the underlying contracts in the Liability Adequacy Test.

#### 2.8.6 Financial liabilities

Subordinated liabilities and borrowings are initially recognised at fair value (including transaction costs) and subsequently measured at amortised cost using the effective interest method, with the periodic amortisation recorded in the income statement.

# 2.8.7 Liabilities arising from (re) insurance and investment contracts

#### General

These liabilities relate to (re) insurance contracts, investment contracts with discretionary participation features (DPF) and investment contracts without DPF.

The DPF component concerns a conditional promise related to unrealised gains and losses. This promise remains therefore part of the unrealised gains and losses as included in equity. Once the promise becomes unconditional, the related amount is transferred to liabilities arising from Life insurance contracts.

Investment contracts without discretionary participation features are initially recognised at fair value and subsequently measured at amortised cost and reported as a deposit liability.

#### Life insurance

For Life insurance contracts, future policy benefit liabilities are calculated using a net level premium method (present value of future net cash flows) on the basis of actuarial assumptions as determined by historical experience and industry standards. Participating policies include any additional liabilities relating to any contractual dividends or participation features. For some designated contracts, the future policy benefit liabilities have been re-measured to reflect current market interest rates.

#### Minimum guaranteed returns

For Life insurance contracts with minimum guaranteed returns, additional liabilities have been set up to reflect expected long-term interest rates.

#### Unit-linked contracts

Ageas's non-participating insurance and investment contracts are primarily unit-linked contracts where the investments are held on behalf of the policyholder and measured at fair value. The liabilities are measured at unit value (i.e. fair value of the fund in which the unit-linked contracts are invested divided by the number of units of the fund)

Certain products contain guarantees, which are also valued at fair value and included in liabilities related to unit-linked contracts, with the change in the fair value recognised in the income statement. Insurance risks are taken into account on the basis of actuarial assumptions.

#### Shadow accounting

In some of Ageas's businesses, realised gains or losses on assets have a direct effect on all or part of the measurement of its insurance liabilities and related deferred acquisition costs. Ageas applies shadow accounting to the changes in fair value of the available-forsale investments and of assets and liabilities held for trading that are linked to, and therefore affect, the measurement of the insurance liabilities.

Shadow accounting means that unrealised gains or losses on the assets, which are recognised in equity without affecting profit or loss, are reflected in the measurement of the insurance liabilities (or deferred acquisition costs or value of business acquired) in the same way as realised gains or losses. This adjustment also covers the situation when market rates drop below any guaranteed rates. In that case an additional shadow accounting adjustment is made. This adjustment is also referred to as the shadow LAT (liability adequacy test). This adjustment is calculated based on the expected investment returns of the current portfolio till maturity and a risk free reinvestment rate after maturity.

The remaining unrealised changes in fair value of the available-forsale portfolio (after application of shadow accounting) that are subject to discretionary participation features are classified as a separate component of equity.

An additional deferred profit sharing liability (DPL) is accrued based on a constructive obligation or the amount legally or contractually required to be paid on differences between statutory and IFRS income and unrealised gains or losses recorded in equity.

#### Non-life insurance

Claims and claim adjustment expenses are charged to the income statement as incurred. Unpaid claims and claim adjustment expenses include estimates for reported claims and provisions for claims incurred but not reported. Non-life liabilities for workmen's compensation business are presented at their net present value. Ageas does not discount its liabilities for claims other than for claims with determinable and periodic payment terms.

#### Liability Adequacy Test

The adequacy of insurance liabilities (liability adequacy test) is tested by each company at each reporting date. The tests are generally performed on legal fungible level for Life and on the level of line of business for Non-life. Ageas considers current best estimates of all contractual cash flows, including related cash flows such as commissions, reinsurance and expenses. For Life Insurance contracts, the tests include cash flows resulting from embedded options and guarantees and investment income. The present value of these cash flows is determined by (a) using the current book yield of the existing portfolio, based on the assumption that reinvestments after the maturity of the financial instruments will take place at a riskfree rate plus volatility adjustment and (b) a risk-free discount rate allowing a company specific volatility adjustment based on EIOPA methodology (after the last liquid point the so called ultimate forward rate extrapolation is used). The contract boundaries of Solvency II are applied. Local insurance companies can apply stricter local requirements for the liability adequacy test.

The net present value of the cash flows is compared with the corresponding technical liabilities. Any shortfall is recognised immediately in profit or loss, either as a DAC or VOBA impairment or as a loss recognition. If, in a subsequent period, the shortfall decreases, the decrease will be reversed through profit or loss.

# 2.9 Measurement of impaired assets

An asset is impaired when its carrying amount exceeds its recoverable amount. Ageas reviews all of its assets at each reporting date for objective evidence of impairment. The carrying amount of impaired assets is reduced to the estimated recoverable amount and the impairment is recognised in the income statement.

The recoverable amount is measured as the higher of the fair value less cost of disposal and the value in use. Fair value less cost of

disposal is the price that would be received to sell an asset in an orderly transaction between market participants, after deducting any direct incremental disposal costs. Value in use is the present value of estimated future cash flows expected to arise from continuing use of an asset and from its disposal at the end of its useful life.

If in a subsequent period the amount of the impairment on assets other than goodwill or available-for-sale equity instruments decreases, due to an event occurring after the write-down, the amount is reversed by adjusting the impairment and is recognised in the income statement. That increased amount cannot exceed the carrying amount that would have been determined, net of depreciation, had no impairment been recognised for the asset in prior years.

#### Financial assets

A financial asset (or group of financial assets) classified as available for sale, loans or receivables or held to maturity is impaired if there is objective evidence of one or more events (loss events or triggers, e.g. significant financial difficulty of the issuer) that occurred after the initial recognition of the asset and that loss event (or events) has (or have) an impact on the estimated future cash flows of the financial asset (or group of financial assets) that can be reliably estimated.

For equity securities, the triggers used to determine whether there is objective evidence of impairment include, amongst others, the consideration whether the fair value is significantly (25%) below cost or has been below cost for a prolonged period (four consecutive quarters) at the date of the statement of financial position.

If an available-for-sale investment security is determined to be impaired, the impairment is recognised in the income statement. For impaired available-for-sale investments, unrealised losses previously recognised in equity are transferred to the income statement when the impairment occurs.

If, in a subsequent period, the fair value of a debt instrument classified as available for sale increases and the increase can be objectively related to an event occurring after the impairment was recognised in the income statement, the impairment is reversed, with the amount of the reversal recognised in the income statement. Impairments of investment in equity instruments classified as available for sale are not reversed through the income statement but through equity.

#### Investment property and property held for own use

Property is measured according to the cost model and impaired when the carrying amount exceeds the recoverable amount, which is the higher of either 'fair value less costs to sell' or 'value in use' (the expected present value of future cash flows, without deduction of transfer tax). At the end of each reporting period, Ageas assesses whether there is any indication that an asset may be impaired, considering various external (e.g. significant changes in the economic environment) and internal sources of information (e.g. plan to dispose). If any such indication exists (and only then), Ageas will estimate the recoverable amount of the property. Any impairment identified is recognised in the income statement. After the recognition of an impairment, the depreciation for future periods is adjusted based on the revised carrying amount less its residual value over the asset's remaining useful life.

#### Goodwill and other intangible assets

Goodwill is an intangible asset with an indefinite life and is like all other intangible assets with indefinite lives not amortised but tested for impairment at least annually. For the purpose of impairment testing, the goodwill acquired in a business combination is allocated to cash-generating units. Intangible assets with finite lives are amortised over the estimated useful life and reviewed at each reporting date. Any impairment identified is recognised in the income statement

#### 2.10 Revenue recognition

#### 2.10.1 Gross premium income

#### Premium income received

Premiums from Life insurance policies and investment contracts with discretionary participation features that are considered long duration type contracts are recognised as revenue when due from the policyholder. Estimated future benefits and expenses are offset against such revenue in order to recognise profits over the estimated life of the policies. This matching is accomplished by the establishment of liabilities of the insurance policies and investment contracts with discretionary participation features and by the deferral and subsequent amortisation of policy acquisition costs.

#### Premium income earned

For short duration type contracts (principally Non-life), premiums are recorded as written upon inception of the contract. Premiums are recognised in the income statement as earned on a pro-rata basis

over the term of the related policy coverage. The unearned premium reserve represents the portion of the premiums written relating to the unexpired terms of the coverage.

#### 2.10.2 Interest, dividend and other investment income

Interest income and interest expense are recognised in the income statement for all interest-bearing instruments on an accrual basis using the effective interest method based on the actual purchase price including direct transaction costs. Interest income includes coupons earned on fixed and floating rate income instruments and the accretion or amortisation of the discount or premium.

Once a financial asset has been written down to its estimated recoverable amount, interest income is thereafter recognised based on the effective interest rate that was used to discount the future cash flows for the purpose of measuring the recoverable amount.

Dividends are recognized in the income statement when they are declared

Rental income and other income is recognised on an accrual basis, and is recognised on a straight line basis unless there is compelling evidence that benefits do not accrue evenly over the period of the lease

#### 2.10.3 Realised and unrealised gains and losses

For financial instruments classified as available for sale, realised gains or losses on sales and divestments represent the difference between the proceeds received and the initial book value of the asset sold, minus any impairments recognised in the income statement after adjustment for the impact of any hedge accounting.

For financial instruments carried at fair value through profit or loss, the difference between the carrying value at the end of the current reporting period and the previous reporting period is included in 'Result on sales and revaluations'.

For derivatives, the difference between the carrying clean fair value (i.e. excluding the unrealised portion of the interest accruals) at the end of the current reporting period and the previous reporting period is included in 'Result on sales and revaluations'.

Previously recognised unrealised gains and losses recorded directly in equity are transferred to the income statement upon derecognition or upon impairment of the financial asset.

## 2.10.4 Fee and commission income

## Fees as integral part of effective interest rate

Fees that are an integral part of the effective interest rate of a financial instrument are generally treated as an adjustment to the effective interest rate. However, when the financial instrument is measured at fair value through profit or loss, the fees are recognised as revenue when the instrument is initially recognised.

# Fees recognised when services are provided

Fees are generally recognised as revenue when services are provided. If it is unlikely that a specific lending arrangement will be entered into and the loan commitment is not considered a derivative, the commitment fee is recognised as revenue on a time proportion basis over the commitment period.

## Fees recognised upon completion of the underlying transaction

Fees arising from negotiating, or participating in the negotiation of, a transaction for a third party are recognised upon completion of the underlying transaction. Commission revenue is recognised when the performance obligation is complete. Loan syndication fees are recognised as revenue when the syndication has been completed.

#### Fee revenue from investment contracts

This relates to contracts, without discretionary participation features, issued by insurance companies that are classified as investment contracts, because the covered insurance risk is not significant. Revenues from these contracts consist of fees for the coverage of insurance, administration fees and surrender charges. Fees are recognised as revenue when services are provided. Expenses include mortality claims and interest credited.

# 3

# **Acquisitions and disposals**

The following significant acquisitions and disposals were made in 2016 and 2015. Details of acquisitions and disposals, if any, which took place after the date of the statement of financial position, are included in note 48 Events after the date of the statement of financial position.

# 3.1 Acquisitions in 2016

#### Ageas Seguros

On 1 April 2016, Ageas completed the acquisition of AXA's share in its Portugese insurance operations comprising a Non-life business (99.7% stake), a Direct/internet Non-life business (100% stake) and a Life business (95.1% stake) for a total cash consideration of EUR 172.4 million. In this transaction was also included the acquisition of the 4.9% minority stake in the Life business from a third

party. In the third quarter of 2016, Ageas acquired the remaining non-controlling stake of 0.3% in the Non-life business. AXA Portugal has been renamed Ageas Seguros.

The combined operations propelled Ageas from number 6 to number 2 in Non-life in Portugal (based on gross written premiums), with a combined market share of 14.4% in 2015, alongside the existing leading position in Life.

Ageas Seguros realised in 2016 a net loss of EUR 11 million.

The impact of Ageas Seguros on Ageas's Consolidated statement of financial position at the date of the acquisition was as follows.

Assets		Liabilities	
Cash & cash equivalents	15	Liabilities arising from insurance and investment contracts	1,494
Financial investments and loans	1,379	Liabilities related to unit-linked contracts	93
Investment property	47	Current and deferred tax liabilities	25
Investments related to unit-linked contracts	96	Accrued interest and other liabilities	87
Reinsurance and other receivables	56		
Current and deferred tax assets	82		
Goodwill and other intangibles	164	Total liabilities	1,699
Other Assets	32	Costprice	172
Total Assets	1,871	Total liabilities and equity	1,871

# Life insurance joint venture in Vietnam

In August 2015, Ageas and Muang Thai Life Assurance signed an agreement with Military Commercial Joint Stock Bank (Military Bank) to establish a joint venture in Vietnam, which is branded MB Ageas Life.

Under the agreement, Ageas has an equity shareholding of 29% in the new company, Muang Thai Life Assurance 10%, and Military Bank 61%. It was further agreed that Military Bank and MB Ageas Life enter into a 15-year exclusive bancassurance agreement. The total capital investment for the three partners will amount to around EUR 46 million.

# Other acquisitions

In the first quarter of 2016, AG Real Estate acquired for an amount of EUR 28 million, 80% of the shares of Seniorenzentren Deutschland Holding. Seniorenzentren Deutschland Holding holds 100% of TSC Holding S.à.r.l. which owns 12 nursing homes in Germany. Furthermore, AG Insurance made some other acquisitions and capital increases in equity associates for a total amount of around EUR 75 million.

## 3.2 Disposals in 2016

#### Life insurance business in Hong Kong

On 12 May 2016, Ageas confirmed the completion of the sale of its Life insurance business in Hong Kong (AICA) to JD Capital (Beijing Tongchuangjiuding Investment Management Co.) for a total consideration of EUR 1.22 billion.

After closing adjustments, the transaction generated a net capital gain of EUR 403 million in total of which EUR 199 million is reported in

the Asian Insurance Results and EUR 204 million in the General Account. The positive impact on the net cash position amounted to EUR 1.26 billion including the impact of the novation of debt.

Total net result of the Life insurance business in Hong Kong for the period until the disposal amounted to EUR 12.6 million (see note 9 Information on operating segments).

The impact of the sale of AICA on Ageas's Consolidated statement of financial position at the date of the sale was as follows.

Assets		Liabilities	
Cash & cash equivalents	339	Liabilities arising from insurance and investment contracts	2,334
Financial investments and loans	2,529	Liabilities related to unit-linked contracts	977
Investments related to unit-linked contracts	977	Borrowings	595
Reinsurance and other receivables	121	Current and deferred tax liabilities	3
Current and deferred tax assets	155	Accrued interest and other liabilities	50
Goodwill and other intangibles	426		
Other assets	427	Total liabilities	3,959
		Equity	1,015
Total Assets	4,974	Total liabilities and equity	4,974

#### Other disposals

On 24 June 2016, AG Real Estate sold the holding company with a controlling interest in the Wiltcher's Complex to AXA Investment Managers-Real Assets, acting on behalf of one of its clients. The transaction was valued at approximately EUR 120 million.

# 3.3 Acquisitions in 2015

# Life insurance joint venture in Philippines

East West Ageas Life is a start-up company in which Ageas and East West Bank both have an equal shareholding of 50%. The initial capital injection in 2015 amounted to USD 45 million or EUR 41 million (PHP 2,010 million) which is double the minimum regulatory capital required.

As at 31 December 2016, Ageas contributed capital and funding for an amount of USD 63 million or EUR 56 million (PHP 2,910 million). Future funding will be dependent on the performance of the business.

It was further agreed that East West Bank and East West Ageas Life would enter into a 20-year exclusive distribution agreement.

# Other acquisitions

In Q1 2015, AG Insurance acquired for EUR 86.7 million a stake of 36% in an equity associate named Spitfire, which comprises 23 retail warehouse parks in Germany.

In the second half of 2015, AG Real Estate acquired three real estate subsidiaries: Pleyel (acquired by redemption of a debt of EUR 80 million), Galeries Saint Lambert (EUR 78 million) and Immo 3 Jean Monnet (EUR 64 million). Furthermore, AG Insurance made some other acquisitions for a total amount of around EUR 60 million.

# 3.4 Disposals in 2015

There were no material disposals during 2015.

# 3.5 Assets and liabilities of acquisitions and disposals

The table below provides details of the assets and liabilities resulting from the acquisition or disposal of subsidiaries and/or associates at the date of acquisition or disposal.

		2016		2015
	Acquisitions	Disposals	Acquisitions	Disposals
Assets and liabilities of acquisitions and divestments				
Cash and cash equivalents	17.6	(347.2)	3.1	
Financial investments	1,343.8	(2,399.6)		
Investment property	205.8	(77.5)	313.0	
Loans	35.5	(182.2)	12.4	
Investments related to unit-linked contracts	95.5	(977.1)		
Investments in associates, including capital (re)payments	187.1	(22.1)	147.5	(19.8)
Reinsurance and other receivables	66.6	(126.2)	9.5	
Current and deferred tax assets	82.2	(8.8)	0.8	
Accrued interest and other assets	25.8	(586.6)	1.3	
Property, plant and equipment	3.9	(4.8)	10.7	
Goodwill and other intangible assets	187.3	(437.5)	23.0	
Liabilities arising from insurance and investment contracts	1,493.4	(2,334.9)		
Liabilities related to unit-linked contracts	92.9	(977.1)		
Borrowings	119.4	(595.8)	135.6	
Current and deferred tax liabilities	40.1	(4.1)	37.7	
Accrued interest and other liabilities	89.6	(169.9)	15.5	
Provisions	4.7	(0.2)	2.7	
Non-controlling interests	20.6	(6.5)	8.1	
Changes in equity related to acquisitions and divestments		(203.5)		
Net assets acquired / Net assets disposed of	390.4	(877.6)	321.7	(19.8)
Result of disposal, gross		496.0		0.1
Result on discontinued operations, net of taxes		496.0		0.1
Cash used for acquisitions / received from disposals:				
Total purchase consideration / Proceeds from sale	(390.4)	1,373.6	(321.7)	19.9
Less: Cash and cash equivalents acquired / divested	17.6	(347.2)	3.1	
Cash used for acquisitions / received from disposals	( 372.8 )	1,026.4	( 318.6 )	19.9

The total purchase consideration for acquisitions of subsidiaries and associates amounted to EUR 390.4 million in 2016 (2015: EUR 321.7 million). The capital increases provided by non-controlling interests amounted to EUR 12.2 million in 2016 (2015: nihil).

# 4

# **Earnings per share**

The following table details the calculation of earnings per share.

	2016	2015_
Net result attributable to shareholders	27.1	770.2
Amortisation of costs of restricted shares	3.5	3.4
Net result used to determine diluted earnings per share	30.6	773.6
Weighted average number of ordinary shares for basic earnings per share (in thousands)  Adjustments for:	208,521	215,537
- restricted shares (in thousands) expected to be awarded  Weighted average number of ordinary shares	410	595
for diluted earnings per share (in thousands)	208,931	216,132
Basic earnings per share (in euro per share)	0.13	3.57
Diluted earnings per share (in euro per share)	0.13	3.57

In 2016, weighted average options on 969,877 shares (2015: 1,401,536) with a weighted average exercise price of EUR 217.94 per share (2015: EUR 226.59 per share) were excluded from the calculation of diluted EPS because the exercise price of the options was substantially higher than the average market price of the shares.

During 2016 and 2015, 4.0 million Ageas shares arising from the FRESH were excluded from the calculation of diluted earnings per

share because the interest per share saved on these securities was higher than the basic earnings per share.

Ageas shares totalling 3.96 million (31 December 2015: 4.64 million) issued in relation to CASHES are included in the ordinary shares although they are not entitled to dividend nor do they have voting rights (see also note 46 Contingent liabilities).

# 5

# Risk Management

As a multinational insurance provider, Ageas creates value through the acceptance, warehousing and transformation of risks that can be properly managed either at the individual or at the overall portfolio level. Ageas's insurance operations provide both Life and Non-life insurances and as such face a number of risks that, whether internal or external, may affect Ageas's operations, its earnings, its share price, the value of its investments or the sale of certain products and services. Besides insurance operations, General Account mainly comprises activities not related to the core insurance business, such as Group Risk & Finance and other holding activities.

The fundamental principle underlying the Risk Strategy of Ageas is to maximise shareholder value within the constraints of the Risk Appetite Framework, taking into account the protection of policyholders. To this end, the risk exposures of Ageas are directed towards businesses that provide attractive risk-adjusted returns.

This chapter therefore conveys how risks are managed. Firstly, Ageas's Risk Management Framework will be explained through its risk taxonomy and through an explanation of its Risk Appetite Framework. Secondly, Ageas's Risk Management organisation, governance and processes will be detailed. Finally, Ageas's main risk exposures and the specific risk management frameworks applicable to them will be presented with regard to financial risks, insurance liability risks, operational risks and other risks.

The embedding of the Risk Strategy takes place in the Performance Management cycle, articulated around the annual Strategic Planning and ORSA (Own Risk and Solvency Assessment) process, supported by relevant modelling approaches. Those are an intrinsic part of the gathering of information that is a crucial contributor to the proper

realisation of forecasts and projections based on specific events and parameters (which in turn are embedded, among others, in key performance indicators and in pricing value propositions).

## 5.1 Risk Management Framework

Ageas defines risk as the deviation from anticipated outcomes that may have an impact on the solvency, earnings or liquidity of Ageas, its business objectives or future opportunities. Ageas risks stem from its exposure to external or internal risk factors in conducting its business activities. Ageas seeks to only take on risks that:

- it understands well;
- can be adequately managed either at the individual or at the overall portfolio level;
- it can afford (i.e. within the Ageas Risk Appetite);
- present an acceptable risk/reward trade-off.

To ensure that all material risks are understood and effectively managed, Ageas puts in place an Enterprise Risk Management (ERM) framework that:

- ensures that risks which affect the achievement of strategic objectives are identified, assessed, monitored and managed;
- defines a risk appetite to ensure that the risk of insolvency is kept at all times at desired and acceptable levels and then ensures that the risk profile is kept within the risk appetite;
- supports the decision making process by ensuring that consistent, reliable and timely risk information is available to the decision makers;
- creates a culture of risk awareness in which each manager carries out his duty to be aware of the risks of his business, to manage them adequately and report them transparently.

Schematically, the Risk Management Framework it can be further described as per below:



Ageas's risk taxonomy will be described next, followed by a description of Ageas's Risk Appetite Framework.

# 5.1.1 Risk taxonomy

Ageas's risk taxonomy is defined with the objective of ensuring a consistent and comprehensive approach to risk identification, assessment, management and monitoring by highlighting and defining all identified risks within the Group. It serves as the basis for all risk management efforts. It is divided into four broad categories: financial risks, insurance liability risks, operational risks and other risks.

Ageas has in place a Group-wide Key Risk report process to identify key risks that could impact the realisation of its objectives. It also assesses the control framework in place to ensure that these risks are managed on an on-going basis. Each business follows up on their key risks at least on a quarterly basis and the most significant risks are also monitored at Group level. A wide range of internal and external sources is used in the identification of the key risks.

Identified risks, categorised in accordance with the Ageas risk taxonomy are assessed and reported to Ageas Group by the various entities using a standard likelihood and impact grid which provides an overview of the overall level of concern that each risk represents (i.e. their materiality). The risks are qualitatively assessed in relation to the objectives that they are associated with.

Group Risk consolidates all reports and the consolidated view is then discussed at the level of the Ageas Risk Committee, Executive Committee, Management Committee, Risk & Capital Committee as well as the Board of Directors. These bodies are described in section 5.2

#### **Total Risk** Other Risk Operational Risk Life Underwriting Risks Regulatory change Risk Market Risks Clients, Products and ► Interest rate (real & nominal) ▶ Mortality **Business Practices** ► Longevity ► Equity Competitor Risk ▶ Disability/Morbidity Execution, Delivery and ► Spread ► Lapse/Persistency Process Management Distribution Risk ► Currency ► Property ▶ Expense ► Market Risk Concentration **Business Disruption** Reputation Risk ▶ Revision and System Failures Country Risk P/C Underwriting Risks Default Risk ► Counterparty Default Employee Practices & Premium ▶ Investment Default Workplace Safety **Economic Environment Risk** ▶ Reserve Inflation Risk ▶ Lapse Internal Fraud Liquidity Risk External Fraud Other Environment Risk Health Underwriting Risks Similar to Life Techniques Damage to Physical Assets Concentration Risk ▶ Mortality ► Longevity Intangible Asset Risks ▶ Disability/Morbidity ▶ Lapse/Persistency Strategic Risk ► Expense ▶ Revision Non-Similar to Life Techniques ► Reserve ▶ Lapse Catastrophe Risks

#### 5.1.2 Measuring capital adequacy

Under Solvency II, Ageas uses a Partial Internal Model (PIM) (for Non-life at the level of some entities) to measure its Solvency Capital Requirement under pillar 1. Ageas supplements the PIM Non-life with its own internal view to measure its Solvency Capital Requirements (called SCRageas) under pillar 2. On top of the Partial Internal Model Non-life, the SCRageas enhances the standard formula with the following elements:

- Reviewed spread risk treatment:
  - Inclusion of fundamental spread for EU sovereign (& equivalent) exposures;
  - Exclusion of non-fundamental spread on other debt;
- Internal model for Real Estate (including parking concessions);
- Exclusion of transitional measures.

The  $SCR_{ageas}$  is a one-year value at risk (VaR) measure for Solvency II own funds corresponding to a 99.5% probability of solvency over one year (the 1 in 200).

This  $SCR_{ageas}$  is then compared with qualifying own funds to determine the Group's overall capital adequacy, providing the Solvency  $II_{ageas}$  ratio.

For more information on Solvency II, please see also note 6 Regulatory supervion and solvency.

Overall capital adequacy is verified on a Group-wide basis, quarterly and annually:

- Through a quarterly Solvency and Capital report, Ageas's Board of Directors ensures that capital adequacy continues to be met on a current basis:
- Ageas's Board also proactively assesses and steers the Group's capital adequacy on a multi-year basis, taking into account strategy and forecasted business and risk assumptions. This is done through a process called Own Risk & Solvency Assessment, which is embedded into Ageas's multi-year budgeting and planning process.

#### 5.1.3 Risk Appetite

Ageas's Risk Appetite Framework applies to all subsidiaries of Ageas, defined as entities of which Ageas, directly or indirectly, holds operational control. The Group will advise similar risk management principles, where possible, to new and existing equity associates, defined as entities of which Ageas, directly or indirectly, does not hold operational control.

The Risk Appetite Framework of Ageas - approved by its Board of Directors - provides the formal boundaries for risk taking. The purposes of the Risk Appetite are to ensure that:

- the exposure to a number of key risks of each subsidiary and the Group as a whole remain within known, acceptable and controlled levels:
- Risk Appetite criteria are clearly defined, so that actual exposures and activities can be compared to the criteria agreed at Board level, allowing monitoring and positive confirmation that risks are controlled and that the Board is able and willing to accept these exposures;
- Risks limits are linked to the actual risk taking capacity of a subsidiary and Group in a transparent and straightforward way.

The Risk Appetite Framework consists of criteria that are used to formulate the willingness of management to take on risk in a specific area. Criteria can be expressed in either quantitative or qualitative terms, depending on their nature. The Group and each subsidiary are therefore required to formulate a Risk Appetite Statement, which contains:

- the criteria which define their Risk Appetite;
- the measures to be employed for each criterion;
- the quantitative or qualitative limits that are to be adhered to for each criterion.

At Group level, the following criteria are subjected to limits:

- Solvency;
- Earnings;
- Liquidity.

#### Ageas's Risk Appetite Statements concerning solvency

Ageas's risk exposures must be limited in order to ensure that at all times its:

- Risk consumption (RC) remains below Ageas's Risk Appetite (RA) budget, set at 40% of own funds (OF), net of expected dividends:
- Capital consumption (CC) remains below target capital (TC), set at 175% of SCR<sub>aceas</sub>;
- Own funds remain higher than minimum acceptable capital (MAC).

# In these statements:

- RC is the level of buffer capital being consumed by Ageas's current risk profile, consistent with a 1 in 30 year loss;
- RA is the level of capital in excess of the minimum acceptable capital which is made available to the Group or to its subsidiaries in order to take risks. It is expressed as a percentage of the own funds, net of expected dividends;
- CC is the total level of capital being consumed by Ageas or its subsidiaries based on its current risk profile, defined as the sum of the minimum available capital and the risk consumption;
- TC is the total level of capital that the Group or its subsidiaries is expected to hold for risk taking purposes. It is defined as a multiple of the SCR<sub>ageas</sub>;
- MAC is the level of capital below which the Group or subsidiary is considered to be in financial distress. It is defined as 100% of SCR<sub>ageas</sub> under Solvency II. For the definition of SCR<sub>ageas</sub> see next paragraph.

When Risk Consumption exceeds Risk Appetite at either Group or subsidiary level, it is the responsibility of the Executive Committee to recommend remedies to the (Group or subsidiary) Boards for them to take action.

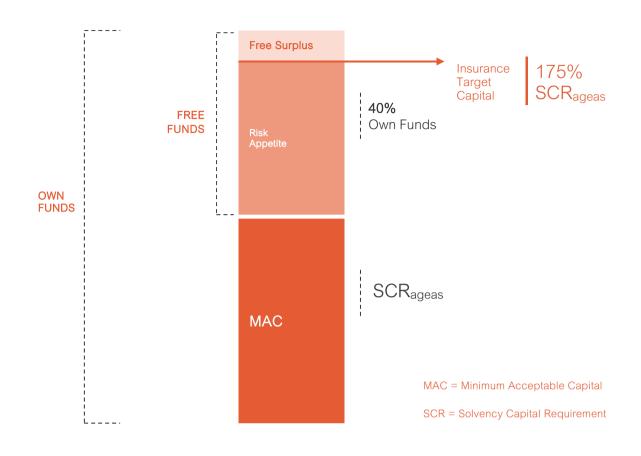
This framework supports both the capital management and risk management activities of Ageas:

Capital Dependency on parental support

TC Risk adherence

OF = Own Funds
TC = Target Capital
CC = Capital Consumption

Under this Risk Appetite Framework, Ageas is targeting a solvency ratio, based on its SCRageas, of 175%.

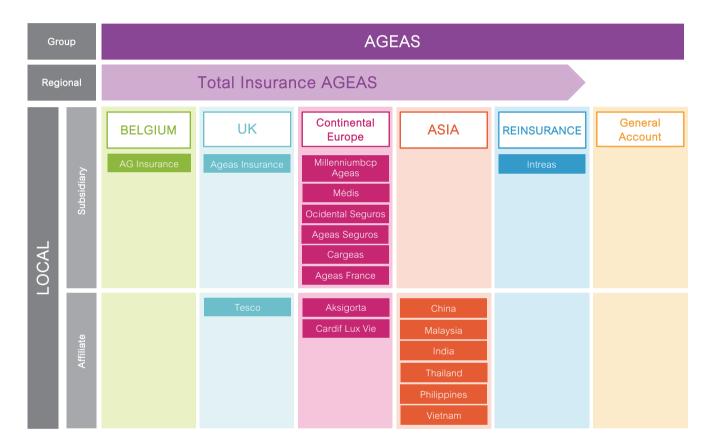




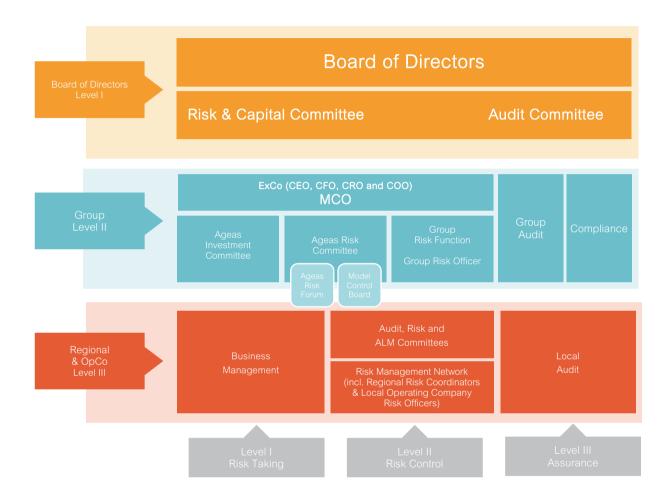
# 5.2 Risk management organisation and governance

The Ageas Risk Management Framework takes into account the management structure of Ageas, which is articulated around the Ageas Group, regions (set of entities with common regional oversight) and local entities. A company at local level is considered either an operating company (also referred to as OpCo or subsidiary) or a noncontrolled participation (also called equity associate).

Management is further organised around the concept of Governance unit defined by the Ageas Board as a legal entity or a set of legal entities sharing identical boards regardless of regulatory supervision. Governance units can be present at regional and/or local level.



The Board is ultimately responsible for the overall Risk Management. It is assisted in the discharge of its duties by several key governance bodies as depicted below and explained further down in this section:



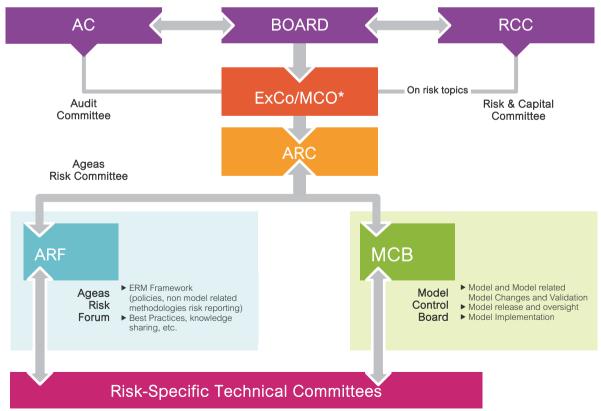
To monitor the design of the overall risk and control framework, detect deficiencies and optimise its risk management framework, Ageas has adopted the 'three lines of defence' approach:

- First line of defence: Local businesses have the primary responsibility to ensure that Ageas cannot suffer from unexpected events and to manage the full taxonomy of risks arising in their areas. They are responsible for the execution of the business strategy ranging from the CEO, line management and business managers to employees at the business lines. They must have a robust risk culture and risk awareness in place all the way down to the deepest levels of their organisation. They are responsible for managing risks in line with local internal requirements, which are designed to be consistent with Group requirements. They are responsible for ensuring that appropriate processes and controls are in place and duly implemented.
- Second line of defence:
  - The Group Risk and Local Risk Functions ensure high standards of risk management throughout the organisation through the development of the risk framework and more specifically through risk type specific guidelines and

- policies. They coordinate the implementation of risk initiatives and raise senior management's awareness of risk and economic performance and assist the Group Executive Committee (ExCo) or local Management Committee and Board to optimise Ageas's overall risk appetite, risk limits, risk/return profile and utilisation of risk bearing capacity. Moreover, they are responsible throughout the entire organisation for communicating and embedding risk strategy, risk awareness and risk management, ensuring that processes and controls are aligned to the risk-related requirements, and providing opinions on design and set-up thereof, identifying any weaknesses or concerns.
- Compliance has an overall assurance role to ensure that the company and its employees comply with laws, regulations, internal rules and ethical standards. Compliance ensures that policies are in place and that they abide by internal and external rules and requirements.
- Third line of defence: Internal Audit provides assurance on the proper design and implementation of the risk governance framework and observance of guidelines, policies and processes.

## A. RISK MANAGEMENT ORGANISATION AT GROUP LEVEL

The Risk Management function is built around a number of Boards, Committees and functions with various responsibilities within the Enterprise Risk Management (ERM) Framework. At Group level, the following Boards, Committees and functions govern risks.



\*Executive Committee / Management Committee

- the Board of Directors is the ultimate decision-making body of Ageas without prejudice to the competences of the General Meeting. The Board determines Ageas's strategy, risk appetite and overall risk tolerance limits. Among other matters, it approves the appropriate frameworks for risk management and controls, supervises the performance of external and internal audits and monitors the performance of Ageas against its strategic goals, plans, risk profiles and budgets;
- the role of the Risk & Capital Committee is to advise the Board by making recommendations on all risk and capital matters and in particular on (i) the definition, supervision and monitoring of the risk profile of Ageas, compared to the targeted level of risk appetite as determined by the Board; (ii) on capital adequacy and capital allocation with regards to the strategy and strategic initiatives including the Own Risk & Solvency Assessment (ORSA); (iii) strategic asset allocation; (iv) Ageas's risk governance framework and its processes; and v) on all financial aspects of the legacy issues related to the former Fortis;
- the Audit Committee assists the Board to fulfil its supervision and monitoring responsibilities in respect of internal control in the broadest sense within Ageas, including internal control over financial and risk reporting;
- the Board has assigned the ExCo the task of drawing up proposals related to the business strategy that take into account the risk and financial management requirements it has set. Among other matters, the ExCo also monitors Ageas's performance as a whole, including key findings reported through the Risk Management function and committees. It implements adequate systems of internal controls, including for the governance and reporting of risks and financial reports. It ensures that appropriate effective internal audit, risk management and compliance functions and processes are in place. It advises the Risk & Capital Committee, Board and the markets/shareholders on the above. The ExCo is composed of Ageas's CEO, CFO, CRO and COO;
- Ageas's Board has created a Management Committee to advise its Executive Committee with regards to the strategy and business development, Ageas-wide policies including financial management (e.g. funding strategy, solvency matters, but excluding dividend policy) and risk management (e.g. risk appetite). The Management Committee is composed of Ageas's ExCo members as well as the CEOs of regions and the Group Risk Officer. The ExCo is advised in the execution of its role by the Management Committee and Ageas Risk Committee on risk related topics.

The following bodies provide advice – ultimately to the ExCo and/or the Board, unless they have been explicitly mandated by ExCo and/or Board to take decisions on specific tasks:

- Ageas Investment Committee advises Ageas's ExCo and monitors overall asset exposures to ensure that they are managed in accordance with the risk framework and within agreed limits. It advises management on decisions regarding investments. Its role also includes making recommendations relating to the Strategic Asset Allocation and Asset & Liability management and aims to optimise the overall investment strategy of the Group and ensures that risk mitigation actions are taken when necessary. This committee is split into an Asian part and a European part to ensure relevant regional focus;
- Ageas Risk Committee (ARC) advises Ageas's ExCo on all risk related topics ensuring that all risks that affect the achievement of strategic, operational and financial objectives are promptly identified, measured, managed, reported and monitored (through adequate risk appetite limits) and that adequate risk management governance and organisations are in place and followed (as stipulated in the context of the ERM Framework). The Chief Risk Officers and Chief Financial Officers from the regions are members of the ARC, which ensures that decisions or recommendations made by the ARC take into account the views and expertise of the operations. The most significant risk issues and methodologies are also reviewed and decided upon by the Executive Committee and by the Board. The ARC is itself advised by the Ageas Risk Forum<sup>1</sup> (ARF) on topics related to the risk management framework and by the Ageas Model Control Board<sup>2</sup> (MCB) that makes sure the models used are appropriate and suited to the task they are used for;
- Risk-specific technical committees, such as the Ageas Financial Risk Technical Committee, Ageas's Life Technical Committee, Ageas Non-life Technical Committee and Ageas Operational Risk Technical Committee act as technical expert bodies. They assure consistency of methodology and modelling approaches across Ageas's local operating companies. They facilitate the collection of business requirements and align Ageas Group platforms supporting the relevant risk assessments in line with business, Solvency II and overall regulatory requirements. They act as advisory bodies to the ARF and MCB;

<sup>1</sup> Regional Risk Officers are members of the ARF which meets regularly to share knowledge and best practice and to jointly develop and improve the Group's enterprise risk framework.

<sup>2</sup> The MCB is composed of Group Risk Model Managers and representatives from all regions, allowing for the proper interactions with the local Model Control Boards.

the Group Risk Function - headed by the Group Risk Officer - is responsible for monitoring and reporting on the overall risk profile of the Group including the aggregate risk profile of the insurance companies. It develops, proposes and implements the ERM framework that it documents through regularly updated risk policies. It ensures the appropriateness of the overall model governance taking into account remarks made by Ageas's independent Model Validation team. It also coordinates major risk related projects.

The above-mentioned structures favour consistency, transparency, sharing of knowledge and make sure that Group-wide developments benefit from the practical experience and expertise of local operating companies.

# B. RISK MANAGEMENT ORGANISATION AT OPERATING COMPANY LEVEL

#### Each insurance company:

- is responsible for ensuring that it has a comprehensive risk management framework in place;
- is responsible for managing its risks within the limits, policies and guidelines set by regulators, Ageas Group and its local Board.

# Local operating companies are required to have the following in place:

- a Board level Risk Committee and Audit Committee to assist the Board in fulfilling its supervision;
- a Management Risk Committee, which supports its management team in ensuring that key risks are well understood and appropriate risk management procedures are in place;
- an ALM Committee whose role includes the monitoring of market risks to ensure they are managed in accordance with the risk framework and within agreed limits and to make specific decisions or recommendations relating to ALM;
- a local Model Control Board which coordinates with the Ageas MCB:
- a risk function (or Risk Officer) to support the work of the Risk Committee and to provide risk reporting and opinions to the local CEO, local Board and to Group management;
- an actuarial function in line with Solvency II regulatory requirements:
- a compliance function that advises the administrative or management body on compliance with laws, regulations and administrative requirements and Group and local policies where these set additional requirements. Compliance assesses the possible impact of any changes in the legal environment on the

- operations of the undertaking concerned and identifies any compliance risk;
- an internal audit function assessing the adequacy and effectiveness of the internal control system and other elements of the risk governance system.

#### 5.3 Risk Management Processes

Ageas has in place a Group-wide Key Risk report process to identify key (existing and emerging) risks that could impact the realisation of Ageas's objectives. It also assesses the control framework in place to ensure that these risks are managed on an on-going basis. Each business follows up on their key risks at least on a quarterly basis and the most significant risks are also monitored at Group level. A wide range of internal and external sources is used in the identification of the key risks. The main sources used are:

- Internal Control Adequacy Assessment
- ERM review including Model (Self) Assessments
- Actuarial opinions
- Independent Model Validation Reports
- Internal / External Audit Reports
- Compliance Reports
- Legal Reports
- Performance notes /Performance targets (MYB)
- Key Risk Reports

#### Process

At least once a year, a full bottom-up risk and control self-assessment exercise is conducted, identifying in a bottom-up way all the key risks that the company is confronted with.

The thus identified risks, categorised in accordance with Ageas's risk taxonomy are assessed and reported to Ageas Group by the various entities using a standard likelihood and impact grid which provides an overview of the overall level of concern they represent (i.e. their materiality in terms of their potential financial and/or non-financial impact). The risks are qualitatively described and explained in relation to the objectives they are associated with.

The list of the top risks is reviewed quarterly by the Risk & Capital Committee and Ageas Board.

Risk Officers from each local business, region and Corporate Function provide quarterly updates on those risk statements to Ageas's Group Risk. Group Risk consolidates all reports and a consolidated view is then discussed at the level of the ARC and ExCo.

Ageas Group Risk Committee discusses the evolutions of the key risks on a monthly basis.

# 5.4 Details of various risk exposures

The following sections explain Ageas's various risk exposures in more detail.

#### 5.4.1 Financial risk

Financial risk encompasses all risks relating to the value and performance of assets and liabilities that may affect solvency, earnings and liquidity due to changes in financial circumstances. These include:

- Market risk;
- Default risk;
- Liquidity risk.

Financial risk is the most significant risk for many of Ageas's operations. The risk framework in place at all operations combines investment policies, limits, stress tests and regular monitoring in order to control the nature and level of financial risks and to ensure that risks being taken are appropriate for both customer and shareholder and are appropriately rewarded.

The overall asset mix is determined by local businesses based on asset mix studies to identify the appropriate strategic assets, their adequacy from an ALM perspective and on regular monitoring of the market situation and prospects to decide on the tactical allocation. The decision process needs to balance risk appetite, capital requirements, long-term risks and return, policyholder expectations, profit sharing requirements, tax and liquidity issues to arrive at an appropriate target mix. The mission of the Group Risk function includes monitoring aggregate risk appetite covering financial risks and working with the local businesses to develop the policies and best practice, which must be adopted by the local Boards to ensure they become part of the local regular activity.

#### 5.4.1.1 Market risk

Market risk arises from adverse change in the financial situation resulting, directly or indirectly, from fluctuations in the level and in the volatility of market prices of assets and liabilities.

It is composed of the following sub-risks:

- a. interest rate risk;
- b. equity risk;
- c. spread risk.
- d. currency risk;
- e. property risk;
- f. market risk concentration.

#### A. INTEREST RATE RISK

Interest rate risk exists for all assets and liabilities sensitive to changes in the term structure of interest rates or interest rate volatility. This applies to both real and nominal term structures. Changes in interest rate risk can also impact the products the insurance companies sell, for example, through guarantees, profit sharing and the value of Ageas's investments. This risk arises as a result of a mismatch between the interest rate sensitivity of assets and liabilities to changes in interest rates and associated volatility.

Ageas measures, monitors and controls its interest rate risk using a number of indicators including cash flow mismatch analysis and stress testing. The investment and ALM policies usually require close matching unless specifically approved otherwise. Longer term business can be difficult to match due to lack of availability of suitable assets. The matching strategy will be determined taking into account risk appetite, availability of (long-term) assets, current and prospective market rates and levels of guarantee. Derivatives are sometimes used to hedge interest rate risk. Note that interest rate risk has again been a point of attention during the ORSA process, as well the risk of long lasting low rates (slightly negative rate environment) but also the risk of suddenly increasing interest rates. Low interest rate has been defined as a strategic risk with focus on fixed/variable cost structure.

The typically long insurance liabilities and lack of long-term assets imply a negative gap in the long maturity buckets and a positive one at the shorter end of the curve.

The table below shows the gross impact on the IFRS income statement and IFRS equity as a result of a decrease or increase in the interest rate by 100 basis points (never below zero, on the bond portfolio - including the risk free bonds and the floating rate bonds until the interest reset date).

		2016		2015
	Impact on	Impact on	Impact on	Impact on
	income statement	IFRS Equity	income statement	IFRS Equity
Interest - rate down (100 bp)	(1.4)	31.5	(1.0)	230.2
Interest - rate up + 100 bp	1.4	(532.2)	2.2	(1,223.4)

The change in impact on IFRS Equity for the interest – rate down sensitivity is mainly due to sale of AICA in 2016. The change in impact on IFRS Equity for the interest – rate up is mainly due to a change in the shadow accounting methodology in Belgium and the sale of AICA.

## B. EQUITY RISK

Equity risk arises from the sensitivity of assets and liabilities and financial instruments to changes in the level or volatility of market prices for equities or their yield.

This risk is controlled through limit setting based on the risk appetite and by investment policies that require a range of controls to be in place including the action that will be taken in the event of significant decreases in value. Earlier pro-active management of this risk has

resulted in the rapid reduction in exposure to equity risk through sales and hedging. This helps to limit losses and to ensure that the insurance companies remain solvent throughout a financial crisis.

For risk management purposes, Ageas bases its definition of equity exposure on the economic reality of underlying assets and risks. Taking a risk based approach; the total economic exposure to equities at fair value is given in the table below together with the reconciliation to the IFRS reported figures.

	2016	2015_
Type of asset		
Direct equity investments	2,700.8	2,439.3
Equity funds	268.8	308.1
Private equity	67.2	85.8
Alternative investments		66.0
Asset allocation funds	67.5	81.8
Commodity funds		0.6
Total Economic equity exposure	3,104.3	2,981.6
Debt funds	772.8	415.2
Money market funds	0.5	0.7
Real estate funds (SICAFI/REITS)	603.9	578.7
Total IFRS equity exposure	4,481.5	3,976.2
of which:		
Available for Sale (see note 11)	4,299.7	3,881.0
Held at Fair Value (see note 11)	181.8	95.2

#### Sensitivities

The table below shows the gross impact on the IFRS income statement and IFRS equity as the result of an equity down (-30%) sensitivity shock.

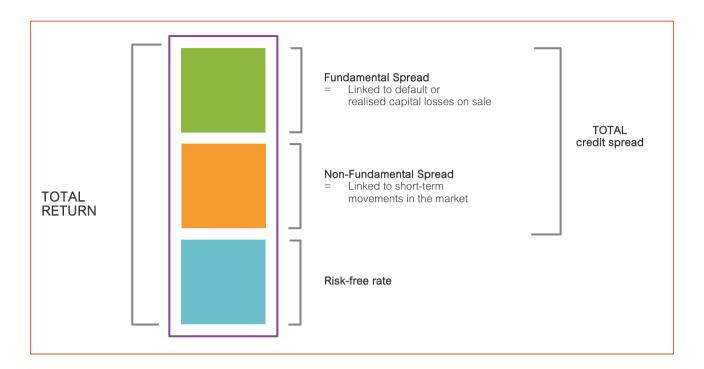
		2016		2015
	Impact on	Impact on	Impact on	Impact on
	income statement	IFRS Equity	income statement	IFRS Equity
Equity - market risk	(79.3)	(560.8)	( 173.0 )	(606.8)

# C. SPREAD RISK

Spread risk results from the sensitivity of the value of assets and liabilities and financial instruments to changes in the level or in the volatility of credit spreads over the risk-free interest rate term structure.

A significant portion of Ageas's liabilities are relatively illiquid. Ageas generally aims to hold credit assets to maturity. This limits the long-term impact of spread risk significantly because liabilities that are relatively illiquid mean that Ageas can hold these assets to maturity.

Although short-term volatility can be important, it is unlikely that Ageas would be forced to sell at distressed prices, but Ageas can choose to sell if it considers this to be the best course of action. This is also why Ageas uses an internal measure of fundamental spread risk, which takes into account only that part of spread risk that is related to default and downgrade of credit ratings that could lead to an actual loss. This evolution is aligned with the Solvency II concept of volatility adjuster ignoring short-term spread volatility not resulting in realised losses.



Ageas's spread risk treatment in the  $SCR_{ageas}$  is as follows:

- Inclusion of fundamental spread for EU sovereign and equivalent exposures;
- Exclusion of non-fundamental spread for other debt.

## Sensitivities

The impact of spread risk is measured based on a factor times duration. The table below shows the factors from AAA to B corporate with a modified duration (shorter than) five years and equal to ten years, which are applied to the credit exposure to measure the impact on the IFRS income statement and IFRS equity:

	Impact on income statement	Impact on IFRS Equity
Stress - AAA (5 year / 10 year)	+ 54 bps / + 42 bps	+ 68 bps / + 53 bps
Stress - AA (5 year / 10 year)	+ 66 bps / + 51 bps	+ 83 bps / + 64 bps
Stress - A (5 year / 10 year)	+ 84 bps / + 63 bps	+ 105 bps / + 79 bps
Stress - BBB (5 year / 10 year)	+ 150 bps / + 120 bps	+ 188 bps / + 150 bps
Stress - BB (5 year / 10 year)	+ 270 bps / + 210 bps	+ 338 bps / + 263 bps
Stress - B (5 year / 10 year)	+ 450 bps / + 351 bps	+ 563 bps / + 439 bps
Spread risk	( 1.8 )	(994.6)

## D. CURRENCY RISK

Currency risk arises from the sensitivity of assets and liabilities to changes in the level of currency exchange rates when there is a mismatch between the relevant currency of the assets and liabilities. At Group level, this includes situations where Ageas has assets (in subsidiaries and equity associates) or liabilities (from funding) that are non-euro denominated.

Ageas's investment policy limits this risk by requiring the currency mismatch between assets and liabilities at subsidiaries to be minimised and in most cases it is eliminated entirely.

Ageas's policy is not to hedge equity investments and permanent funding for subsidiaries and equity associates in foreign currency. Ageas accepts the mismatch arising from ownership of local operating companies in non-euro currencies as a consequence of being an international group.

The main currency risk exposures to foreign currencies as at 31 December are stated in the following table. The exposures shown are net (assets minus liabilities), after any hedging denominated in euros.

At 31 December 2016	HKD	GBP	USD	CNY	INR	MYR	PHP	THB	VND	RON	TRY	Other
Total assets	83.6	3,627.2	2,968.5	968.9	34.0	365.5	80.6	562.5	13.2	21.1	167.8	24.6
Total liabilities	7.3	2,982.2	574.6			34.1	24.2			1.2		2.2
Total assets minus liabilities	76.3	645.0	2,393.9	968.9	34.0	331.4	56.4	562.5	13.2	19.9	167.8	22.4
Off balance sheet		98.6	(1,547.4)									
Net position	76.3	743.6	846.5	968.9	34.0	331.4	56.4	562.5	13.2	19.9	167.8	22.4
Of which invested in subsidiaries												
and equity associates	83.6	815.1	99.7	968.9	23.6	365.5	71.8	562.5	13.2	21.1	115.7	
At 31 December 2015	HKD	GBP	USD	CNY	INR	MYR	PHP	THB	VND	RON	TRY	Other
Total assets	1,360.2	4,242.5	5,657.6	1,173.1	34.0	292.1	29.2	474.8		21.8	166.0	32.4
Total liabilities	1,503.1	3,295.4	2,632.7	31.0						16.6		15.7
Total assets minus liabilities	(142.9)	947.1	3,024.9	1,142.1	34.0	292.1	29.2	474.8		5.2	166.0	16.7
Off balance sheet	(120.9)	121.3	(1,869.2)	2.3								
Net position	(263.8)	1,068.4	1,155.7	1,144.4	34.0	292.1	29.2	474.8		5.2	166.0	16.7
Of which invested in subsidiaries												
and equity associates	1,046.7	1,128.6	79.0	1,173.1	22.7	292.1	28.8	474.8		21.8	126.2	

#### E. PROPERTY RISK

Property risk arises as a result of sensitivity of assets and liabilities to the level or volatility of market prices of property or their yield.

For risk management purposes, Ageas defines the exposure to real estate based on the market value of these assets including assets held for own use. This differs from the exposure reported under IFRS definitions, which excludes unrealised gains. The table below identifies what Ageas considers economic exposure to real estate and how this is reconciled to the figures reported under IFRS.

Note that Ageas moved during the 3<sup>rd</sup> quarter of 2016 to an internal model real estate for risk management purposes. As such, the parking concessions have no longer been derecognised, a related deferred tax liability and non transferable own funds have been recognised while also the shocks applied to property are in line with an internal calibration in function of the specific type of real estate.

	2016	2015
Type of asset		
Carrying amount		
Investment properties (see note 12)	2,772.5	2,847.1
PP&E: land and buildings for own use (see note 17)	1,036.0	1,010.5
Property intended for sale (see note 16)	82.4	82.6
Total (at amortised cost)	3,890.9	3,940.2
Real estate funds (at fair value)	603.9	578.7
Total IFRS real estate exposure	4,494.8	4,518.9
Unrealised capital gain (Economic exposure)		
Investment properties	1,073.0	1,114.2
PP&E: land and buildings for own use	416.5	430.8
Total Economic real estate exposure	5.984.3	6.063.9

## Sensitivities

The table below shows the gross impact on the IFRS income statement and IFRS equity as the result of a property down by 20% shock.

		2016		2015
	Impact on	Impact on	Impact on	Impact on
	income statement	IFRS Equity	income statement	IFRS Equity
Real estate risk	( 226.1 )	( 286.2 )	( 232.4 )	( 312.5 )

#### F. MARKET CONCENTRATION RISK

Market risk concentration refers to risks stemming from a lack of diversification in the asset portfolio originated from a large exposure by a single issuer of securities or a group of related issuers.

Concentration risk can arise due to large aggregate exposures to single counterparties or an aggregate of exposures to a number of positively correlated counterparties (i.e. tendency to default under similar circumstances) with the potential to produce a significant amount of impairments due to a bankruptcy or failure to pay.

Avoidance of concentration is therefore fundamental to Ageas credit risk strategy of maintaining granular, liquid and diversified portfolios.

Each local business is responsible for its own counterparty limits, taking into account its particular situation and any Group requirements. Each local business is in charge of continuous monitoring. Periodic reporting allows the Group to check these limits and monitor the overall position.

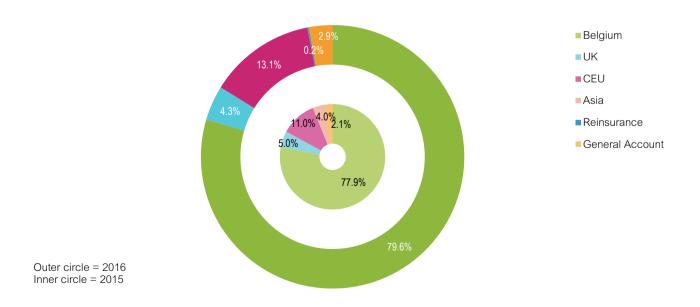
To manage the concentration of credit risk, Ageas's investment limits aim to spread the credit risk across different sectors and countries. Ageas monitors its largest exposures to individual entities, groups of companies (Total One Obligor) and other potential concentrations such as sectors and geographic areas to ensure adequate diversification and identification of significant concentration risk.

The table below provides information on the concentration of credit risk as at 31 December by type and by location of the Ageas entity.

	Government and	Credit	Corporate	Retail		
31 December 2016	official institutions	institutions	customers	customers	Other	Total
Belgium	35,277.6	9,208.1	13,741.5	1,529.2	90.0	59,846.4
UK	401.3	866.7	1,873.4		70.5	3,211.9
Continental Europe	5,972.6	1,863.8	1,829.5	25.0	141.6	9,832.5
- France	1,582.4	640.0	392.0	24.7	99.2	2,738.3
- Italy	415.8	54.8	205.1		1.2	676.9
- Portugal	3,974.4	1,169.0	1,232.4	0.3	41.2	6,417.3
Asia		5.0			0.8	5.8
Reinsurance		42.1	91.2		3.6	136.9
General Account	35.2	1,695.6	204.6		245.0	2,180.4
Total	41,686,7	13,681,3	17,740,2	1,554,2	551.5	75,213,9

31 December 2015	Government and official institutions	Credit	Corporate customers	Retail customers	Other	Total
31 December 2013	Official institutions	Institutions	Customers	Customers	Other	Total
Belgium	33,836.9	10,033.2	12,413.0	1,545.6	110.0	57,938.7
UK	314.2	961.1	2,208.6		210.4	3,694.3
Continental Europe	4,744.6	1,879.3	1,485.6	26.9	35.7	8,172.1
- France	1,475.6	656.7	408.2	26.9	31.1	2,598.5
- Italy	442.4	44.6	140.2		1.7	628.9
- Portugal	2,826.6	1,178.0	937.2		2.9	4,944.7
Asia	472.4	974.0	1,452.1	64.7	5.6	2,968.8
General Account	45.2	1,667.7	( 158.9 )		2.8	1,556.8
Total	39,413.3	15,515.3	17,400.4	1,637.2	364.5	74,330.7

The chart below shows Ageas's credit risk as at 31 December, broken down by operating segments (as described in section 5.2).

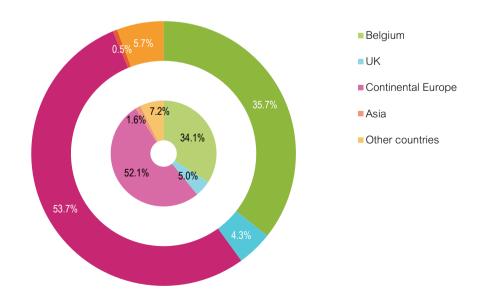


The table below provides information on the concentration of credit risk as at 31 December by type and location of counterparty.

	Government and	Credit	Corporate	Retail		
31 December 2016	official institutions	institutions	customers	customers	Other	Total
Belgium	21,827.9	1,083.9	2,088.9	1,529.1	304.6	26,834.4
UK	221.1	666.3	2,306.4		73.5	3,267.3
Continental Europe	19,580.1	10,086.9	10,539.3	24.8	170.4	40,401.5
- France	6,318.2	2,673.3	3,349.1	24.7	102.6	12,467.9
- Italy	1,504.4	128.9	933.4		2.9	2,569.6
- Portugal	2,369.9	238.1	332.2		44.4	2,984.6
- Other	9,387.6	7,046.6	5,924.6	0.1	20.5	22,379.4
Asia		121.5	282.5		2.4	406.4
Other countries	57.6	1,722.7	2,523.1	0.3	0.6	4,304.3
Total	41,686,7	13,681,3	17,740,2	1,554,2	551.5	75,213.9

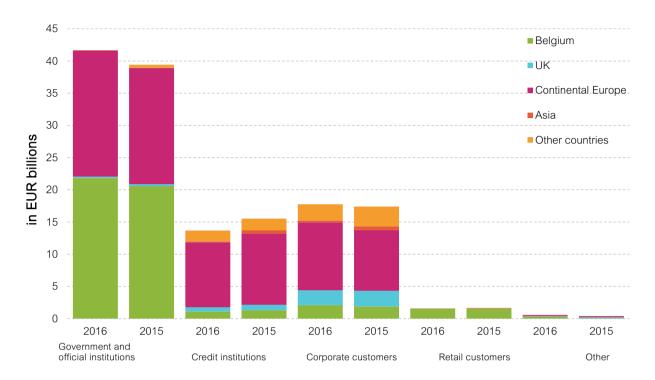
	Government and	Credit	Corporate	Retail		
31 December 2015	official institutions	institutions	customers	customers	Other	Total
Belgium	20,564.2	1,276.3	1,884.6	1,545.6	67.1	25,337.8
UK	311.9	861.0	2,425.3		130.8	3,729.0
Continental Europe	18,015.0	11,059.4	9,435.6	26.9	159.0	38,695.9
- France	5,995.1	2,782.2	3,086.1	26.9	49.3	11,939.6
- Italy	1,662.2	233.4	822.0		3.0	2,720.6
- Portugal	2,107.6	344.1	281.3		6.0	2,739.0
- Other	8,250.1	7,699.7	5,246.2		100.7	21,296.7
Asia	38.3	511.8	573.8	64.7	5.6	1,194.2
Other countries	483.9	1,806.8	3,081.1		2.0	5,373.8
Total	39,413.3	15,515.3	17,400.4	1,637.2	364.5	74,330.7

The chart below shows the concentration of credit risk as at 31 December by location of counterparty. The main investment of each region is predominantly in the own regional environment. Given that AG Insurance diversifies to a large extent throughout Europe, the main counterparties are located in Continental Europe.



Outer circle = 2016 Inner circle = 2015





The table below shows the highest exposures to ultimate parents measured at fair value and nominal value with their ratings.

Highest Exposure Top 10	Group Rating	Fair Value	Nominal Value
Kingdom of Belgium	AA-	18,981.7	15,743.6
French Republic	AA	8,054.1	6,179.5
Republic of Austria	AA+	3,245.3	2,450.8
Federal Republic of Germany	AAA	2,472.1	1,881.4
Portuguese Republic	BB+	2,458.5	2,444.6
European Investment Bank	AAA	1,573.7	1,263.1
Kingdom of Spain	BBB+	1,536.2	1,195.7
Republic of Italy	BBB	1,503.8	1,669.3
BNP Paribas	A	1,246.7	1,194.0
Kingdom of the Netherlands	AAA	1,133.9	978.8
Total		42,206.1	35,000.7

The top 10 exposure shows the same top counterparties as last year. The Kingdom of Belgium remains the top counterparty in line with the strategy to 'redomesticate' at the cost of increasing the risk towards the home country. BNP Paribas, the only non-sovereign counterparty in the list, moves one step down in the list.

## 5.4.1.2 Default risk

Default risk is composed of two sub-risks:

- a. investment default risk;
- b. counterparty default risk.

The following table provides an overview of the credit risk to which Ageas is exposed.

			Continental			Insurance	Total		Group	Total
31 December 2016	Belgium	UK	Europe	Asia	Reinsurance	Eliminations	Insurance	General	Eliminations	Ageas
Cash and cash equivalents (see note 10)	869.2	157.0	335.8	5.0	13.3		1,380.3	800.6		2,180.9
Derivatives held for trading (assets) (see note 11)	5.0		3.0				8.0			8.0
Loans Impairments Total Loans, net (see note 13)	7,818.1 (10.3) 7,807.8	63.6 <b>63.6</b>	25.2 ( 1.0 ) <b>24.2</b>			-	7,906.9 (11.3) <b>7,895.6</b>	1,458.0 <b>1,458.0</b>	( 668.6 )	8,696.3 (11.3) 8,685.0
Interest bearing investments Impairments Total Interest bearing investments,	50,313.8 (1.1)	2,209.5	9,111.1 (21.6)		99.2	-	61,733.6 ( 22.7 )	371.0		62,104.6 ( 22.7 )
net (see note 11)	50,312.7	2,209.5	9,089.5		99.2		61,710.9	371.0		62,081.9
Reinsurance and other receivables Impairments Total Reinsurance and other	840.3 ( 6.4 )	781.8 (1.2)	357.4 ( 24.2 )	0.8	24.4	(27.1)	1,977.6 (31.8)	252.8	(6.3)	2,224.1 (31.8)
receivables, net (see note 15)	833.9	780.6	333.2	0.8	24.4	( 27.1 )	1,945.8	252.8	(6.3)	2,192.3
Total credit risk exposure, gross Impairments Total credit risk exposure,	59,846.4 (17.8)	3,211.9 (1.2)	9,832.5 ( 46.8 )	5.8	136.9	(27.1)	73,006.4 (65.8)	2,882.4	(674.9)	75,213.9 (65.8)
net on balance	59,828.6	3,210.7	9,785.7	5.8	136.9	( 27.1 )	72,940.6	2,882.4	(674.9)	75,148.1
Off Balance commitments (see note 30)  Total credit risk exposure, off balance	4,486.4 <b>4,486.4</b>						4,486.4 <b>4,486.4</b>	2.1 <b>2.1</b>		4,488.5 <b>4,488.5</b>
Total credit risk exposure, net	64,315.0	3,210.7	9,785.7	5.8	136.9	( 27.1 )	77,427.0	2,884.5	(674.9)	79,636.6

			Continental				Total
31 December 2015	Belgium	UK	Europe	Asia	General	Eliminations	Ageas
Cash and cash equivalents (see note 10)	934.6	209.6	219.4	194.5	836.2		2,394.3
Derivatives held for trading (assets) (see note 11)	25.7		2.8				28.5
Loans Impairments	6,574.3 ( 12.7 )	78.0	31.4 (1.1)	258.8 ( 10.2 )	1,534.9	( 1,167.1 )	7,310.3 ( 24.0 )
Total Loans, net (see note 13)	6,561.6	78.0	30.3	248.6	1,534.9	(1,167.1)	7,286.3
Interest bearing investments Impairments Total Interest bearing investments,	49,632.4 ( 3.5 )	2,536.8	7,659.7 ( 21.0 )	2,388.5	349.6		62,567.0 ( 24.5 )
net (see note 11)	49,628.9	2,536.8	7,638.7	2,388.5	349.6		62,542.5
Reinsurance and other receivables Impairments Total Reinsurance and other	771.7 (5.4)	869.9	258.8 (8.7)	127.0 ( 2.6 )	8.6	(5.4)	2,030.6 ( 16.7 )
receivables, net (see note 15)	766.3	869.9	250.1	124.4	8.6	(5.4)	2,013.9
Total credit risk exposure, gross Impairments Total credit risk exposure,	57,938.7 ( 21.6 )	3,694.3	8,172.1 ( 30.8 )	2,968.8 ( 12.8 )	2,729.3	(1,172.5)	74,330.7 ( 65.2 )
net on balance	57,917.1	3,694.3	8,141.3	2,956.0	2,729.3	(1,172.5)	74,265.5
Off Balance commitments (see note 30)  Total credit risk exposure, off balance	3,597.5 <b>3,597.5</b>			61.1 <b>61.1</b>	4.7 <b>4.7</b>		3,663.3 <b>3,663.3</b>
Total credit risk exposure, net	61,514.6	3,694.3	8,141.3	3,017.1	2,734.0	( 1,172.5 )	77,928.8

The table below provides information on the impaired credit risk exposure as at 31 December.

			2016			2015
		Impairments			Impairments	
	Impaired	for specific	Coverage	Impaired	for specific	Coverage
	outstanding	credit risk	ratio	outstanding	credit risk	ratio
Interest bearing investments (see note 11)	23.4	(22.7)	97.0%	27.1	(24.5)	90.4%
Loans (see note 13)	57.5	(10.5)	18.3%	72.7	(23.2)	31.9%
Other receivables (see note 15)	39.7	(31.8)	80.1%	22.5	(16.7)	74.2%
Total impaired credit exposure	120.6	(65.0)	53.9%	122.3	(64.4)	52.6%

#### A. INVESTMENT DEFAULT RISK

The investment default risk represents the risk of actual default of Ageas's investments. Value movements due to market short-term volatility are covered under market risk. This does not include contracts covered under counterparty default risk (see section B).

This risk is managed through limits which take into account the type of credit exposure, credit quality and, where needed, maturity, and through regular monitoring and early warning systems.

Investment exposures are monitored through a quarterly Limit Breach Report. Limits are monitored on fair values based on asset classification. The limits are defined by the following categories.

Limits on *government bonds* are defined by country in multiple ways:

- 'macro limits', defined as percentages of gross domestic product (GDP), government debt and investment assets;
- Total One Obligor (TOO) limits defined as maximum exposure to one obligor based on credit ratings;
- (re-)investment restrictions: Increases in exposure to euro countries rated BBB are only allowed on the condition of having a stable outlook. No new investments in sovereign debt with a rating of BBB or below without the approval of the ARC.

Limits on *corporate bonds* are also defined on multiple criteria:

- total corporate bonds exposure as a percentage of the portfolio;
- limits in function of the solvency capital required for spread risk;
- limits by sector based on the credit ratings;
- monitoring of concentrated exposure;
- Total One Obligor.

Ageas also has a risk appetite stress scenario for single investment defaults in which the largest single sovereign investment default, as well as the largest single corporate investment default should remain within the solvency Risk Appetite budgets.

Equity investments are allowed when the subsidiary assures that the indicators remain within the risk appetite limits.

The credit rating applied by Ageas is based on the second best of available ratings from Moody's, Fitch and Standard & Poor's. In the paragraphs hereafter, more detail is provided on the credit quality of:

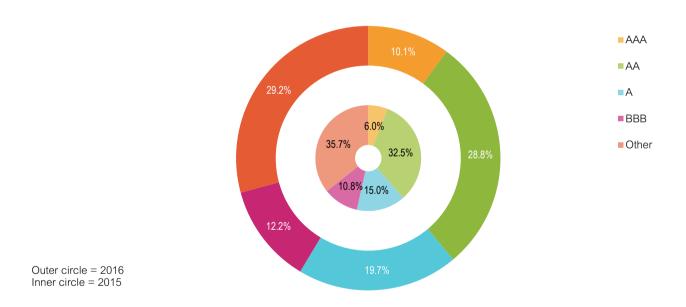
- loans;
- interest bearing investments:
  - government bonds;
  - corporate bonds;
  - banks and other financials.

## 1 Loans

The table below provides information on the credit quality of loans.

		2016		2015
	Carrying value	Percentage	Carrying value	Percentage
Investment grade				
AAA	880.9	10.1%	438.5	6.0%
AA	2,500.9	28.8%	2,379.5	32.5%
A	1,712.1	19.7%	1,093.4	15.0%
BBB	1,064.0	12.2%	790.1	10.8%
Investment grade	6,157.9	70.8%	4,701.5	64.3%
Below investment grade			2.1	0.0%
Unrated	2,538.4	29.2%	2,606.7	35.7%
Total investments in loans, gross	8,696.3	100.0%	7,310.3	100.0%
Impairments	(11.3)		(24.0)	
Total investments in loans, net (see note 13)	8,685.0		7,286.3	

The chart below shows the credit quality of loans.



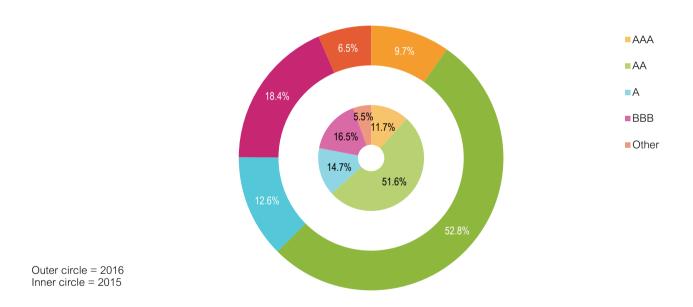
The proportion of investment grade loans represents mainly an increase in loans towards sovereigns. The proportion of unrated loans, which mainly represents residential mortgage loans to customers, remained stable during 2016.

## 2 Interest bearing investments

The table below outlines the credit quality of interest bearing investments showing a constant proportion of investment grade investments.

		2016		2015
	Carrying value	Percentage	Carrying value	Percentage
Investment grade				
AAA	6,008.6	9.7%	7,327.9	11.7%
AA	32,798.2	52.8%	32,259.5	51.6%
A	7,824.2	12.6%	9,167.7	14.7%
BBB	11,437.4	18.4%	10,352.2	16.5%
Investment grade	58,068.4	93.5%	59,107.3	94.5%
Below investment grade	2,942.1	4.8%	2,658.8	4.3%
Unrated	1,071.4	1.7%	776.4	1.2%
Total investments in interest bearing securities, net	62,081.9	100.0%	62,542.5	100.0%
Impairments	22.7		24.5	
Total investments in interest bearing securities, gross (see note 11)	62,104.6		62,567.0	

The chart below shows the credit quality of interest bearing investments:



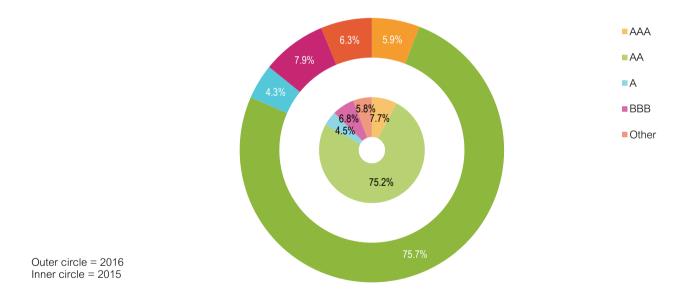
The bond portfolio is highly geared towards government and other investment grade bonds. Investment grade bonds make up 93.5% (2015: 94.5%) of the portfolio with 75.1% (2015: 78.0%) rated A or higher and more than 50% invested in AA. The percentage below investment grade comprises mainly Portuguese exposure, while the main exposure to AA rated bonds consists of Belgian exposure.

## A GOVERNMENT BONDS

The table below provides information on the credit quality of government bonds.

	31 December 2016	Percentage	31 December 2015	Percentage
By IFRS classification				
Available for sale	33,197.4	87.7%	31,705.3	87.0%
Held to maturity	4,641.4	12.3%	4,725.0	13.0%
Total government bonds (see note 11)	37,838.8	100.0%	36,430.3	100.0%
By rating				
AAA	2,216.1	5.9%	2,822.1	7.7%
AA	28,636.0	75.7%	27,390.2	75.2%
A	1,621.0	4.3%	1,638.2	4.5%
BBB	2,993.6	7.9%	2,483.2	6.8%
Total investment grade	35,466.7	93.7%	34,333.7	94.2%
Below investment grade	2,321.4	6.1%	2,047.6	5.7%
Unrated	50.7	0.1%	49.0	0.1%
Total non-investment grade and unrated	2,372.1	6.3%	2,096.6	5.8%
Total government bonds	37,838.8	100.0%	36,430.3	100.0%

The table shows the credit quality of government bonds remaining stable during 2016:



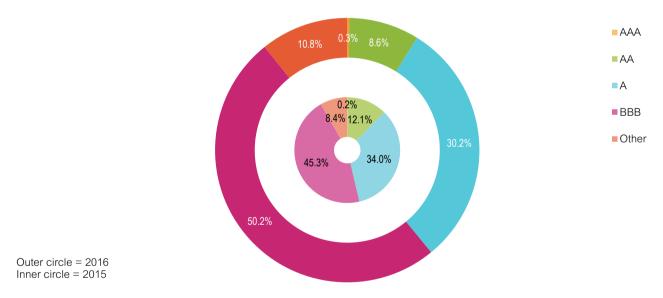
The held to maturity exposure is completely represented by Belgian and Portuguese government bonds. The main part of the government bond portfolio is invested in AA bonds, to a large extent explained by the exposure to Belgian government bonds. More than 99% of the non-investment grade exposure relates to Portugese exposure.

## B CORPORATE BONDS

The table below provides information on the credit quality of corporate bonds.

	31 December 2016	Percentage	31 December 2015	Percentage
By IFRS classification				
Available for sale	13,688.3	99.6%	13,562.9	99.6%
Held to maturity	60.3	0.4%	59.8	0.4%
Total corporate bonds (see note 11)	13,748.6	100.0%	13,622.7	100.0%
By rating				
AAA	38.4	0.3%	28.9	0.2%
AA	1,177.8	8.6%	1,646.9	12.1%
A	4,153.7	30.2%	4,637.7	34.0%
BBB	6,899.2	50.2%	6,172.1	45.3%
Total investment grade	12,269.1	89.2%	12,485.6	91.6%
Below investment grade	549.3	4.0%	526.3	3.9%
Unrated	930.2	6.8%	610.8	4.5%
Total non-investment grade and unrated	1,479.5	10.8%	1,137.1	8.4%
Total corporate bonds	13,748.6	100.0%	13,622.7	100.0%

The chart below shows the credit quality of corporate bonds.



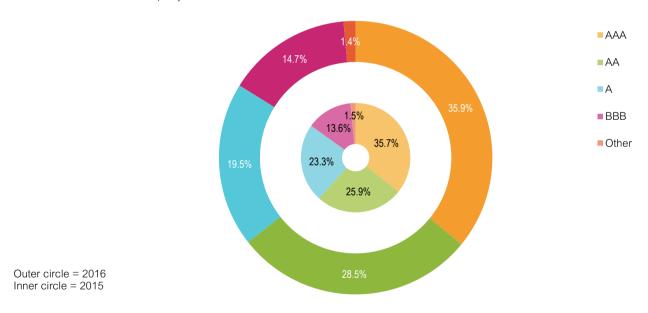
A small trend from higher rated credit quality to lower rated credit quality is observed, mainly as a consequence of the low yield environment. Nevertheless, the corporate bond portfolio remains dominated by investment grade bonds. These bonds comprise 89.2% (2015: 91.6%) of the portfolio with 39.0% (2015: 46.3%) rated A or higher.

## C BANKS AND OTHER FINANCIALS

The table below provides information on the credit quality of banks and other financial institutions.

	31 December 2016	Percentage	31 December 2015	Percentage
By IFRS classification				
Available for sale	10,293.6	99.2%	12,205.1	99.3%
Held at fair value through profit or loss	69.3	0.7%	75.7	0.6%
Held to maturity	13.6	0.1%	17.3	0.1%
Total banking and other financials (see note 11)	10,376.5	100.0%	12,298.1	100.0%
By rating				
AAA	3,719.4	35.9%	4,391.8	35.7%
AA	2,960.3	28.5%	3,190.4	25.9%
A	2,019.8	19.5%	2,859.5	23.3%
BBB	1,529.6	14.7%	1,669.4	13.6%
Total investment grade	10,229.1	98.6%	12,111.1	98.5%
Below investment grade	70.1	0.7%	83.3	0.7%
Unrated	77.3	0.7%	103.7	0.8%
Total non-investment grade and unrated	147.4	1.4%	187.0	1.5%
Total banks and other financials	10,376.5	100.0%	12,298.1	100.0%

The chart below shows the credit quality of banks and other financials.



The exposure to banks and other financial institutions is in particular geared to investment grade (98.6%) with 83.9% rated A or above.

## B. COUNTERPARTY DEFAULT RISK

The counterparty default risk reflects possible losses due to unexpected default, or deterioration in the credit standing, of counterparties and debtors. The scope of the counterparty default risk category includes risk-mitigating contracts (such as reinsurance arrangements, securitisations and derivatives) cash, receivables from intermediaries and other credit exposure not elsewhere covered (guarantees, policyholders, etcetera).

Counterparty default risk can arise due to the purchase of reinsurance, other risk mitigation and 'other assets'. Ageas minimises this risk through policies on counterparty selection, collateral requirements and diversification.

Within Ageas, this risk is mitigated through the application of Ageas's Default Policy and close monitoring of outstanding counterparty default credit positions. Diversification and avoidance of low rated exposures are key elements in the mitigation of this risk.

Impairment for specific credit risk is established if there is objective evidence that Ageas will not be able to collect all amounts due in accordance with contractual terms. The amount of the impairment is the difference between the carrying amount and the recoverable amount. In the case of market traded securities, the recoverable amount is the fair value

Impairments are based on Ageas's latest estimate of the recoverable amount and represent the loss that Ageas considers it will incur. Conditions for write-off may be that the obligor's bankruptcy proceedings have been finalised and securities have been exhausted, the obligor and/or guarantors are insolvent, all normal recovery efforts have been exhausted, or the economic loss period (i.e. the period within which all expenses will exceed the recoverable amount) has been reached.

#### 5.4.1.3 Liquidity risk

Liquidity risk is the risk of being unable to liquidate investments and other assets in order to settle financial obligations when they fall due. For example, this is the risk that expected and unexpected cash demands of policyholders, and other contract holders, cannot be met without suffering losses or without endangering the business franchise due to constraints on liquidating assets. These constraints may be structural or due to market disruption. Liquidity risk also covers the risk that any assumed illiquidity premium (volatility adjustment), used to value illiquid liabilities, will not materialise.

The financial commitments of Ageas and its local businesses are often long-term, and generally assets held to back these would be long-term and may not be liquid. Claims and other outflows can be unpredictable and may differ significantly from expected amounts. If liquid resources are not available to meet a financial commitment as it falls due, liquid funds will need to be borrowed and/or illiquid assets sold (which may trigger a significant loss in value) in order to meet the commitment. Losses would arise from any discount that would need to be offered to liquidate assets.

As an insurance group, Ageas is normally cash accretive and hence this risk is relatively remote. Recent years have been dominated by the effects of the (European) debt crises. The European Central Bank pursues a liquidity enhancing monetary policy to overcome these crises. Ageas keeps a significant cash position in order to be able to withstand (relatively) adverse conditions if and when arising. Special attention is paid to the messages from ECB on potential changes in monetary policy stance.

Causes of liquidity risk can be split into elements that can create a sudden increase in the need for cash and elements that can reduce unexpectedly the availability of expected resources to cover cash needs. Types of liquidity risk are the following:

- funding liquidity risk is the risk that Ageas or a local business
  will not be able to obtain sufficient outside funding, as its assets
  are illiquid, at the time it is needed (for example, to meet an
  unanticipated large claim);
- market liquidity risk is the risk that the process of selling in itself results in losses due to market conditions or high concentrations;
- underwriting liquidity risk is the risk that Ageas or a local business needs to pay an important amount to cover unanticipated changes in customer behaviour (lapse risk) or sudden large claims resulting from large or catastrophic events such as windstorms, ash clouds, flu epidemics, etcetera.

Each business ensures they can meet all liquidity requirements by identifying and monitoring liquidity risk, so that the circumstances under which liquidity issues could be possible are known and understood (i.e. expected liability run-off profile, mass lapse event, slowdown in new business, change in rating, etc.), as well as the business's ability to respond to such issues (i.e. liquidity of assets in a crisis). In the General Account, the aggregate liquidity is monitored including payments relating to legacy instruments, transfers to/from local businesses, dividend payments to shareholders under both current conditions and stress conditions.

The following table shows Ageas's assets and liabilities classified by relevant maturity grouping, based on the remaining period to the contractual maturity date. It covers all Ageas's assets and liabilities and therefore includes both the insurance business and holding activities.

At 31 December 2016	Up to 1 month	1-3 months	3-12 months	1-5 years	Over 5 years	Total
Assets						
Fixed rate financial instruments	654.8	468.8	3,598.0	15,883.4	47,337.3	67,942.3
Variable rate financial instruments	821.0	517.6	769.1	1,140.1	2,117.4	5,365.2
Non-interest bearing financial instruments	960.3	422.3	729.2	455.9	6,614.3	9,182.0
Non-financial assets	69.3	412.0	2,048.9	5,935.0	13,338.8	21,804.0
Total assets	2,505.4	1,820.7	7,145.2	23,414.4	69,407.8	104,293.5
Liabilities						
Fixed rate financial instruments	720.2	104.1	521.0	206.4	1,627.2	3,178.9
Variable rate financial instruments	15.3	32.5	135.1	1,162.0	1,690.7	3,035.6
Non-interest bearing financial instruments	313.8	577.4	2,506.5	17,903.1	45,495.1	66,795.9
Non-financial liabilities	84.1	587.6	973.6	6,956.6	12,476.2	21,078.1
Total liabilities	1,133.4	1,301.6	4,136.2	26,228.1	61,289.2	94,088.5
Net liquidity surplus (gap)	1,372.0	519.1	3,009.0	( 2,813.7 )	8,118.6	10,205.0
Liabilities including future interest						
Fixed rate financial instruments	755.0	321.3	842.8	2,506.4	3,875.4	8,300.9
Variable rate financial instruments	16.8	32.6	135.4	1,162.7	440.7	1,788.2
Non-interest bearing financial instruments	313.8	577.4	2,506.5	17,903.1	45,495.1	66,795.9
Non-financial liabilities	84.1	587.6	973.6	6,956.6	12,476.2	21,078.1
Total liabilities including future interest	1,169.7	1,518.9	4,458.3	28,528.8	62,287.4	97,963.1
At 31 December 2015	Up to 1 month	1-3 months	3-12 months	1-5 years	Over 5 years	Total
Total assets	1,616.9	2,413.1	5,648.8	20,373.9	74,433.1	104,485.8
Total liabilities	903.1	1,525.8	3,766.7	21,580.3	64,734.9	92,510.8
Net liquidity surplus (gap)	713.8	887.3	1,882.1	( 1,206.4 )	9,698.2	11,975.0

Note that the IFRS representation of net liquidity could lead to a misinterpretation of a net liquidity gap of between one and five years. However, this representation does not provide an adequate view of the liquidity position because it is based on the maturity schedule of the assets and liabilities on the statement of financial position at their IFRS value (which is not equal to market value for real estate, mortgages or provisions). Additionally, the liquidity is further underestimated given the table does not include dividends on equities, rents on real estate and expected future premiums or does include liabilities which actually do not represent a cash outflow (e.g. low interest rate reserve, longevity reserve, etc.).

On the other hand, liquidity for some specific assets might be overestimated given these assets are taken at their IFRS value, while in reality these assets do not represent a real cash flow (e.g. goodwill, DAC and part of the intangible assets).

The FRESH are, in accordance with IFRS, excluded from the liabilities including future interest since the principal amount of EUR 1,250 million can only be redeemed through conversion into Ageas shares.

### 5.4.2 Insurance liability risks

Insurance liability risks refer to all insurance underwriting risks due to deviations in claims arising from uncertainty and timing of the claims as well as deviations in expenses and lapses, compared to underlying assumptions made at the point of underwriting of the policy.

Life risk includes mortality risk, longevity risk, disability, morbidity risk (i.e. critical illness risk), lapse and persistency risk, expense risk, catastrophe risk and revision risk.

Non-life risks include reserve risk, premium risk and catastrophe risks. Reserve risk is related to outstanding claims, while premium risk is related to future claims from which catastrophe claims are excluded. Catastrophe risk is related to claims arising from catastrophic events: either natural disasters or man-made events.

Each business manages insurance risks through a combination of Underwriting Policy, Product Approval Policy, Reserving Policy, Claims Management Policy and Reinsurance Policy. Particular attention is paid to ensuring that the customer segment that buys the product is consistent with the underlying assumptions made about the customers when the product was designed and priced.

Underwriting policies are adopted at local level as part of the overall enterprise risk management framework and are revised by actuarial staff, who examine the actual loss experience. A range of indicators and statistical analysis tools are employed to refine underwriting standards in order to improve loss experience and/or ensure pricing is adjusted appropriately.

Insurance companies aim to set premiums at a level that will ensure that premiums received plus the investment income earned on them exceed total claims, costs of handling those claims and the cost of managing the business. The appropriateness of pricing is tested using a range of techniques and key performance indicators appropriate to a particular portfolio, on both a priori basis (e.g. profit testing) and a posteriori basis (e.g. embedded value, combined ratios).

The factors taken into consideration when pricing insurance vary by product according to the cover and benefits offered. In general they include:

- expected claims by policyholders and related expected payouts and their timing;
- the level and nature of variability associated with the expected benefits. This includes analysis of claims statistics as well as consideration of the evolution of court rulings, the economic climate and demographic trends;
- other costs of producing the relevant product, such as distribution, marketing, policy administration, and claim administration costs:
- financial conditions, reflecting the time value of money;
- solvency capital requirements;
- target levels of profitability;
- insurance market conditions, notably competitor pricing of similar products.

In its exposures to the above-mentioned risks, Ageas benefits from diversification across geographical regions, product lines and even across the different insurance risk factors so that Ageas is not exposed to significant concentrations of insurance risks. Moreover, Ageas's insurance companies have built in specific mitigation measures in order to minimise their risk exposures. Examples are, lapse supported products via lapse penalties and/or market value adjustments mitigate the loss to the insurance company and reinsurance treaties leading to limited exposure to large losses.

#### 5.4.2.1 Life underwriting risks

The Life underwriting risk reflects the risk arising from Life insurance obligations, in relation to the perils covered and the processes used in the conduct of business.

Life underwriting risks are mainly composed of mortality/longevity, disability/morbidity, lapse and persistency, life expense, revision as well as catastrophe risks. This section will first describe these risks (sub-sections A to F). It will then provide an overview of their management within Ageas operating companies (sub-section G) and the main Life risk sensitivities (sub-section H).

#### A MORTALITY/LONGEVITY RISK

Mortality risk is the risk of loss, or of adverse change in the value of insurance liabilities, resulting from changes in the level, trend, or volatility of mortality rates, where an increase in the mortality rate leads to an increase in the value of insurance liabilities. The mortality tables used in the pricing include prudential margins. As per industry practice, Ageas's operating companies use the population experience tables with adequate safety loadings. Yearly review of the assumptions is necessary to compare the expected mortality of the portfolio with the experience. This analysis takes a number of criteria into account such as age, policy year, sum assured and other underwriting criteria.

Longevity risk is the risk of loss, or of adverse change in the value of insurance liabilities, resulting from changes in the level, trend, or volatility of mortality rates, where a decrease in the mortality rate leads to an increase in the value of insurance liabilities. This risk is managed through yearly revision of the mortality experience within the portfolio. Where longevity is found to be rising faster than assumed in the mortality tables, additional provisions are set up and pricing of new products is adjusted accordingly.

## B. DISABILITY/MORBIDITY RISK

Disability/morbidity risk is the risk of loss, or of adverse change in the value of insurance liabilities, resulting from changes in the level, trend or volatility of disability, sickness and morbidity rates. This can, for example, arise in the disability business, health business and workmen's compensation. Ageas insurance companies mitigate disability risk through medical selection strategies and appropriate reinsurance cover.

## C. LAPSE AND PERSISTENCY RISKS

Lapse risk is the risk of loss, or of adverse change in the value of insurance liabilities, resulting from changes in the level or volatility of the rates of policy lapses and persistency, which include renewals, surrenders, premium reductions and other premium reducing factors. Note that persistency risk is another name sometimes used to describe the volatility in the policy premium lapses and reinstatements of lapsed policies, free look cancellations or surrenders.

When designing and pricing insurance policies, assumptions also need to be made relating to the costs of selling and then administering the policies until they lapse or mature and relating to the rate of persistency that will be experienced. The risks that in actual experience may be different from the potential impact are identified during the product development stage and can be mitigated by thorough product design. For example, the use of early redemption penalties/loyalty bonuses, initial charges or spreading the commission paid to distributors to align interests or a market value adjustment for certain group contracts where the risks are completely born by the policyholders in case of lapse.

### D. LIFE-EXPENSE RISK

Life-expense risk is the risk of loss, or of adverse change in the value of insurance liabilities, resulting from changes in the level, trend, or

volatility of the expenses incurred in servicing insurance or reinsurance contracts. Expense risk arises if the expenses anticipated when pricing a guarantee are insufficient to cover the actual costs accruing in the following year.

#### E. REVISION RISK

Revision risk is the risk of loss, or of adverse change in the value of insurance liabilities, resulting from fluctuations in the level, trend, or volatility of the revision rates applied to annuities, due to changes in the legal environment or in the state of health of the person insured.

#### F. CATASTROPHE RISK

Life's catastrophe risk stems from extreme or irregular events that are life threatening, for example nuclear explosion, new infectious pandemic disease, terrorism, or natural disasters.

## G. MANAGEMENT OF LIFE RISKS AT AGEAS INSURANCE COMPANIES

Life underwriting risks are monitored via internal quarterly risk reporting in order to better understand their exposure to certain events and their evolution. Most of the Life insurance operating companies are exposed to similar events, such as (mass) lapse events, expenses or mortality/longevity.

## H. LIFE RISK SENSITIVITIES

Life sensitivities are as follows.

	Impact on	Impact on
Life	value at	value at
Sensitivities	31 December 2016	31 December 2015
Mortality rates (5%)	(4.2)	20.3
Expenses (10%)	134.3	185.5
Lapse rates (10%)	44.6	81.4

Note that the above numbers are based on yearly embedded value calculations for which the scope is based on extended contract boundaries.

#### 5.4.2.2 Non-life underwriting risks

Non-life underwriting risks are mainly composed of reserve, premium, catastrophe and lapse risks. This section will first describe these risks (sub-sections A to D). It will then provide an overview of their management within Ageas operating companies (sub-section E) and loss ratios (sub-section F), Non-life risk sensitivities (sub-section G) and loss reserve tables (sub-section H).

#### A. RESERVE RISK

Reserve risk is related to outstanding claims and represents the risk of adverse change in the value of insurance liabilities resulting from fluctuations in the timing and amount of claim settlements and claims expenses.

#### B. PREMIUM RISK

Non-life premium risk is the risk that the premium will not be sufficient to cover all liabilities including claims and expenses resulting from fluctuations in frequency, severity of claims, timing of claim settlements, or adverse changes in expenses.

Claims losses can differ from the expected outcome for a range of reasons. Analysis of claims will generally treat differently short and long-tail claims. Short-tail claims, such as motor damage and property damage claims, are generally reported within a few days or weeks and are settled soon afterwards. The resolution of long-tail claims, such as bodily injury or liability claims, can take years to complete. In the case of long-tail claims, information concerning the event, such as medical treatment required, may, due to its very nature, not be readily obtainable. Analysis of long-tail losses is also more difficult, requires more detailed work and is subject to greater uncertainties than analysis of short-tail losses.

Ageas's insurance companies take into account experience with similar cases and historical trends, such as reserving patterns, exposure growth, loss payments, pending levels of unpaid claims, as well as court decisions and economic conditions.

To mitigate the claims risk, Ageas's insurance companies adopt selection and underwriting policies based on their historical claims experience and modelling. They do this by client segment and class of business based on knowledge or expectations of future movements in claims frequency and severity. Ageas's insurance companies also benefits from diversification effects by engaging in a wide range of Non-life insurance classes and geographies. This does not reduce average claims, although it does significantly reduce the variation in the total claims book and therefore the risk. The risk of unexpectedly

large claims is contained by policy limits, concentration risk management and reinsurance.

#### C. CATASTROPHE RISK

Catastrophe risk is related to claims generated by catastrophic events, natural disasters such as storms, floods, earthquakes, freezes, tsunamis or man-made events such as terrorist attacks, explosions or casualty claims with a lot of victims involved or with collateral impacts such as pollution or business interruption.

#### D. LAPSE RISK

Lapse risk is related to future premiums included in the premium provision where an expected profit is foreseen. Lapse risk is the risk that more lapses will occur than the expected ones, generating less profit than foreseen.

## E. MANAGEMENT OF NON-LIFE RISKS AT AGEAS INSURANCE COMPANIES

The management of Non-life risk at Ageas is in conformity with underwriting and risk taking management instructions and guidance issued at each Non-life entity of the Group. This includes, amongst other things, risk acceptance rules, claims management guidance on cost assessment and on funding allocations, reinsurance taking activity and management.

At Group level a number of reporting schemes related to the above are in place e.g. KPI reports and adequacy testing both on claims- and premium reserves to date and also historically for claims liabilities.

## F. LOSS RATIOS

A loss ratio is the single measure used for assessing the appropriateness of the part of premium rates marketed to cover insurance claims. It is defined as the ratio of total claim cost (estimated) divided by premiums earned. Note that the other parts of the premium rates, management costs and profit, are not considered here. Combined ratio is the sum of loss ratio and expense ratio (including commissions).

Generally speaking one may expect to experience a combined ratio below 100 percent. For reasons of intrinsic variability of the claims process and/or premium inefficiency one might from time to time observe a combined ratio above 100 percent. The latter situation is tackled in the management of the Non-life risks (see point E. above).





## G. SENSITIVITIES ON TECHNICAL PROVISIONS

Non-life sensitivities shown in the table below assume the impact on the pre-taxation result considering a decrease in expenses, as included in the consolidated income statement, of 10%, and an increase in claims cost, as included in the consolidated income statement, of 5%.

	Impact on	Impact on
Non-life	pre-taxation result at	pre-taxation result at
Sensitivities	31 December 2016	31 December 2015
Expenses (10%)	140.2	139.9
Claims costs 5%	(137.8)	( 125.5 )

## H. LOSS RESERVE TABLES

The reserves for claims and claim expenses that appear in the statement of financial position are analysed by the actuaries and claims management departments by accident year. Payments and loss reserves are therefore represented in a two time-related dimension table: accident year (year of loss occurrence, in the columns) and calendar year (or development year, in the rows). This so-called run-off triangle shows how loss reserve develops over time due to payments made and new estimates of the expected ultimate loss at the respective date of the statement of financial position.

All claims concerned are resulting from insurance contracts as defined by IFRS, including all accident & health, and property and casualty contracts whose reserves can be reported in a triangular format. All material figures quoted are undiscounted. Claim reserves that are held on a discounted basis with similar to life techniques (e.g. permanent disability or death annuities deriving from health or workers compensation or other contracts) are included in the reconciliation lines.

All amounts in the table are calculated at the applicable exchange rates at year-end 2016.

The loss reserve development table per accident year is as follows.

CC			

Accident real	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Payments at:										
N	1,015.9	1,007.2	1,076.9	1,144.0	1,073.0	1,069.1	1,024.0	1,133.8	1,111.7	1,357.5
N + 1	488.0	461.3	520.4	631.7	542.3	521.2	531.9	538.1	546.0	
N + 2	124.4	121.7	140.7	138.7	148.1	130.5	128.0	144.3		
N + 3	67.7	82.7	85.6	91.6	76.3	94.5	78.6			
N + 4	49.7	58.0	61.0	57.3	54.2	68.6				
N + 5	33.0	35.1	32.9	48.1	31.0					
N + 6	17.2	19.5	22.2	27.0						
N + 7	10.0	11.9	20.1							
N + 8	6.2	11.4								
N + 9	16.2									
Cost of claims: (Cumulative Payments										
+ Outstanding claims reserves)										
N	1,944.6	1,939.7	2,097.5	2,294.2	2,222.4	2,216.7	2,196.7	2,295.7	2,284.9	2,751.5
N + 1	1,937.1	1,900.5	2,047.7	2,252.7	2,132.3	2,173.1	2,135.1	2,273.8	2,256.6	
N + 2	1,932.4	1,920.0	2,068.6	2,257.9	2,115.7	2,170.5	2,072.5	2,265.5		
N + 3	1,926.7	1,912.1	2,084.6	2,253.9	2,089.5	2,141.5	2,048.4			
N + 4	1,902.9	1,905.4	2,066.8	2,251.9	2,061.5	2,160.4				
N + 5	1,903.7	1,889.9	2,074.6	2,251.4	2,080.5					
N + 6	1,889.6	1,904.3	2,057.8	2,271.7						
N + 7	1,889.8	1,895.2	2,079.5							
N + 8	1,884.9	1,905.7								
N + 9	1,905.7									
Ultimate loss, estimated at initial date	1,944.6	1,939.7	2,097.5	2,294.2	2,222.4	2,216.7	2,196.7	2,295.7	2,284.9	2,751.5
Ultimate loss, estimated at prior year	1,884.9	1,895.2	2,057.8	2,251.4	2,061.5	2,141.5	2,072.5	2,273.8	2,284.9	
Ultimate loss, estimated at current year	1,905.7	1,905.7	2,079.5	2,271.7	2,080.5	2,160.4	2,048.4	2,265.5	2,256.6	2,751.5
Surplus (deficiency) current year vs initial accident year	38.9	34.0	18.0	22.5	141.9	56.3	148.3	30.2	28.3	
Surplus (deficiency) current year vs prior year	(20.8)	(10.5)	(21.7)	(20.3)	(19.0)	(18.9)	24.1	8.3	28.3	
Of which Ageas Seguros Non Life acquired in 2016	(21.6)	(10.0)	(9.3)	(20.3)	(21.0)	(19.7)	(22.8)	(37.1)	(67.2)	
Outstanding claims reserves prior to 2007										416.5
Outstanding claims reserves from 2007 to 2016										3,587.5
Other claims liabilities (not included in table)										945.7
Claims with regard to workers' compensation and health care										1,453.7
Total claims reserves in the statement of financial position										6,403.4

The loss reserve development table per accident year shows the development of the ultimate total loss (as payments made and outstanding claims reserves) for each individual accident year (as indicated in the column), for each development year (as indicated in the row) since the year of occurrence through to the reporting year

The triangle related to 'Payments' reports the amount of claim payments net of recoveries, gross of reinsurance.

The second triangle, 'Cost of claims', reports the outstanding claims reserve including IBN(E)R for each accident year, based on the new estimate of ultimate loss on the claims and the payments already made.

The Ultimate loss line items, estimated at the initial date of occurrence, at prior reporting year and at current reporting year, reflect the fact that the estimate fluctuates with the knowledge and information gained on the claims. The longer the period of

development of the claims, the more accurate is the estimate of the ultimate loss.

The amount of total claims reserves in the statement of financial position is further disclosed in section 20.4 Liabilities arising from Non-life insurance contracts.

## 5.4.2.3 Health Risk

Health underwriting risk reflects the risk arising from the underwriting of health insurance obligations, whether it is pursued on a similar technical basis to that of life insurance or not, following from both the perils covered and the processes used in the conduct of business.

The components of health insurance risk are to split depending on the type of liabilities: if similar to life risk or modelled based on similar techniques as for life liabilities – please refer to section 5.4.2.1 Life underwriting risks. For liabilities similar to Non-life liabilities or modelled on a similar way, please refer to section 5.4.2.2 Non-life underwriting risks.

#### 5.4.2.4 Reinsurance

Where appropriate, Ageas's insurance companies enter into reinsurance contracts to limit their exposure to underwriting losses. This reinsurance may be on a policy-by-policy basis (per risk), or on a portfolio basis (per event), i.e. where individual policyholder exposures are within local limits but an unacceptable risk of accumulation of claims exists at Group level (catastrophe risks). The latter events are mostly weather related or man-made. Reinsurance companies are selected based primarily on pricing and counterparty default risk considerations. The management of counterparty default risk is integrated into the overall management of credit risk.

The major uses of external reinsurance include the mitigation of the impact of natural disasters (e.g. hurricanes, earthquakes and floods), large single claims against policies with high limits and multiple claims triggered by a single man-made event.

Ageas incorporated an internal reinsurer Intreas N.V. and obtained in June 2015 a licence in the Netherlands. Intreas is capitalised with EUR 100 million. The rationale of setting up this internal reinsurance company is to optimise the Ageas Group reinsurance programme by

harmonising risk profiles among controlled limits/entities and to improve capital management. Intreas is a Non-life reinsurance company and may only accept risks from Ageas Group companies.

In 2016, Intreas showed a Solvency II ratio, calculated according to the standard formula, of 259%. The target is set at 200%. The internal companies within the scope of Intreas are:

- AG Insurance, Belgium
- Ageas Insurance Limited, UK
- Ageas Ocidental, Portugal
- Cargeas, Italy

In line with its Risk Appetite, Intreas mitigates part of its risk on the assumed business through the acquisition of group retrocession covers and/or covers protecting its own balance sheet.

Intreas respects and operates within the Ageas Risk Management Framework and has set up its proper governance bodies and control processes following Group standards.

The table below provides details of risk retention by product line (in nominal amounts) of Ageas.

	Highest retention	Highest retention
2016	per risk	per event
Product		
Motor, Third Party liability	4,250,000	
Motor Hull	42,500,000	
Property	2,500,000	55,000,000
General Third Party Liability	4,100,000	
Workmen's Compensation	2,700,000	
Personal Accident	300.000	

The table shows the highest amount across all entities of the Group for similar covers for which Ageas Group assumes responsibility for mitigating emerging risks; any amount higher than those in the table will be transferred to third party reinsurers for cover. The measurement depends on the type of event covered by these reinsurance agreements: either per single risk or alternatively per event<sup>3</sup>. Additionally, as the catastrophe covers for Motor Hull have been integrated into the regular reinsurance treaty, the retention mentioned is the maximum that Ageas Group is responsible for.

The table below provides details by product line of the proportion of premiums ceded to reinsurers in the year ended 31 December (amounts in millions).

	Gross written	Ceded	Net
2016	premiums	premiums	premiums
Product			
Life	4,934.8	(45.5)	4,889.3
Accident & Health	867.3	(32.0)	835.3
Property & Casualty	3,474.9	(183.7)	3,291.2

	Gross written	Ceded	Net
2015	premiums	premiums	premiums
Product			
Life	5,061.3	(66.0)	4,995.3
Accident & Health	843.7	(28.8)	814.9
Property & Casualty	3,453.8	(200.1)	3,253.7

## 5.4.3 Operational risks

Ageas is exposed – like any other financial institution - to operational risks, understood as the risks of losses arising from inadequate or failed internal processes, personnel, systems, or external events.

Ageas at Group level as well as at local level has in place processes to manage operational risks. These processes are an integral part of the enterprise risk management framework. The operational risk management framework consists of company-wide policies and processes embedded at Group level and at all local businesses, which collectively aim at identifying, assessing, managing, monitoring and reporting on operational risks. Some of these company-wide processes include:

- Business Continuity Management;
- Fraud Risk Management;
- Outsourcing;
- Treat Your Customer Fairly;
- Loss Data Collection;
- Internal Control Adequacy Assessment;
- Key Risk Identification process.

Through its risk taxonomy<sup>4</sup>, Ageas has identified seven major sources of operational risks.

#### Clients, products and business practices

Unintentional or negligent failure to meet a professional obligation to specific clients (including fiduciary and suitability requirements) and corporate stakeholders e.g. regulators, or from the nature or design of a product.

### Execution, delivery and process management

Risk of failed transaction processing or process management, from relations with trade counterparties and vendors.

### Business disruption and system failures

Risk associated with the interruption of business activity due to internal or external system and/or communication system failures, the inaccessibility of information and/or the unavailability of utilities and other externally driven business disruptions, which may also harm personnel.

## Employee practices and workplace safety

Risk arising from acts/omissions, intentional or unintentional, inconsistent with applicable laws on employment relation, health, safety and diversity/discrimination acts the Company is responsible for.

#### Internal fraud

Internal fraud risk is the risk due to deliberate (attempt of) abuse of procedures, systems, assets, products and/or services of a company, involving at least one internal staff member (i.e. on the payroll of the company) who intend to deceitfully or unlawfully benefit themselves or others (including the company). Internal fraud can be perpetrated with or without the help of a third party.

#### External fraud

Risk arising from (attempt of) acts of fraud and thefts, or intentional circumvention of the law, actuated by third parties, including customers, intermediaries and insourcing companies (including subvendors and sub-contractors), with the goal of obtaining a benefit, damaging the company or its counterparties (for which the company pays), or damage company's assets. Includes all forms of cyber risk, and frauds by clients and external parties (i.e. parties which do not collaborate usually with the company and have no access to the company's systems).

#### Damage to physical assets

Losses arising from loss or damage to physical assets from natural disasters or other events

Ageas aims to keep the above operational risks at appropriate levels by maintaining sound and well-controlled environments in light of the characteristics of its business, the markets and the regulatory environments in which it operates. While these control measures mitigate operational risks, they can never completely eliminate them.

An Internal Control Assessment (INCA) process is performed each year and results in the annual Management Control Statement issued by all (local and Group) CEOs who express their confidence in their control frameworks.

## 5.4.4 Other risks

Other risks cover external and internal factors that can impact Ageas's ability to meet its current business plan and objectives and also to position itself for achieving ongoing growth and value creation. This includes changes in the external environment including regulatory, economic environment, competitive landscape or the way people (customers or staff) behave. It can also be due to poor internal decision making and management or due to loss of reputation and franchise value.

Within Ageas risk taxonomy, the following risk types are considered as Other risks:

#### Regulatory change risk

Regulations with regard to allowable product features, conduct of business, underwriting practices (e.g. genetic testing), guarantees, profit sharing, personnel rules, reserving, solvency, which may affect the volume or quality of new sales or the profitability of in-force business.

#### Competitor risk

Competitor risks arise due to changes in competitor landscape or market position.

#### Distribution risk

This is the risk of a loss due to distribution plans deviating adversely from expectations. This type of strategic risk has been singled out for particular attention due to the importance of distribution in the Group's business model and our reliance on external parties and partners for the distribution. Distribution risk can arise due to a number of causes including lack of alignment of incentives, poor relationship management or lack of sufficient bargaining power in the relationship.

#### Reputation risk

This is the risk of loss resulting from a decrease in the number of clients, transactions and funding opportunities arising from the adverse perception of the image of the company on the part of customers, counterparties, shareholders, investors or regulators.

## Country risk

Country risk refers to the risk of investing in a country, dependent on changes in the business environment that may adversely affect operating profits or the value of assets in a specific country. For example, financial factors such as currency controls, devaluation or regulatory changes, or stability factors such as mass riots, civil war and other potential events contributing to companies' strategic risks (e.g. Eurozone break-up). Country risk only refers to risks affecting all companies operating within a particular country.

## Economic environment risk

General economic environment risk is the risk that the economic environment encounters changes and the impact this can have on general business environment, customer behaviour, etc. Within it, inflation risk represents the sensitivity of the value of assets and liabilities to changes in inflation expectations.

#### Other environmental risks

Environmental risk covers a range of changes to the external environment not already covered by the categories above, including:

- geopolitical environment which can impact Ageas's ability to develop business in the different countries where it operates;
- technology shifts such as the rise of the internet and the impact this can have on customer buying behaviour and the need to develop appropriate IT strategies;
- other emerging risks are those major scale events or circumstances beyond one's direct capacity to control, which would impact in ways difficult to imagine today, such as potential claims from nanotechnology or changing weather patterns:
- contagion risks an extreme form of concentration risk that arises when usually unrelated risk factors affect each other and become highly correlated – linked to the greater levels of connectivity across the world and therefore our markets and risk types.

#### Concentration risk

Concentration risk further refers to all risk exposures with a loss potential that is large enough to threaten the solvency or the financial position of Ageas.

#### Intangible asset risk

Intangible asset risk is the risk of loss, or of adverse change in the value of intangible assets due to a change in expected future benefits to be gained from the intangible assets.

## Strategic risk

Strategic risk is defined as the risk of the current and prospective impact on value, earnings or capital arising from adverse business decisions, improper implementation of decisions, or lack of responsiveness to industry changes. Strategic risk is a function of the compatibility of an undertaking's strategic goals, the business strategy developed to achieve those goals, the resources deployed in pursuit of these goals, and the quality of implementation.



## **Regulatory supervision and solvency**

The National Bank of Belgium (NBB) has designated ageas SA/NV as an Insurance Holding and as such supervises Ageas on a consolidated basis. Until year-end 2015, supervision was based on Solvency I requirements. Since 1 January 2016, Ageas is supervised on a consolidated level based on the Solvency II framework.

# 6.1 Requirements and available capital under Solvency II - Partial Internal Model (Pillar 1)

Since 1 January 2016, Ageas is supervised on a consolidated level based on the Solvency II framework, applying a Partial Internal Model (PIM) for pillar 1 reporting, where the main part of the Non-life risks are modelled according to Ageas specific formulas, instead of the standard formula approach.

The consolidation scope for Solvency II is comparable to the IFRS consolidation scope. The European equity associates have been included pro rata, without any diversification benefits. All Non-European equity associates (including Turkey) have been excluded from own funds and required solvency, as the applicable solvency regimes are deemed non equivalent with Solvency II.

The expected payout of dividends of all consolidated entities has been deducted from own funds. Furthermore, Ageas takes a conservative approach towards its eligible own funds as, in addition to the free funds belonging to third party shareholders, all diversification benefits between controlled entities are treated as non transferable own funds.

In the Partial Internal Model (PIM), Ageas applies transitional measures relating to technical provisions in Portugal and France, the grandfathering of issued debt and the extension of reporting deadlines at Group level.

The Solvency II figures presented in this Annual Report have not been audited by the external auditor for 2015.

The reconciliation of the IFRS Shareholders' Capital to the own funds under Solvency II and the resulting solvency ratio according to the Partial Internal Model approach is as follows.

	31 December 2016	31 December 2015
IFRS Equity	10,205.0	11,975.0
Shareholders' equity	9,560.6	11,376.1
Non-controlling interest	644.4	598.9
Qualifying Subordinated Liabilities	2,263.9	2,380.0
Scope changes at IFRS value	( 2,777.4 )	( 2,575.6 )
Exclusion of expected dividend	(418.4)	(330.0)
Exclusion of Non-controlling interest of ancillary services	(237.9)	(204.7)
Derecognition of Equity Associates	( 2,121.1 )	( 2,040.9 )
Valuation differences	(835.9)	(1,864.3)
Revaluation of Property Investments	1,558.0	1,551.0
Derecognition of parking concessions	(414.3)	(401.6)
Derecognition of goodwill	( 697.4 )	(822.7)
Revaluation of Insurance related balance sheet items (Technical Provisions, Reinsurance Recoverables, VOBA and DAC)	( 4,544.8 )	( 5,167.1 )
Revaluation of assets which, under IFRS are not accounted for at fair value (Held to Maturity Bonds, Loans, Mortgages)	3,046.8	2,521.0
Tax impact on valuation differences	169.8	403.5
Other	46.0	51.6
Total Solvency II Own Funds	8,855.6	9,915.1
Non Transferable Own Funds	(744.1)	(491.4)
Total Eligible Solvency II Own Funds	8,111.5	9,423.7
Group Required Capital under Partial Internal Model (SCR) – (unaudited)	4,653.4	4,565.7
Capital Ratio	174.3%	206.4%
	31 December 2016	31 December 2015
Total Eligible Solvency II Own Funds, of which:	8.111.5	9,423.7
Tier 1	5.653.9	6,939.0
Tier 1 restricted	1,413.5	1,823.7
Tier 2	918.4	494.9
Tier 3	125.7	166.1

The composition of the capital solvency requirements can be summarised as follows:

	31 December 2016	31 December 2015
Market Risk	4,813.2	4,792.6
Counterparty Default Risk	356.0	327.4
Life Underwriting Risk	647.9	791.1
Health Underwriting Risk	439.5	357.7
Non-Life Underwriting Risk	834.9	805.6
Diversification between above mentioned risks	(1,548.9)	(1,564.4)
Non Diversifiable Risks	684.4	671.0
Loss-Absorption through Technical Provisions	(513.2)	( 487.1 )
Loss-Absorption through Deferred Taxes	( 1,060.4 )	(1,128.2)
Group Required Capital under Partial Internal Model (SCR) – (unaudited)	4,653.4	4,565.7
Impact of Non-Life Internal Model on Non-Life Underwriting Risk	285.5	363.2
Impact of Non-Life Internal Model on Diversification between risks	( 165.3 )	( 194.6 )
Impact of Non-Life Internal Model on Loss-Absorption through Deferred Taxes	19.4	19.4
Group Required Capital under the SII Standard Formula	4,793.0	4,753.7

## 6.2 Ageas capital management under Solvency II – SCRageas (Pillar 2 - unaudited)

Ageas considers a strong capital base at the individual insurance operations a necessity, on the one hand as a competitive advantage and on the other as being necessary to fund the planned growth.

For its capital management Ageas uses an internal approach based on the Partial Internal Model with an adjusted spread risk, applying an Internal Model for Real Estate (as from 2016) and the removal of transitional measures (with the exception of the grandfathering of

issued debt and the extension of reporting deadlines). In this adjustment, spread risk is calculated on the fundamental part of the spread risk for all bonds. This increases the SCR for EU government bonds and decreases the spread risk for all other bonds. This SCR is called the SCR<sub>aceas</sub>.

Ageas targets a minimum aggregate Solvency II capital ratio of 175% of the  $SCR_{aceas}$  at the total insurance level.

The SCR<sub>ageas</sub> can be reconciled to the SCR Partial Internal Model as follows:

	31 December 2016	31 December 2015
Group Partial Internal Model SCR	4,653.4	4,565.7
Exclude impact General Account	(64.4)	( 32.0 )
Insurance Partial Internal Model SCR	4,589.0	4,533.7
Real Estate Internal Model	( 367.0 )	
Additional Spread Risk	(118.6)	(31.0)
Less Diversification	50.3	( 123.7 )
Less Deferred Tax Loss Mitigation	27.9	13.0
SCR ageas	4,181.6	4,392.0

	31 December 2016	31 December 2015
Crown Filiatible Calvenav II Over Funda under Portial Internal Made	0.444.5	0.400.7
Group Eligible Solvency II Own Funds under Partial Internal Model	8,111.5	9,423.7
Exclusion of General Account	( 495.8 )	( 1,358.0 )
Reversal of Transitional measures	( 323.7 )	
Recognition of Parking Concessions	166.1	
Recalculation of Non Transferable	20.1	( 57.7 )
Insurance Eligible Solvency II ageas Own Funds	7,478.2	8,008.0

The differences in Own Funds and SCR between Partial Internal Model and  $SCR_{ageas}$  that are shown in the tables above, result in a decrease of the Non Transferable Own Funds amounting to EUR 20 million (31 December 2015: increase of EUR 58 million).

Capital position Ageas per segment, based on the  $SCR_{ageas}$ .

	31 December 2016		31 December 2015			
			Solvency			Solvency
	Own Funds	SCR	Ratio	Own Funds	SCR	Ratio
Belgium	6.943.6	2.849.6	243.7%	6.911.8	2,852.0	242.3%
UK	708.9	707.3	100.2%	1,099.1	843.0	130.4%
Continental Europe	1,184.7	934.2	126.8%	943.0	722.0	130.6%
Asia 1)				574.8	321.0	179.1%
Reinsurance	106.4	38.2	278.1%			
Non Transferable Own Funds/Diversification	(1,465.4)	(347.7)		(1,520.7)	(346.0)	
Total Insurance	7,478.2	4,181.6	178.8%	8,008.0	4,392.0	182.3%
Impact of the inclusion of the General Account	662.9	76.5		1,359.0	34.0	
Total Ageas	8,141.1	4,258.1	191.2%	9,367.0	4,426.0	211.6%

<sup>1)</sup> The only fully consolidated insurance entity is sold in the second quarter of 2016 (see Note 3).

## **Remuneration and benefits**

## 7.1 Employee benefits

This note covers post-employment benefits, other long-term employee benefits and termination benefits. Post-employment benefits are employee benefits, such as pensions and post-employment medical care, which are payable after the end of employment. Other long-term employee benefits are employee benefits that are not (fully) due within

twelve months of the period in which the employees rendered the related service, including long-service awards and long-term disability benefits. Termination benefits are employee benefits payable as a result of the premature end of the employee's employment contract.

The table below shows an overview of all the employee benefits' liabilities (assets) at Ageas.

	2016	2015_
Post-employment benefits - defined benefit plans - pensions	654.2	432.6
Post-employment benefits - defined benefit plans - other	122.1	111.9
Other long-term employee benefits	15.1	13.0
Termination benefits	8.7	10.4
Total net defined benefits liabilities (assets)	800.1	567.9

Liabilities and related service cost are calculated according to the Projected Unit Credit Method. The objective of this method is to expense each participant's benefits as they would accrue taking into account future compensation increases and the plan's benefit allocation principles.

The defined benefit obligation is the net present value of the participant's attributed benefits measured at the reporting date. The current service cost is the net present value of the participant's benefits attributed to service during the year.

The pension cost includes net interest expense, calculated by applying the discount rate to the net pension liability. The discount

rate is a high-quality corporate bond rate where there is an active market in such bonds, and a government bond rate in other markets.

Some assets might be restricted to their recoverable amount in the form of a reduction in future contributions or a cash refund (asset ceiling). Additionally, there might be recognition of a liability from a minimum funding requirement.

The recognition of actuarial gains and losses for post-employments benefits occurs in other comprehensive income, whereas those for other long-term employee benefits and termination benefits occur in the income statement.

#### 7.1.1 Post-employment benefits

## 7.1.1.1 Defined benefit pension plans and other post-employment benefits

Ageas operates defined benefit pension plans covering the majority of its employees. Ageas's preferred approach is to replace defined benefit plans by defined contribution plans in order to better monitor and control the employer costs, to facilitate cross-country mobility and to facility the understanding of the benefit. However, respecting earlier commitments, Ageas still does operate defined benefit pension plans covering a large proportion of its employees.

Under defined benefit pension plans, benefits are calculated based on years of service and level of salary. Pension obligations are determined on the basis of mortality tables, employee turnover, wage drift and economic assumptions such as inflation and discount rate. Discount rates are set per country or region on the basis of the yield (at closing date) of corporate AA bonds. These defined benefit plans expose the Group to actuarial risks, such as longevity, currency, interest rate and market risk.

In addition to pensions, post-employment benefits may also include other expenses such as reimbursement of part of health insurance premiums, which continue to be granted to employees after retirement.

The following table provides details of the amounts shown in the statement of financial position as at 31 December, regarding defined benefit pension obligations and other post-employment benefits.

	Defined benefit pension plans		Other post-employment b	
	2016	2015	2016	2015
Present value of funded obligations	335.2	300.9		
Present value of unfunded obligations	623.2	432.8	122.1	111.9
Defined benefit obligation	958.4	733.7	122.1	111.9
Fair value of plan assets	( 318.3 )	( 300.9 )		
	640.1	432.8	122.1	111.9
Asset ceiling / minimum funding requirement	14.1			
Other amounts recognised in the statement of financial position		(0.2)		
Net defined benefit liabilities (assets)	654.2	432.6	122.1	111.9
Amounts in the statement of financial position:				
Defined benefit liabilities	654.4	448.4	122.1	111.9
Defined benefit assets	(0.2)	(15.8)		
Net defined benefit liabilities (assets)	654.2	432.6	122.1	111.9

Defined benefit liabilities are classified under accrued interest and other liabilities (see note 25) and defined benefit assets are classified under accrued interest and other assets (see note 16).

As Ageas is a financial institution specialising in the management of employee benefits, some of its employees' pension plans are insured by Ageas insurance companies. Under IFRS, the assets backing these pension plans are non-qualifying and consequently may not be

considered plan assets. For this reason, these plans are classified as 'unfunded'.

From an economic point of view, the net defined liability is offset by the non-qualifying plan assets that are held within Ageas (2016: EUR 440.2 million; 2015: EUR 312.6 million), resulting in a net liability of EUR 214.1 million in 2016 (2015: EUR 120.2 million) for defined benefit pension obligations.

The following table reflects the changes in net defined benefit liabilities (assets) as recognised in the statement of financial position.

	Defined benefit pension plans		Other post-employment benefit	
	2016	2015	2016	2015
Net defined benefit liabilities (assets) as at 1 January	432.6	455.7	111.9	116.3
Total defined benefit expense	53.5	22.9	5.8	5.8
Employer's contributions	(7.4)	(7.0)		
Participants' contributions paid to the employer	1.4			
Benefits directly paid by the employer	(37.8)	(22.0)	(2.3)	(2.2)
Transfer	119.4			
Foreign exchange differences	2.3	0.3		
Other	(0.3)	(0.3)	(0.9)	(0.8)
Remeasurement	90.5	(17.0)	7.6	(7.2)
Net defined benefit liabilities (assets) as at 31 December	654.2	432.6	122.1	111.9

The table below shows the changes in the defined benefit obligation.

	Defined benefit pension plans		Other post-employment b	
	2016	2015	2016	2015
Defined benefit obligation as at 1 January	733.7	711.5	111.9	116.3
Current service cost	38.1	31.8	3.6	3.8
Interest cost	17.2	12.6	2.2	2.0
Past service cost - vested benefits	5.7	(13.3)		
Curtailments	1.0			
Remeasurement	94.1	8.8	7.6	(7.2)
Participants' contributions	0.3	0.3		
Participants' contributions paid to the employer	1.4			
Benefits paid	(10.0)	(7.7)		
Benefits directly paid by the employer	(37.8)	(22.0)	(2.3)	(2.2)
Acquisitions and disposals of subsidiaries	24.6			
Transfer	120.5			
Foreign exchange differences	(30.4)	12.0		
Other		(0.3)	(0.9)	(0.8)
Defined benefit obligation as at 31 December	958.4	733.7	122.1	111.9

Please see section 7.1.1.2 for more detail on the impact of Belgian Defined contribution plans with a guaranteed return, being valued as Defined benefit liabilities as of 1 January 2016. Benefits directly paid by the employer relate to defined benefit pension plans that are directly held within an Ageas entity.

The following table shows the changes in the fair value of plan assets.

Defined benefit pension plans	2016	2015
Fair value of plan assets as at 1 January	300.9	271.1
Interest income	9.0	8.6
Remeasurement (return on plan assets, excluding effect of interest rate)	8.3	9.0
Employer's contributions	7.4	7.0
Participants' contributions	0.3	0.3
Benefits paid	( 10.0 )	(7.7)
Acquisitions and disposals of subsidiaries	34.0	
Transfer	1.1	
Foreign exchange differences	( 32.7 )	12.6
Fair value of plan assets as at 31 December	318.3	300.9

The following table shows the changes in the asset ceiling and/or minimum funding requirement.

	Defined benefit pension plans		
	2016	2015	
Asset ceiling / minimum funding requirement as at 1 January		15.3	
Interest cost		0.6	
Remeasurement	4.7	( 16.8 )	
Acquisitions and disposals of subsidiaries	9.4		
Foreign exchange differences		0.9	
Asset ceiling / minimum funding requirement as at 31 December	14.1		

The asset ceiling relates to the subsidiaries acquired in Portugal, with a pension fund in an overfunding position. During 2015, some amendments were made to the pension scheme in the United Kingdom in order to provide greater clarity that the employer has a

right to any surplus arising out of the schemes in one of the circumstances addressed in IFRIC 14. As a result, the asset ceiling is set to nil in 2015 and the employer has recognised the surplus in its pension asset.

The following table shows the components affecting the income statement that relate to the defined benefit pension plans and other post-employment benefits for the year ended 31 December.

	Defined b	Defined benefit pension plans		ment benefits
	2016	2015	2016	2015
Current service cost	38.1	31.8	3.6	3.8
Net interest cost	8.2	4.6	2.2	2.0
Past service cost - vested benefits	5.7	(13.3)		
Curtailments	1.0			
Other	0.5	(0.2)		
Total defined benefit expense	53.5	22.9	5.8	5.8

Net interest cost and other are included in financing costs (see note 40). All other items are included in staff expenses (see note 43).

The Past service cost – vested benefits line item for 2015 reflects some changes in the pension schemes in United Kingdom.

The following table shows the composition of remeasurements for the year ended 31 December.

	Defined benefit pension plans		Other post-e	mployment benefits
	2016	2015	2016	2015
Return on plan assets, excluding effect of interest rate	(8.3)	(9.0)		
Remeasurement on asset ceiling / minimum funding requirement	4.7	(16.8)		
Actuarial (gains) losses with regard to:				
change in demographic assumptions	1.3	6.4		
change in financial assumptions	101.6	(1.9)	5.9	(7.3)
experience adjustments	(8.8)	4.3	1.7	0.1
Remeasurement on net defined liability (asset)	90.5	(17.0)	7.6	(7.2)

Remeasurement of the net defined benefit liability is recognised in other comprehensive income. Remeasurements of plan assets are mainly the difference between actual return on plan assets and expected discount rate. Remeasurements of defined benefit obligations reflect the change in actuarial assumptions (i.e. demographic and financial assumptions) and the experience adjustment.

Experience adjustments are actuarial gains and losses that arise because of differences between the actuarial assumptions made at the beginning of the year and actual experience during the year.

The following table reflects the weighted average duration of the defined benefit obligation.

2016	Defined benefit pension plans	Other post-employment benefits	
Weighted average duration of defined benefit obligation	15.9	20.5	

The following table shows the principal actuarial assumptions made for the eurozone countries.

	Defined benefit pension plans			Other post-employment benefi				
		2016		2015		2016		2015
	Low	High	Low	High	Low	High	Low	High
							•	
Discount rate	0.6%	1.7%	1.2%	2.0%	1.0%	1.9%	1.6%	2.2%
Future salary increases (price inflation included)	0.5%	4.8%	1.5%	4.5%				
Future pension increases (price inflation included)	0.0%	1.8%	0.0%	1.8%				
Medical cost trend rates					3.8%	3.8%	3.8%	3.8%

The discount rate for pensions is weighted by the net defined benefit liability (asset) on pensions. The largest pension schemes are in Belgium, with discount rates varying from 0.50% to 1.90%. The discount rate for other post-employment benefits varied in 2016 in a range from 1.00% to 1.85%. The future salary increases varied in 2016 from 0.51% for the older employee group to 4.80% for the younger ones.

The following table shows the principal actuarial assumptions made for other countries.

Defined benefit pension plans	2016	2015
Discount rate	3.1%	3.5%
Future salary increases (price inflation included)	3.8%	3.5%
Future pension increases (price inflation included)	0.0%	0.0%

The eurozone represents 78% of Ageas's total defined benefit obligations. Other countries include only obligations in the United Kingdom. Post-employment benefits in countries outside the euro-zone and the United Kingdom are not regarded as significant.

A one per cent change in the actuarial assumptions would have the following effect on the defined benefit obligation for defined benefit pension plans and other post-employment benefits.

		Defined benefit		Other post-employment
		pension plans		benefits
	2016	2015	2016	2015
Defined benefit obligation	958.4	733.7	122.1	111.9
Effect of changes in assumed discount rate:				
One-percent increase	( 13.8% )	( 14.2% )	(17.1%)	( 17.0% )
One-percent decrease	17.6%	18.2%	23.3%	22.9%
Effect of changes in assumed future salary increase:				
One-percent increase	12.6%	14.5%		
One-percent decrease	(7.3%)	( 8.2% )		
Effect of changes in assumed pension increase:				
One-percent increase	10.1%	10.7%		
One-percent decrease	(8.6%)	(9.2%)		

A one per cent change in assumed medical cost trend rates would have the following effect on the defined benefit obligation for medical costs.

 Defined benefit obligation
 119.9
 109.4

 Effect of changes in assumed medical costs and trend rates:
 24.1%
 23.9%

 One-percent increase
 24.1%
 23.9%

 One-percent decrease
 (18.2%)
 (18.1%)

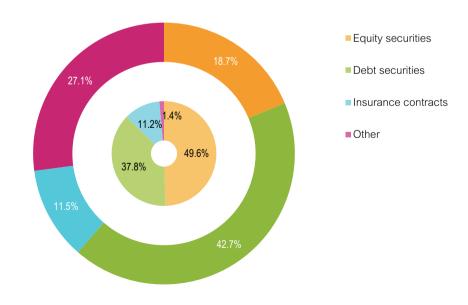
The plan assets comprise predominantly equity securities, fixed-income securities and investment contracts with insurance companies. Ageas's internal investment policy stipulates that investment in derivatives and emerging markets for the purpose of funding pension plans is to be avoided. Ageas gradually adjusts its

asset allocation policy to ensure a close match between the duration of assets and that of pension liabilities. In the United Kingdom a restructuring of the asset mix took place as a result of the de-risking review of the pension scheme. The amount in 'Other' relates to two diversified funds in the United Kingdom.

The asset mix of the plan assets for pension obligations is as follows.

	31 December 2016	%	31 December 2015	%
Equity securities	59.5	18.7%	149.2	49.6%
Debt securities	135.9	42.7%	113.6	37.8%
Insurance contracts	36.8	11.5%	33.8	11.2%
Real estate	0.2	0.1%	0.3	0.1%
Cash	7.7	2.4%	3.3	1.1%
Convertible bonds	37.5	11.8%		
Other	40.7	12.8%	0.7	0.2%
Total	318.3	100.0%	300.9	100.0%

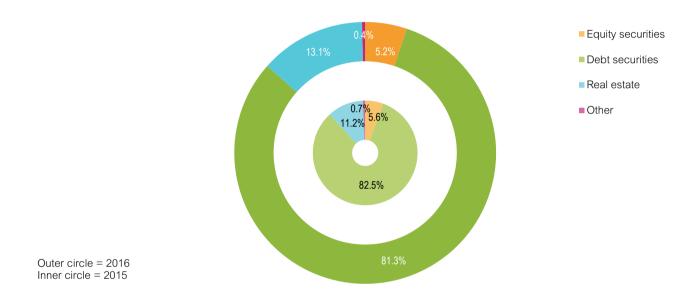
The asset mix of the plan assets can be shown graphically as follows.



Outer circle = 2016 Inner circle = 2015 The mix of the unqualified assets for pension obligations is as follows.

	31 December 2016	%	31 December 2015	%
Equity securities	22.7	5.2%	17.5	5.6%
Debt securities	357.9	81.3%	258.1	82.5%
Real estate	57.5	13.1%	34.9	11.2%
Convertible bonds	2.3	0.5%	1.5	0.5%
Cash	(0.2)	(0.1%)	0.7	0.2%
Total	440.2	100.0%	312.7	100.0%

The mix of the unqualified assets for pension obligations can be shown graphically as follows.



The employer's contributions expected to be paid into post-employment benefit plans for the year ending 31 December 2016 are as follows.

	Defined benefit pension plans
Expected contribution next year to plan assets	5.0
expected contribution next year to plan assets	5.9
Expected contribution next year to unqualified plan assets	29.4

#### 7.1.1.2 Defined contribution plans

Ageas operates a number of defined contribution plans worldwide. The employer's commitment to a defined contribution plan is limited to the payment of contributions calculated in accordance with the plan's regulations. Employer contributions to defined contribution plans amounted to EUR 14.5 million in 2016 (2015: EUR 26.8 million) and are included in staff expenses (see note 43).

In Belgium, Ageas has defined contribution plans in accordance with the Law of 28 April 2003 regarding occupational pensions (WAP/LPC plans). These plans commit the employer to the payment of contributions as the plan's terms provide, and to guarantee a minimum return linked to Belgian government bonds yields, with a floor of 1.75% and a cap of 3.75%.

The law of 18 December 2015 to ensure the sustainability and social nature of occupational pensions, and to ensure the strengthening of the additional character relative to the retirement pensions, modifies the commitment of the employer to these plans. As of 1 January 2016, the interest rate guaranteed by the employer is equal to a percentage

(equal to 65% for 2016 and 2017) of the average return on the Belgian linear bonds with a term of 10 years over the 24 months preceding to 1 June. This rate will take effect on 1 January of the following year. This calculation results in a guaranteed interest rate of 1.75% on 1 January 2017.

Because of these minimum return guarantees, WAP/LPC plans do not meet, in a strict sense, the definition of defined contribution plans of IAS 19. Although, IAS 19 does not address the accounting for hybrid plans, the law change as at 1 January 2016 facilitates accounting for those plans applying the Projected Unit Credit Method. Accordingly, Ageas has estimated the defined obligation liabilities as of 1 January 2016 under IAS 19 and has classified them under accrued interest and other liabilities (see note 25). Previously, the related mathematical reserves calculated in accordance with IFRS 4 in application of IAS 8.10, were classified under Liabilities arising from Life insurance contracts (see note 20.1). As the difference between both valuations mainly results from changes in market rates, this difference has been recognised as remeasurement in other comprehensive income.

The following table shows the impact of the valuation change for these plans in 2016.

	Defined benefit pension plans
	2016
Defined benefit obligation as at 1 January	
Current service cost	7.5
Interest cost	2.6
Remeasurement	65.6
Participants' contributions paid to the employer	1.4
Benefits directly paid by the employer	(9.1)
Transfer	120.7
Defined benefit obligation as at 31 December	188.7

## 7.1.2 Other long-term employee benefits

Other long-term employee benefits include long-service awards. The table below shows net liabilities. The liabilities related to other long-term employee benefits are included in the statement of financial position under accrued interest and other liabilities (see note 25).

	2016	2015
Defined benefit obligation	15.1	13.0
Net defined benefit liabilities (assets)	15.1	13.0

The following table shows the changes in liabilities for other long-term employee benefits during the year.

	2016	2015
Net liability as at 1 January	13.0	13.2
Total expense	2.7	0.7
Benefits directly paid by the employer	(0.6)	(0.9)
Net liability as at 31 December	15.1	13.0

The table below provides the range of actuarial assumptions applied when calculating the liabilities for other long-term employee benefits.

		2016		2015
	Low	High	Low	High
Discount rate	1.00%	1.25%	1.45%	1.50%
Future salary increases	1.80%	4.80%	1.50%	4.50%

Expenses related to other long-term employee benefits are shown below. Interest cost is included in financing costs (see note 40), all other expenses are included in staff expenses (see note 43).

	2016	2015
Current service cost	0.7	0.6
Interest cost	0.2	0.1
Net actuarial losses (gains) recognised immediately	1.8	
Total expense	2.7	0.7

## 7.1.3 Termination benefits

Termination benefits are employee benefits payable as a result of either an enterprise's decision to terminate an employee's employment before the normal retirement date, or an employee's decision to accept voluntary redundancy in exchange for those benefits.

The table below shows liabilities related to termination benefits included in the statement of financial position under accrued interest and other liabilities (see note 25).

	2016	2015
Defined benefit obligation	8.7	10.4
Net defined benefit liabilities (assets)	8.7	10.4

The following table shows the changes in liabilities for termination benefits during the year.

	2016	2015
Net liability as at 1 January	10.4	8.5
Total expense	1.3	4.8
Benefits directly paid by the employer	(3.0)	(2.9)
Net liability as at 31 December	8.7	10.4

Expenses related to termination benefits are shown below. Interest cost is included in financing costs (see note 40). All other expenses are included in staff expenses (see note 43).

	2016	2015
Current service cost	1.4	5.0
Net actuarial losses (gains) recognised immediately	(0.1)	(0.2)
Total expense	1.3	4.8

The current service cost line item reflects some early departure conventions in Belgium in 2015.

## 7.2 Employee share option and share purchase plans

Ageas's remuneration package for its employees and Executive Committee Members may include share-related instruments.

These benefits can take the form of:

- employee share options; phantom plans
- restricted shares.

## 7.2.1 Employee share options

Since 2009, no new options have been granted to employees. Ageas has committed itself to fulfilling the existing option obligations towards employees of the discontinued operations. The number of options that is disclosed in this note therefore relates to current employees of Ageas and to former employees of Ageas who were employed by the discontinued operations Fortis Bank, Fortis Insurance Netherlands and Fortis Corporate Insurance.

The following option plans were outstanding as at 31 December (the exercise prices are expressed in euros).

0040	Outstanding	Weighted average	Highest	Lowest
2016	options	exercise price	exercise price	exercise price
Lapsing year				
2017	490,187	280.20	286.20	272.30
2018	479,690	154.32	164.60	150.60
Total	969 977	217.04		

	Outstanding	Weighted average	Highest	Lowest
2015	options	exercise price	exercise price	exercise price
Lapsing year				
2016	431,659	246.01	246.80	244.90
2017	490,187	280.20	286.20	272.30
2018	479,690	154.32	164.60	150.60
Total	1,401,536	226.59		

The average duration of the options outstanding at year end 2016 is 0.7 years (2015: 1.3 years). The changes in outstanding options are as follows.

		2016		2015
		Weighted		Weighted
	Number of	average	Number of	average
	options	exercise price	options	exercise price
Balance as at 1 January	1,401,536	226.59	1,738,337	218.94
Lapsed	( 431,659 )		( 336,801 )	
Balance as at 31 December	969,877	217.94	1,401,536	226.59
On existing Ageas shares			7,048	
On new Ageas shares	969,877		1,394,488	

All outstanding options in the table above are unconditional and exercisable but out of the money.

In 2016 and 2015, Ageas recorded no expenses with respect to the option plans since they are all vested. As long as the options are not exercised, they have no impact on shareholders' equity, as the expenses recorded in the income statement are offset by a corresponding increase in shareholders' equity. When the options are exercised, an amount equal to the exercise price will be transferred within shareholders' equity from reserves to share capital and premium reserve. In 2016 and 2015 no options were exercised.

The options granted by Ageas are ten-year American at-the-money call options with a five-year vesting period, the value is based on the Simple-Cox model. The volatility is based on market information of external parties.

All option plans and restricted share plans (see below) are settled by the delivery of Ageas shares rather than in cash. Some option plans and restricted share plans specifically state that existing shares must be delivered upon exercise. New shares may be issued in other cases.

#### 7.2.2 Restricted shares

In 2015, 2014 and 2013, Ageas created a restricted share programme for its senior management. Dependent on the relative performance of Ageas shares in relation to a peer group over the next three years and

some additional conditions, the senior managers will be awarded, in total:

- between zero and 167,000 existing Ageas shares for free on 1 April 2016 (plan 2013);
- between zero and 139,600 existing Ageas shares for free on 1 April 2017 (plan 2014);
- between zero and 154,440 existing Ageas shares for free on 1 April 2018 (plan 2015).

In 2016, Ageas recorded EUR 5.5 million with respect to these commitments as staff expenses (2015: EUR 3.4 million).

The grant of the restricted shares for 2013 was confirmed early 2016 and amounts to 200% of the shares conditionally granted, totalling 149,000 Ageas shares. These shares vested in April 2016.

In addition to these plans, 136,047 shares have been committed to be granted to the members of the Management Committee as a long-term incentive.

The conditions of the commitments to grant and sell restricted shares are described in note 7 section 7.3 Remuneration of Board of Directors Members and Executive Committee Members.

The table below shows the changes in commitments of restricted shares for senior management during the year.

(number of shares in '000)	2016	2015
Number of restricted shares committed to be granted as at 1 January	441	409
Restricted shares committed to grant		155
Restricted shares vested	( 149 )	(110)
Restricted shares cancelled	(18)	(13)
Number of restricted shares committed to be granted as at 31 December	274	441

The table below shows the changes in commitments of restricted shares during the year for ExCo and MCO Members.

(number of shares in '000)	2016	2015
Number of restricted shares committed to be granted as at 1 January	154	154
Restricted shares committed to grant and granted	82	
Restricted shares vested	( 100 )	
Number of restricted shares committed to be granted as at 31 December	136	154

## 7.3 Remuneration of Board of Directors and Executive Committee members

This note describes the Ageas Remuneration Policy as applied in 2016. It contains detailed information on the remuneration of individual Board Members and Executive Committee members who held office during 2016.

The remuneration of the Members of the Board of Directors and Group Executive Committee members has been determined in accordance with the Remuneration Policy, which was approved by the General Meetings of Shareholders of ageas SA/NV and ageas N.V. on, respectively 28 and 29 April 2010. The Remuneration Policy is attached to the Ageas Corporate Governance Charter and can be found at:

https://www.ageas.com/en/about-us/corporate-governance.

## 7.3.1 Remuneration of the Board of Directors

## Changes in the Board of Directors in 2016 – Remuneration 2016

The Board of Directors currently consists of thirteen members: Jozef De Mey (Chairman), Guy de Selliers de Moranville (Vice-Chairman), Lionel Perl, Jan Zegering Hadders, Roel Nieuwdorp, Jane Murphy, Richard Jackson, Lucrezia Reichlin, Yvonne Lang Ketterer, Bart De Smet (CEO), Christophe Boizard (CFO), Filip Coremans (CRO) and Antonio Cano (COO).

Two new directors were elected in 2016: Yvonne Lang Ketterer, as independent Board member and Antonio Cano, member of the Executive Committee.

Three directors were re-appointed in 2016: Richard Jackson, Lucrezia Reichlin and Jane Murphy.

Davina Bruckner decided to step down as a Member of the Board with effect from 16 April 2016 for personal reasons.

Regarding Board membership of Non-Executive Board Members at Ageas subsidiaries, Guy de Selliers de Moranville is Chairman of the Board of Directors of AG Insurance SA/NV and Jan Zegering Hadders is a member of this Board. Lionel Perl and Jane Murphy are members of the Board of Directors of Ageas UK Ltd. and Jozef De Mey is Chairman of this Board. Jozef De Mey is also Chairman of the Board of Credimo Holding N.V. (BE) and of Credimo N.V. (BE). He is Vice-Chairman of Muang Thai Group Holding Company Ltd. (Thailand) and of Muang Thai Life Assurance Public Company Ltd. (Thailand).

Roel Nieuwdorp is member of the Board of Directors of Ageas France S.A. Richard Jackson is member of the Board of Directors of Ageas Portugal Holdings SGSP (PT), of Médis (Companhia Portuguesa de Seguros de Saude S.A.) and Ocidental (Companhia Portuguesa de Seguros S.A.). To the extent that these positions are remunerated, the amounts paid out are disclosed in the tables next.

Total remuneration of Non-Executive Board Members amounted to EUR 1.25 million in the 2016 financial year (2015: EUR 1.34 million). This remuneration includes the basic remuneration for Board Membership and the attendance fees for Board Meetings and Board Committee meetings both at the level of Ageas and at its subsidiaries.

#### Implementation of the Remuneration Policy

In April 2010, the General Meetings of Shareholders of ageas SA/NV and ageas N.V. approved the Remuneration Policy applicable to Ageas's Non-Executive Board Members as of 1 January 2010.

The Ageas Remuneration Policy is in line with the Corporate Governance Act of 6 April 2010 and the Circular 2016 -31 of the Belgian National Bank.

The remuneration levels for the Non-Executive Board Members were approved by the General Meeting of Shareholders in April 2013 and did not change in 2016. These remuneration levels consist of a fixed annual remuneration and an attendance fee. The fixed annual remuneration amounts to EUR 90,000 for the Chairman and EUR 45,000 for the other Non-Executive Board Members. Non-Executive Board Members receive an attendance fee of EUR 2,000 per Board Meeting and EUR 1,500 per Board Committee Meeting. For the Chairman of the Board of Directors and the Board Committees, the respective attendance fees are set at EUR 2,500 per Board Meeting and EUR 2,000 per Board Committee Meeting.

In accordance with the policy, Non-Executive Board Members do not receive annual incentives or stock options and are not entitled to pension rights. The remuneration of the executive Board members (the members of the Executive Committee) is related exclusively to their position as Executive Committee members and is therefore determined in line with the Remuneration Policy for Executive Committee members (see paragraph 7.3.2).

## Remuneration of the Board of Directors

The remuneration received by Board of Directors Members in 2016 is mentioned in the table below. The number of Ageas shares held by Board Members at 31 December 2016 is reported in the same table.

				Remuneration in 2016 (in EUR) as Board Member	Ageas shares directly held at 31 December 2016
	Function	From	Till	of Ageas 1) 3)	by current Board Members
Jozef De Mey	Chairman	1 Jan 2016	31 Dec 2016	125,000	20,000
Guy de Selliers de Moranville	Vice-chairman	1 Jan 2016	31 Dec 2016	82,500	264,333 5)
Roel Nieuwdorp	Non-executive Board member	1 Jan 2016	31 Dec 2016	79,000	260
Lionel Perl	Non-executive Board member	1 Jan 2016	31 Dec 2016	80,500	
Jan Zegering Hadders	Non-executive Board member	1 Jan 2016	31 Dec 2016	86,500	
Steve Broughton	Non-executive Board member	1 Jan 2016	27 Apr 2016	27,500	
Jane Murphy	Non-executive Board member	1 Jan 2016	31 Dec 2016	80,500	
Richard Jackson	Non-executive Board member	1 Jan 2016	31 Dec 2016	72,000	
Lucrezia Reichlin	Non-executive Board member	1 Jan 2016	31 Dec 2016	76,000	
Davina Bruckner	Non-executive Board member	1 Jan 2016	27 Apr 2016	24,125	
Yvonne Lang Ketterer	Non-executive Board member	27 Apr 2016	31 Dec 2016	49,500	
Bart De Smet	Chief Executive Officer (CEO)	1 Jan 2016	31 Dec 2016	See infra 2)	13,457 4)
Christophe Boizard	Chief Financial Officer (CFO)	1 Jan 2016	31 Dec 2016	See infra 2)	12,849 4)
Filip Coremans	Chief Risk Officer (CRO)	1 Jan 2016	31 Dec 2016	See infra 2)	3,610 4)
Antonio Cano	Chief Operating Officer (COO)	27 Apr 2016	31 Dec 2016	See infra 2)	5,244 4)
Total				783,125	319,753

- 1) Board Members also receive an attendance fee for committee meetings they attend as invitee.
- 2) The Executive Board members are not remunerated as Board Members, but as Executive Committee members (see note 7.3.2 for details of their remuneration).
- 3) Excluding reimbursement of expenses.
- 4) Not including the shares committed to be granted as LTI.
- 5) Shares held indirectly via trusts.

The remuneration received by Board of Directors Members in 2016 for their mandates at subsidiaries of Ageas is mentioned in the table below.

Total Remuneration in 2016 (in EUR) as member of the

			in 2016 (in EUR) as member of the
	From	Till	Board of Directors of Ageas subsidiaries 2)
Jozef De Mey	1 Jan 2016	31 Dec 2016	151,403
Guy de Selliers de Moranville	1 Jan 2016	31 Dec 2016	56,996
Roel Nieuwdorp	1 Jan 2016	31 Dec 2016	60,000
Lionel Perl	1 Jan 2016	31 Dec 2016	48,592
Jan Zegering Hadders	1 Jan 2016	31 Dec 2016	59,956
Steve Broughton	1 Jan 2016	27 Apr 2016	13,498
Jane Murphy	1 Jan 2016	31 Dec 2016	47,535
Richard Jackson	1 Jan 2016	31 Dec 2016	25,000
Lucrezia Reichlin	1 Jan 2016	31 Dec 2016	
Davina Bruckner	1 Jan 2016	27 Apr 2016	
Yvonne Lang Ketterer	27 Apr 2016	31 Dec 2016	
Bart De Smet	1 Jan 2016	31 Dec 2016	See infra 1)
Christophe Boizard	1 Jan 2016	31 Dec 2016	See infra 1)
Filip Coremans	1 Jan 2016	31 Dec 2016	See infra 1)
Antonio Cano	27 Apr 2016	31 Dec 2016	See infra 1)
Total			462,980

- 1) The Executive Board members are not remunerated as Board Members, but as Executive Committee members (see note 7.3.2 for details of their remuneration).
- 2) Excluding reimbursement of expenses.

#### 7.3.2 Remuneration of Ageas Executive Committee Members

At 31 December 2016, the Executive Committee of Ageas was composed of Bart De Smet (CEO), Christophe Boizard (CFO), Filip Coremans (CRO) and Antonio Cano (COO). Antonio Cano was appointed as additional member of the Executive Committee at the General Meeting of Shareholders of 27 April 2016. The remuneration of Antonio Cano in below comments is reported over the full year 2016 and relates solely to his role as COO of Ageas. All members of the Executive Committee are executive members of the Board of Directors.

In 2016, the total remuneration of the Executive Committee amounted to EUR 3,803,583 compared to EUR 4,237,912 in 2015.

This comprised:

- a base remuneration of EUR 2,000,000 (compared to EUR 1,450,000 in 2015). The increase is mainly due to the extension of the Executive Committee with one member;
- a short-term incentive (STI) of EUR 805,949 in 2016 (compared to EUR 732,759 in 2015). In line with the approved Remuneration Policy, only 50% of the short-term incentive for 2014 was paid in 2015, 25% was adjusted and paid in 2016, the remainder is to be adjusted and paid in 2017. Additionally, only 50% of the short-term incentive for 2015 was paid in 2016, the remainder is to be adjusted and paid in 2017 and 2018. The STI for the 2016 financial year will be paid partly in 2017, 2018 and 2019;
- taking into account the relative Total shareholder return (TSR) performance of the Ageas share over the year 2016, there is no granting of a long-term incentive (LTI) for 2016 (compared to 2015 when there were 38,038 shares for an amount of EUR 1,305,000);
- pension costs of EUR 690,641 (excluding taxes) (compared to EUR 518,365 in 2015);
- an amount of EUR 306,993 (compared to EUR 231,788 in 2015) representing other usual benefits, such as health, death, disability cover and company car;
- no termination compensation was paid in 2016.

The remuneration of each Executive Committee member is further detailed below.

### Remuneration Policy

The Remuneration Policy for the members of the Executive Management was determined by the Board of Directors, upon proposals by the Remuneration Committee, approved in April 2010 and amended in April 2011 by the General Meetings of Shareholders of ageas SA/NV and ageas N.V. For more detailed information on the remuneration applicable to the Ageas Executive Committee members, please refer to the Report of the Remuneration Committee.

The remuneration package is part of a contract specifying terms and conditions: a description of the components of the package, termination clauses and various other clauses such as confidentiality and exclusivity. With effect from 1 December 2009, the contracts have included a termination indemnity in accordance with the regulations laid down by the Belgian government.

The members of the Executive Committee are self-employed.

#### Remuneration of the ExCo Members in 2016

The remuneration of the Executive Committee Members, who are all member of the Board of Directors, relates solely to their position as Member of the Executive Committee.

#### CFO

The remuneration of Bart De Smet has been determined after consultation with an external firm specialising in executive compensation and benefits, upon the recommendation of the Remuneration Committee and in accordance with the Remuneration Policy.

Bart De Smet's remuneration in 2016 was comprised of:

- a base remuneration of EUR 650,000, within the range approved by the shareholders in 2013. The General Meeting of Shareholders validated on 27 April 2016 the remuneration report including the increase of the base annual compensation of the CEO from EUR 575,000 to EUR 650,000, applicable as of 1 January 2016;
- a short-term incentive of EUR 308,750. In line with the Remuneration Policy, he will be paid EUR 310,320 during 2017 of which:
  - EUR 154,375, corresponding to 50% of the STI of EUR 308,750 is related to the 2016 financial year. The rest will be paid in the next two years, subject to – upward or downward – revision as foreseen in the Remuneration Policy;
  - EUR 77,694, corresponding to 25% of the STI for the 2015 financial year, after downward revision of the initial amount of EUR 86,250 taking into account the 2016 result. The rest will be paid next year, subject to upward or downward revision, and;
  - EUR 78,251, corresponding to 25% of the STI for the 2014 financial year, after downward revision of the initial amount of EUR 81,938, taking into account the 2015 and 2016 results;
- there was no granting of a long-term incentive over the year 2016. This in comparison to 15,084 shares over the year 2015;
- an amount of EUR 247,666 (excluding taxes) representing the costs of the defined contribution pension plan;
- an amount of EUR 83,043 representing other usual benefits such as health, death, disability cover and company car.

#### Other members of the Executive Committee

In 2016, the remuneration of Christophe Boizard, CFO comprised:

- a base remuneration of EUR 450,000, unchanged in comparison to 2015.
- a short-term incentive of EUR 189,450. In line with the Remuneration Policy, he will be paid EUR 203,028 during 2017 of which:
  - EUR 94,725, corresponding to 50% of the STI of EUR 189,450 is related to the 2016 financial year. The rest will be paid in the next two years, subject to – upward or downward – revision as foreseen in the Remuneration Policy;
  - EUR 55,406, corresponding to 25% of the STI for the 2015 financial year, after downward revision of the initial amount of EUR 62,100, taking into account the 2016 result. The rest will be paid next year subject to upward or downward revision;
  - EUR 52,897, corresponding to 25% of the STI for the 2014 financial year, after downward revision of the initial amount of EUR 55,622, taking into account the 2015 and 2016 results;
- there was no granting of a long-term incentive over the year 2016. This in comparison to 11,805 shares over the year 2015;
- an amount of EUR 172,194 (excluding taxes) representing the costs of the defined contribution pension plan;
- an amount of EUR 93,391 representing other usual benefits such as health, death, disability cover and company car.

## In 2016, the remuneration of Filip Coremans, CRO comprised:

- a base remuneration of EUR 450,000. The General Meeting of Shareholders validated on 27 April 2016 the remuneration report including the increase of the base annual compensation of the CRO from EUR 425,000 to EUR 450,000, applicable as of 1 January 2016;
- a short-term incentive of EUR 202,275. In line with the Remuneration Policy, he will be paid EUR 184,217 during 2017 of which:
  - EUR 101,138, corresponding to 50% of the STI of EUR 202,275 is related to the 2016 financial year. The rest will be paid in the next two years, subject to – upward or downward – revision as foreseen in the Remuneration Policy;

- EUR 55,674, corresponding to 25% of the STI for the 2015 financial year, after downward revision of the initial amount of EUR 61,997, taking into account the 2016 result. The rest will be paid next year subject to upward or downward revision:
- EUR 27,405, corresponding to 25% of the STI for the 2014 financial year, after downward revision of the initial amount of EUR 28,768, taking into account the 2015 and 2016 result;
- there was no granting of a long-term incentive over the year 2016. This in comparison to 11,149 shares over the year 2015;
- an amount of EUR 150,830 (excluding taxes) representing the costs of the defined contribution pension plan;
- an amount of EUR 61,331 representing other usual benefits such as health, death, disability cover and company car.

#### In 2016, the remuneration of Antonio Cano, COO comprised:

- a base remuneration of EUR 450,000;
- a short-term incentive of EUR 190,125. In line with the Remuneration Policy, he will be paid EUR 108,384 during 2017 of which:
  - EUR 95,063, corresponding to 50% of the STI of EUR 190,125 is related to the 2016 financial year. The rest will be paid in the next two years, subject to – upward or downward – revision as foreseen in the Remuneration Policy;
  - EUR 13,321, corresponding to 25% of the STI for the 2015 financial year, after downward revision of the initial amount of EUR 14,902 taking into account the 2016 result. The rest will be paid next year, subject to upward or downward revision:
- there was no granting of a long-term incentive over the year 2016. This in comparison to 8,230 shares over the year 2015;
- an amount of EUR 119,951 (excluding taxes) representing the costs of the defined contribution pension plan:
- an amount of EUR 69,228 representing other usual benefits such as health, death, disability cover and company car.

## Long-term incentive

As mentioned above, there was no granting of a long-term incentive over the year 2016. This in comparison to 2015 when 38,038 shares were committed to be granted to the ExCo.

The table below gives an overview of the number of shares granted in previous years. These shares only vest on 30 June of N+4 and are adjusted taking into account performance over the intermediate period.

	Number of shares committed to be granted	Number of shares committed to be granted	Number of shares committed to be granted for 2015	Number of shares committed to be granted
	for 2013	for 2014	101 2015	for 2016
Bart De Smet	10,101		15,084	
Christophe Boizard	7,466		11,805	
Filip Coremans			11,149	
Antonio Cano	4,684		8,230	
Total	22,251		46,268	

The shares committed to be granted for the LTI plan 2012 vested on 30 June 2016. The number of shares was adjusted taking into account the evolution over the years 2013, 2014 and 2015. The table below gives an overview of the LTI plan 2012.

	Number of shares committed to be granted	Adjusted number vested on	Number of shares sold to finance	Number of shares blocked till
	for 2012	30 June 2016	Income tax	1 January 2018
Bart De Smet	16,576	13,452	6,585	6,867
Christophe Boizard	14,090	11,160		11,160
Filip Coremans				
Antonio Cano	8,840	7,203	3,526	3,677
Total	39,506	31,815	10,111	21,704

There are no restricted shares outstanding from previous years. The shares of Antonio Cano relate to his mandate as member of the Executive Committee of Ageas.

## Before appointment

Details of the share options (granted) awarded to the ExCo members in relation to their previous positions with the Group are as follows.

		Number of			Exercised	Options	Outstanding
		options	Exercise	Expiry	before	exercised	at
	Year	granted	price	date	2016	in 2016	31 December 2016
Filip Coremans	2007	4,778	28.62	02-04-2017			4,778
	2008	4,000	16.46	05-03-2018			4,000

In the table above, the number of options granted and the exercise price relate to the share units prior to the reverse stock split in August 2012. To express them as current shares and at current share prices, the number of options has to be divided by ten and the exercise price multiplied by ten.

Details of the restricted shares (granted), relating to the Restricted Stock Unit plans awarded to the ExCo Members in relation to their previous positions with the Group are as follows.

		Number of				RSU committed
		RSU	Vesting	Vested	Sold	to be granted at
	Year	granted	date	in 2016	in 2016	31 December 2016
Filip Coremans	2013	1,000	1-04-2016	2,000	2,000	
	2014	800	1-04-2017			800

### **Related parties**

Parties related to Ageas include associates, pension funds, Board Members (i.e. Non-Executive and Executive Members of the Ageas Board of Directors), executive managers, close family members of any individual referred to above, entities controlled or significantly influenced by any individual referred to above and other related entities. Ageas frequently enters into transactions with related parties in the course of its business operations. Such transactions mainly concern loans, deposits and reinsurance contracts and are entered into under the same commercial and market terms that apply to non-related parties.

Ageas companies may grant credits, loans or guarantees in the normal course of business to Board Members and executive managers or to close family members of the Board Members or close family members of executive managers.

As at 31 December 2016, no outstanding loans, credits or bank guarantees had been granted to Board Members and executive managers or to close family members of the Board members and close family members of executive managers.

Transactions entered into with the following related parties during the year ended 31 December are summarised below:

- associates;
- other related parties such as pension funds;
- Board Members.

In April 2013, Ageas closed a transaction comprising the acquisition of a 33% stake in DTH Partners LLC. Davina Bruckner, who succeeded her father, Ronny Bruckner, and became a Board Member of ageas SA/NV in April 2014 is affiliated with DTH Partners LLC. The Board of DTH Partners LLC is chaired by Mr Jozef De Mey (also the chairman of the Board of Ageas). Under IFRS rules, transactions and commitments like this are regarded as a related party transaction and need as such to be disclosed. On 19 April 2016, Ageas announced that Davina Bruckner had decided to step down as a Director of ageas SA/NV with effect from the 16th April 2016 for personal reasons.

#### Details of the transaction

In December 2011, AG Insurance issued to DTH Partners LLC and NB 70 Pine LLC (joint and several borrowers), both real estate investment companies in the U.S., a convertible bridge loan of USD 70 million (EUR 53 million) to help finance the acquisition of a landmark building in New York City, at 70 Pine Street in Manhattan. The loan matured on

26 April 2013 and consequently the following agreements were finalised and closed:

- a DTH operating agreement (i.e. a joint-venture agreement) between Westbridge s.à.r.l and AG Real Estate Westinvest SA resulting in a capital contribution of USD 103 million (EUR 84.8 million) representing a 33% equity stake in DTH Partners LLC. This equity stake is included in the statement of financial position under the caption 'Investments in associates'. At year-end 2013 the purchase accounting was completed, resulting in the recognition of neither goodwill nor badwill;
- a Mezzanine Loan Agreement between DTH Partners LLC and AG Insurance for a nominal amount of USD 117.5 million (EUR 96.8 million) at initial interest rates between 10.5% and 12%. The Mezzanine loan benefits from a security package that features (i) a pledge of all the issued shares of DTH Partners LLC and (ii) various usual guarantee agreements;
- a bridge loan agreement between EBNB 70 Pine Development and AG Real Estate (North Star NV) for USD 23 million (EUR 18.9 million). This amount is part of a total bridge facility of USD 46 million by the shareholders of DTH to pre-finance a taxcredit structure, which has been delayed by the US Internal Revenue Service approval process.

In 2016, Ageas further subscribed to subsequent capital increases. At year-end the capital contribution was USD 125.8 million (EUR 119.3 million) for the 33% equity stake.

In 2016 DTH Partners LLC sold two properties (Wall Street 63 & 67), for a total consideration of USD 417 million, generating a capital gain of EUR 13.1 million at our stake. Consequently, DTH Partners LLC reimbursed the major part of its mezzanine loans for a total amount of USD 62.4 million, with a balance at year-end of USD 55.1 million (EUR 52.3 million).

Early 2015, EBNB 70 Pine Development reimbursed the principal of its initial bridge loan and took up two new tranches for a total of USD 61.0 million (EUR 55.8 million), of which USD 32.9 million was initially drawn. EBNB 70 Pine Development reimbursed the drawn amount fully in the course of 2016. Regarding the bridge loan, the only outstanding balance equals USD 7.9 million (EUR 7.5 million) with accrued interest. It matures in April 2018.

At the end of 2016, AG Real Estate Westloan SA issued shareholder notes to DTH Partners LLC. The resulting receivable amounts to USD 5.0 million (EUR 4.7 million) as at year-end.

In 2013, a transaction took place between ageas SA/NV and one of its independent Board members, Mr Guy de Selliers de Moranville. The transaction relates to the renting by ageas SA/NV of one of his properties. This property is regarded as an appropriate venue to host VIP-guests of the Board and Executive Management and is rented at an annual rent of EUR 50,000.

Management considers the transactions with DTH Partners and Mr Guy de Selliers de Moranville to be concluded at arm's length.

There were no other changes in the related party transactions compared to year-end 2015.

The tables below show the items in the income statement and statement of financial position in which amounts for related parties are included.

			2016			2015
	Associates	Other	Total	Associates	Other	Total
Income statement - related parties						
Interest income	23.8	2.3	26.1	9.5	16.0	25.5
Fee and commission income	14.7		14.7	15.1		15.1
Other income	0.6		0.6	0.5		0.5
Fee and commission expenses	(26.8)		(26.8)	(19.3)		(19.3)
Operating, administrative and other expenses				( 0.1 )		(0.1)

			2016			2015
	Associates	Other	Total	Associates	Other	Total
Statement of financial position - related parties						
Financial Investments	105.2		105.2	87.0		87.0
Due from customers	339.9	12.4	352.3	247.2	177.7	424.9
Other assets	6.9		6.9	5.9	3.5	9.4
Debt and Western and and best first and Best 1986 are and attend to accomply	4.7		4.7	0.4		0.4
Debt certificates, subordinated liabilities and other borrowings	1.7		1.7	8.4		8.4
Other liabilities	3.7		3.7	5.0		5.0

The changes in loans to related parties during the year ended 31 December are as follows.

		Loans
	2016	2015
Related party loans as at 1 January	424.9	254.4
Additions or advances	59.3	169.5
Repayments	( 125.2 )	
Foreign exchange differences	(6.7)	
Other		1.0
Related party loans as at 31 December	352.3	424.9



### Information on operating segments

#### 9.1 General information

#### Operating segments

Ageas is organised in six operating segments:

- Belgium;
- United Kingdom (UK);
- Continental Europe;
- Asia:
- Reinsurance:
- General Account.

Ageas has decided that the most appropriate way of reporting operating segments under IFRS is per region in which Ageas operates, i.e. Belgium, United Kingdom, Continental Europe, Asia and Reinsurance. In addition, Ageas reports activities that are not related to the core insurance business, such as Group financing and other holding activities, in the General Account, which is treated as a separate operating segment.

This segment approach is consistent with the scopes of management responsibilities.

Transactions between the different businesses are executed under standard commercial terms and conditions.

#### Allocation rules

In accordance with Ageas's business model, insurance companies report support activities directly in the business.

When allocating items from the statement of financial position to operating segments, a bottom-up approach is used based on the products sold to external customers.

For the items in the statement of financial position not related to products sold to customers, a tailor-made methodology adapted to the specific business model of each reportable segment is applied.

#### 9.2 Belgium

The Belgian insurance activities, operating under the name of AG Insurance, have a longstanding history. The company serves approximately 3.5 million customers and its premium income amounted EUR 6.1 billion in 2016. Some 69% of this income came from Life insurance; the remainder from Non-life insurance. AG Insurance is also the 100% owner of AG Real Estate, which manages its real estate activities and has grown into the largest real estate group in Belgium.

AG Insurance targets private individuals as well as small, medium-sized and large companies. It offers its customers a comprehensive range of Life and Non-life insurance through various channels such as independent brokers and via the bank channels of BNP Paribas Fortis SA/NV and its subsidiaries. AG Employee Benefits is the dedicated business unit offering group pension and health care solutions, mainly to larger enterprises. Since May 2009, BNP Paribas Fortis SA/NV owns 25% of AG Insurance.

#### 9.3 United Kingdom (UK)

Ageas' business in the UK has a presence as one of the established general insurers in the UK and adopts a multi-channel distribution strategy across brokers, affinity partners and own distribution. The vision is to profitably grow in the UK general insurance market through the delivery of a wide range of insurance solutions, focusing on personal lines and commercial lines small business.

Until 2015 Ageas divided the UK results into two sub-segments Nonlife and Other Insurance. Other Insurance included the results of its retail operations and UK head offices costs. As from the first quarter 2016, the former Other Insurance segment has been integrated with the Non-life segment following the full integration of the distribution activities within the Non-life sales organisation.

#### 9.4 Continental Europe

Continental Europe consists of the insurance activities of Ageas in Europe, excluding Belgium and the United Kingdom. Ageas is active in five markets: Portugal, France, Italy and Luxembourg and Turkey. The product range includes Life (in Portugal, France and Luxembourg) and Non-life (in Portugal, Italy and Turkey). Access to markets is facilitated by a number of key partnerships with companies having a sizeable position in their respective markets.

In 2016, about 72% of total inflows were Life related and the remainder was Non-life related.

#### 9.5 Asia

Ageas is active in a number of countries in Asia with its regional office based in Hong Kong. The activities are organised in the form of joint ventures with leading local partners and financial institutions in China (20-24.9% owned by Ageas), Malaysia (30.95% owned by Ageas), Thailand (15-31% owned by Ageas), India (26% owned by Ageas), Philippines (50% owned by Ageas) and Vietnam (29% owned by Ageas and 3% through Muang Thai Life). In terms of reporting, these stakes are accounted for as equity associates.

In the second quarter of 2016, Ageas sold its fully consolidated Life insurance business in Hong Kong.

#### 9.6 Reinsurance

Intreas is the internal Non-life reinsurer of Ageas, established in 2015 with the aim to optimize Ageas's Group Non-life reinsurance programmes. In 2015, Intreas figures were reported as part of the General Account. As from 2016 onwards, the activities of Intreas are presented as a separate segment within Insurance and more specifically within the Non-life activities. Being an internal reinsurer, part of the activity has to be eliminated in the consolidation process of Ageas Group total Insurance.

Intreas started writing business in the second half of 2015 and is gradually building a larger book of business as from 2016 onwards.

#### 9.7 General Account

The General Account comprises activities not related to the core insurance business, such as Group financing and other holding activities. In addition, the General Account also includes the investment in Royal Park Investments, the liabilities related to CASHES/RPN(I) and the written put option on AG Insurance.

#### 9.8 Statement of financial position by operating segment

			Continental			Insurance	Total	General	Group	
31 December 2016	Belgium	UK	Europe	Asia	Reinsurance	Eliminations	Insurance	Account	Eliminations	Total
Assets										
Cash and cash equivalents	869.2	157.0	335.8	5.0	13.3		1.380.3	800.6		2.180.9
Financial investments	53,694.5	2,273.9	10,136.9		99.2		66,204.5	377.2	(10.3)	66,571.4
Investment property	2,684.0	24.3	64.2				2,772.5		( /	2,772.5
Loans	7,807.8	63.6	24.2				7,895.6	1.458.0	(668.6)	8,685.0
Investments related									( ,	
to unit-linked contracts	7,164.4		7,191.3				14,355.7			14,355.7
Investments in associates	469.2	76.4	251.3	2,005.4			2,802.3	46.9	6.5	2,855.7
Reinsurance and other receivables	833.9	780.6	333.2	0.8	24.4	(27.1)	1,945.8	252.8	(6.3)	2,192.3
Current tax assets		38.5	28.6			, ,	67.1		,	67.1
Deferred tax assets	41.1	25.7	104.7				171.5			171.5
Accrued interest and other assets	1,387.0	264.9	249.4	0.3	1.6		1,903.2	129.0	(126.1)	1,906.1
Property, plant and equipment	1,105.8	57.0	8.9				1,171.7	0.6	, ,	1,172.3
Goodwill and other intangible assets	404.6	253.8	559.3				1,217.7			1,217.7
Assets held for sale	145.3						145.3			145.3
Total assets	76,606.8	4,015.7	19,287.8	2,011.5	138.5	(27.1)	102,033.2	3,065.1	(804.8)	104,293.5
									, ,	
Liabilities										
Liabilities arising from										
Life insurance contracts	24,670.3		3,555.9				28,226.2		(8.1)	28,218.1
Liabilities arising from										
Life investment contracts	27,162.0		4,740.2				31,902.2			31,902.2
Liabilities related										
to unit-linked contracts	7,164.4		7,188.9				14,353.3			14,353.3
Liabilities arising from										
Non-life insurance contracts	3,886.7	2,694.6	1,388.8		29.9	(24.8)	7,975.2			7,975.2
Subordinated liabilities	1,363.9	202.4	175.0				1,741.3	1,250.0	(668.6)	2,322.7
Borrowings	2,355.7	102.8	37.3				2,495.8			2,495.8
Current tax liabilities	56.7	1.4	36.1				94.2			94.2
Deferred tax liabilities	1,285.4		63.0				1,348.4	2.2		1,350.6
RPN(I)								275.0		275.0
Accrued interest and other liabilities	2,028.3	193.4	372.5	7.4	4.4	(2.5)	2,603.5	173.4	(117.6)	2,659.3
Provisions	23.7	6.0	8.9				38.6	1,028.6		1,067.2
Liabilities related										
to written put options on NCI	108.9						108.9	1,266.0		1,374.9
Total liabilities	70,106.0	3,200.6	17,566.6	7.4	34.3	(27.3)	90,887.6	3,995.2	(794.3)	94,088.5
Shareholders' equity	4,682.8	815.1	1,350.0	2,004.1	104.2	0.7	8,956.9	614.8	(11.1)	9,560.6
Non-controlling interests	1,818.0		371.2	,	=	(0.5)	2,188.7	(1,544.9)	0.6	644.4
Total equity	6,500.8	815.1	1,721.2	2,004.1	104.2	0.2	11,145.6	(930.1)	(10.5)	10,205.0
1000	-,			*				( /	( 1210 )	
Total liabilities and equity	76,606.8	4,015.7	19,287.8	2,011.5	138.5	( 27.1 )	102,033.2	3,065.1	(804.8)	104,293.5
Number of employees	6,208	3,953	1,714	67	4		11,946	134		12,080

			Continental		General		
31 December 2015	Belgium	UK	Europe	Asia	Account	Eliminations	Total
Assets							
Cash and cash equivalents	934.6	209.6	219.4	194.5	836.2		2,394.3
Financial investments	52,600.3	2,582.9	8,567.4	2,436.4	370.9	(10.7)	66,547.2
Investment property	2,781.2	46.9	19.0				2,847.1
Loans	6,561.6	78.0	30.3	248.6	1,534.9	(1,167.1)	7,286.3
Investments related to unit-linked contracts	6,991.2		7,225.5	931.4		(22.1)	15,126.0
Investments in associates	434.1	96.8	262.8	1,991.6	48.9	7.2	2,841.4
Reinsurance and other receivables	766.3	869.9	250.1	124.4	8.6	(5.4)	2,013.9
Current tax assets	2.7	9.4	27.0				39.1
Deferred tax assets	40.4	37.4	53.4				131.2
Accrued interest and other assets	1,418.6	314.6	226.5	571.8	165.8	(129.3)	2,568.0
Property, plant and equipment	1,079.6	58.7	7.1	5.9	0.8		1,152.1
Goodwill and other intangible assets	394.9	294.3	415.0	435.0			1,539.2
Assets held for sale							
Total assets	74,005.5	4,598.5	17,303.5	6,939.6	2,966.1	(1,327.4)	104,485.8
Liabilities							
Liabilities arising from Life insurance contracts	23,673.8		3,161.4	2,243.3		(4.8)	29,073.7
Liabilities arising from Life investment contracts	25,671.1		4,231.1	0.7		. ,	29,902.9
Liabilities related to unit-linked contracts	6,991.2		7,219.2	931.4			15,141.8
Liabilities arising from Non-life insurance contracts	3,779.1	2,908.9	771.8		3.7		7,463.5
Subordinated liabilities	1,440.6	183.4	178.0		1,345.1	(766.7)	2,380.4
Borrowings	2,255.3	141.9	26.8	584.1	201.9	(422.5)	2,787.5
Current tax liabilities	61.0	2.6	17.3	1.9			82.8
Deferred tax liabilities	1,517.2	0.4	44.4		3.0		1,565.0
RPN(I)					402.0		402.0
Accrued interest and other liabilities	1,683.4	226.9	320.8	168.8	96.3	(123.1)	2,373.1
Provisions	23.5	5.8	7.7		138.0		175.0
Liabilities related to written put options on NCI	99.1				1,064.0		1,163.1
Total liabilities	67,195.3	3,469.9	15,978.5	3,930.2	3,254.0	( 1,317.1 )	92,510.8
Shareholders' equity	4,932.0	1,128.6	976.5	3,009.4	1,339.9	(10.3)	11,376.1
Non-controlling interests	1,878.2		348.5		(1,627.8)		598.9
Total equity	6,810.2	1,128.6	1,325.0	3,009.4	( 287.9 )	(10.3)	11,975.0
Total liabilities and equity	74,005.5	4,598.5	17,303.5	6,939.6	2,966.1	( 1,327.4 )	104,485.8
Number of employees	6,163	4,289	879	462	126		11,919

#### 9.9 Income statement by operating segment

			Continental			Insurance	Total	General	Group	
2016	Belgium	UK	Europe	Asia	Reinsurance	Eliminations	Insurance	Account	Eliminations	Total
Income										
- Gross premium income	5,659.2	1,719.8	1,754.1	143.9	41.1	(41.1)	9,277.0		(0.3)	9,276.7
- Change in unearned premiums	4.9	(10.8)	(3.8)				(9.7)			(9.7)
- Ceded earned premiums	(56.2)	(110.6)	(100.9)	(12.1)	(27.0)	41.1	(265.7)			(265.7)
Net earned premiums	5,607.9	1,598.4	1,649.4	131.8	14.1		9,001.6		(0.3)	9,001.3
Interest, dividend and										
other investment income	2,544.4	68.2	270.9	50.6	1.2		2,935.3	36.4	(33.0)	2,938.7
Unrealised gain (loss) on RPN(I)								82.7		82.7
Result on sales and revaluations	209.5	11.8	25.6	203.2	(0.5)		449.6	196.1		645.7
Income related to investments										
for unit-linked contracts	231.5		224.8	(30.6)			425.7			425.7
Share in result of associates	17.5	(20.7)	17.1	210.0			223.9	25.9		249.8
Fee and commission income	126.3	106.0	109.5	28.3	1.9	(1.2)	370.8			370.8
Other income	150.7	36.2	17.0	8.9		(4.3)	208.5	7.9	(17.0)	199.4
Total income	8,887.8	1,799.9	2,314.3	602.2	16.7	(5.5)	13,615.4	349.0	(50.3)	13,914.1
Expenses										
- Insurance claims and benefits, gross	(5,929.9)	(1,372.0)	(1,413.6)	(113.2)	(28.3)	22.1	(8,834.9)		0.8	(8,834.1)
- Insurance claims and benefits, ceded	58.4	82.7	30.2	4.5	20.7	(22.1)	174.4			174.4
Insurance claims and benefits, net	(5,871.5)	(1,289.3)	(1,383.4)	(108.7)	(7.6)		(8,660.5)		8.0	(8,659.7)
Charges related to unit-linked contracts	(260.9)		(255.7)	27.9			(488.7)			(488.7)
Financing costs	(112.5)	(9.0)	(32.3)	(17.9)			(171.7)	(28.0)	32.5	( 167.2 )
Change in impairments	(28.7)		(18.0)	(5.2)			(51.9)	(12.8)		(64.7)
Change in provisions	(0.2)		0.1				(0.1)	(892.6)		(892.7)
Fee and commission expenses	(632.2)	(321.7)	( 185.1 )	(35.0)	(4.5)	1.2	(1,177.3)			(1,177.3)
Staff expenses	(502.6)	(190.0)	(86.8)	(36.3)		-	(815.7)	(39.2)	8.9	(846.0)
Other expenses	(763.7)	( 174.5 )	(160.9)	(31.5)	(2.0)	4.3	(1,128.3)	(62.9)	8.1	(1,183.1)
Total expenses	(8,172.3)	(1,984.5)	( 2,122.1 )	(206.7)	(14.1)	5.5	(12,494.2)	(1,035.5)	50.3	(13,479.4)
Result before taxation	715.5	( 184.6 )	192.2	395.5	2.6		1,121.2	(686.5)		434.7
Toy income (oversee)	( 170 7 )	20.6	(01.1)	(12)			( 204 E )	(74)		(011.0)
Tax income (expenses)	(170.7)	28.6	(61.1)	(1.3)			( 204.5 )	(7.4)		(211.9)
Net result for the period	544.8	( 156.0 )	131.1	394.2	2.6		916.7	(693.9)		222.8
Attributable to non-controlling interests	154.2	( 130.0 )	41.3	334.2	2.0		195.5	( 033.3 )	0.2	195.7
Net result attributable to shareholders	390.6	( 156.0 )	89.8	394.2	2.6		721.2	(693.9)	( 0.2 )	27.1
Net result attributable to shareholders	390.0	( 150.0 )	09.0	394.2	2.0		121.2	( 053.5 )	( 0.2 )	21.1
Total income from external customers	8,893.2	1,808.5	2,319.8	602.2			13,623.7	279.2		13,902.9
Total income internal	(5.4)	(8.6)	(5.5)	002.2	16.7	(5.5)	(8.3)	69.8	(50.3)	11.2
Total income	8,887.8	1,799.9	2,314.3	602.2	16.7	(5.5)	13,615.4	349.0	(50.3)	13,914.1
Non-cash expenses	0,007.0	1,100.0	2,017.0	002.2	10.7	( 0.0 )	10,010.4	040.0	( 00.0 )	10,017.1
(excl. depreciation & amortisation)	(83.6)		(9.2)	(36.3)			(129.1)	(893.3)		(1,022.4)
(exe.: doprodiation & amortisation)	( 00.0 )		( 0.2 )	( 00.0 )			(120.1)	( 000.0 )		(1,022.4)

Gross inflow (sum of gross written premiums and premium inflow from investment contracts without discretionary participation features) can be calculated as follows.

			Continental			Insurance	Total	General	Group	
2016	Belgium	UK	Europe	Asia	Reinsurance	Eliminations	Insurance	Account	Eliminations	Total
Gross premium income	5,659.2	1,719.8	1,754.1	143.9	41.1	(41.1)	9,277.0		(0.3)	9,276.7
Inflow deposit accounting	405.7		888.6	39.4			1,333.7			1,333.7
Gross inflow	6,064.9	1,719.8	2,642.7	183.3	41.1	(41.1)	10,610.7		(0.3)	10,610.4

			Continental		General		
2015	Belgium	UK	Europe	Asia	Account	Eliminations	Total
Income							
- Gross premium income	5,186.5	1,904.8	1,851.7	415.8	3.4	(3.6)	9,358.6
- Change in unearned premiums	8.0	(29.0)	(10.0)				(31.0)
- Ceded earned premiums	(60.6)	( 124.8 )	(75.1)	(34.4)	(0.2)	3.4	(291.7)
Net earned premiums	5,133.9	1,751.0	1,766.6	381.4	3.2	(0.2)	9,035.9
Interest, dividend and other investment income	2,557.7	74.4	243.0	136.8	51.4	(54.8)	3,008.5
Unrealised gain (loss) on RPN(I)					65.0		65.0
Result on sales and revaluations	167.7	7.2	15.2	2.5	(0.6)		192.0
Income related to investments for unit-linked contracts	250.2		276.1	(61.6)			464.7
Share in result of associates	3.3	(0.2)	13.1	248.1	21.8		286.1
Fee and commission income	150.7	92.1	101.9	90.5			435.2
Other income	135.2	101.8	2.2	0.9	8.4	(18.7)	229.8
Total income	8,398.7	2,026.3	2,418.1	798.6	149.2	(73.7)	13,717.2
Expenses							
- Insurance claims and benefits, gross	(5,402.4)	(1,255.0)	(1,610.2)	(338.9)	(3.7)	0.2	(8,610.0)
- Insurance claims and benefits, ceded	22.1	40.8	24.2	15.4			102.5
Insurance claims and benefits, net	(5,380.3)	(1,214.2)	(1,586.0)	(323.5)	(3.7)	0.2	(8,507.5)
Charges related to unit-linked contracts	(284.6)		(330.9)	53.3			(562.2)
Financing costs	(110.0)	(8.7)	(10.8)	(46.8)	(45.5)	54.8	(167.0)
Change in impairments	(41.7)		(28.0)	(1.6)	(8.3)		(79.6)
Change in provisions	0.9	(1.9)	1.3		0.1		0.4
Fee and commission expenses	(648.7)	(364.2)	( 149.5 )	(110.7)	(0.3)		(1,273.4)
Staff expenses	(498.8)	(214.0)	(62.4)	(51.7)	(22.8)	3.0	(846.7)
Other expenses	(724.2)	( 188.0 )	( 128.8 )	(41.3)	(49.0)	15.7	(1,115.6)
Total expenses	(7,687.4)	(1,991.0)	( 2,295.1 )	(522.3)	( 129.5 )	73.7	( 12,551.6 )
Result before taxation	711.3	35.3	123.0	276.3	19.7		1,165.6
Tax income (expenses)	( 181.8 )	(5.8)	(29.4)	(4.4)	(4.6)		( 226.0 )
Net result for the period	529.5	29.5	93.6	271.9	15.1		939.6
Attributable to non-controlling interests	145.8		23.6				169.4
Net result attributable to shareholders	383.7	29.5	70.0	271.9	15.1		770.2
Total income from external customers	8,387.2	1,978.2	2,418.6	790.5	142.7		13,717.2
Total income internal	11.5	48.1	(0.5)	8.1	6.5	(73.7)	
Total income	8,398.7	2,026.3	2,418.1	798.6	149.2	(73.7)	13,717.2
Non-cash expenses (excl. depreciation & amortisation)	( 98.3 )		( 11.5 )	(62.8)			( 172.6 )

Gross inflow (sum of gross written premiums and premium inflow from investment contracts without discretionary participation features) can be calculated as follows.

			Continental		General		
2015	Belgium	UK	Europe	Asia	Account	Eliminations	Total
Gross premium income	5,186.5	1,904.8	1,851.7	415.8	3.4	(3.6)	9,358.6
Inflow deposit accounting	492.6		673.9	141.4			1,307.9
Gross inflow	5,679.1	1,904.8	2,525.6	557.2	3.4	(3.6)	10,666.5

#### 9.10 Statement of financial position split into Life and Non-life

			Insurance	Total	General	Group	
31 December 2016	Life	Non-life	Eliminations	Insurance	Account	Eliminations	Tota
Assets							
Cash and cash equivalents	993.3	387.0		1,380.3	800.6		2,180.9
Financial investments	58,353.2	7,851.3		66,204.5	377.2	(10.3)	66,571.4
Investment property	2,506.6	265.9		2,772.5			2,772.5
Loans	6,972.3	959.2	(35.9)	7,895.6	1,458.0	(668.6)	8,685.0
Investments related to unit-linked contracts	14,355.7			14,355.7			14,355.7
Investments in associates	2,416.0	386.3		2,802.3	46.9	6.5	2,855.7
Reinsurance and other receivables	474.1	1,939.4	(467.7)	1,945.8	252.8	(6.3)	2,192.3
Current tax assets	5.7	61.4		67.1			67.1
Deferred tax assets	80.5	91.0		171.5			171.5
Accrued interest and other assets	1,399.0	504.2		1,903.2	129.0	(126.1)	1,906.1
Property, plant and equipment	979.8	191.9		1,171.7	0.6		1,172.3
Goodwill and other intangible assets	838.4	379.3		1,217.7			1,217.7
Assets held for sale	129.7	15.6		145.3			145.3
Total assets	89,504.3	13,032.5	(503.6)	102,033.2	3,065.1	(804.8)	104,293.5
Liabilities							
Liabilities arising from Life insurance contracts	28,226.2			28,226.2		(8.1)	28,218.1
iabilities arising from Life investment contracts	31,902.2			31,902.2			31,902.2
iabilities related to unit-linked contracts	14,353.3			14,353.3			14,353.3
iabilities arising from Non-life insurance contracts		8,000.0	(24.8)	7,975.2			7,975.2
Subordinated liabilities	1,266.6	510.6	(35.9)	1,741.3	1,250.0	(668.6)	2,322.7
Borrowings	2,159.7	336.1		2,495.8			2,495.8
Current tax liabilities	58.8	35.4		94.2			94.2
Deferred tax liabilities	1,046.7	301.7		1,348.4	2.2		1,350.6
RPN(I)					275.0		275.0
accrued interest and other liabilities	2,146.2	900.7	(443.4)	2,603.5	173.4	(117.6)	2,659.3
Provisions	21.1	17.5		38.6	1,028.6		1,067.2
iabilities related to written put options on NCI	87.2	21.7		108.9	1,266.0		1,374.9
Fotal liabilities	81,268.0	10,123.7	(504.1)	90,887.6	3,995.2	(794.3)	94,088.5
Shareholders' equity	6,371.4	2,585.0	0.5	8,956.9	614.8	( 11.1 )	9,560.6
Non-controlling interests	1,864.9	323.8		2,188.7	(1,544.9)	0.6	644.4
Total equity	8,236.3	2,908.8	0.5	11,145.6	(930.1)	(10.5)	10,205.0
Total liabilities and equity	89,504.3	13,032.5	(503.6)	102,033.2	3,065.1	(804.8)	104,293.5
Number of employees	3,994	7,952		11,946	134		12,080

			Other	General		
31 December 2015	Life	Non-life	Insurance	Account	Eliminations	Tota
Assets						
Cash and cash equivalents	1,173.5	331.2	53.4	836.2		2,394.3
Financial investments	58,887.4	7,299.4	0.2	370.9	(10.7)	66,547.2
Investment property	2,562.8	284.3				2,847.1
Loans	6,136.3	734.2	48.0	1,534.9	(1,167.1)	7,286.3
nvestments related to unit-linked contracts	15,148.1				(22.1)	15,126.0
nvestments in associates	2,400.5	384.8		48.9	7.2	2,841.4
Reinsurance and other receivables	576.7	1,245.9	209.5	9.1	(27.3)	2,013.9
Current tax assets	28.9	7.7	2.5			39.1
Deferred tax assets	61.9	63.1	6.2			131.2
Accrued interest and other assets	2,101.4	424.3	25.2	165.8	( 148.7 )	2,568.0
Property, plant and equipment	964.0	175.3	12.0	0.8		1,152.1
Goodwill and other intangible assets	1,080.5	164.4	294.3			1,539.2
Assets held for sale						
Total assets	91,122.0	11,114.6	651.3	2,966.6	( 1,368.7 )	104,485.8
Liabilities						
Liabilities arising from Life insurance contracts	29,078.5				(4.8)	29,073.7
Liabilities arising from Life investment contracts	29,902.9					29,902.9
Liabilities related to unit-linked contracts	15,141.8					15,141.8
Liabilities arising from Non-life insurance contracts		7,459.8		3.7		7,463.5
Subordinated liabilities	1,363.1	391.8	47.1	1,345.1	(766.7)	2,380.4
Borrowings	2,651.3	216.4	140.4	201.9	( 422.5 )	2,787.5
Current tax liabilities	48.1	32.2	2.5			82.8
Deferred tax liabilities	1,315.2	246.8		3.0		1,565.0
RPN(I)				402.0		402.0
Accrued interest and other liabilities	1,630.0	708.5	102.2	96.8	(164.4)	2,373.1
Provisions	21.7	15.3		138.0		175.0
Liabilities related to written put options on NCI	81.7	17.4		1,064.0		1,163.1
Total liabilities	81,234.3	9,088.2	292.2	3,254.5	( 1,358.4 )	92,510.8
Shareholders' equity	8,040.1	1,647.3	359.1	1,339.9	(10.3)	11,376.1
Non-controlling interests	1,847.6	379.1		(1,627.8)		598.9
Fotal equity	9,887.7	2,026.4	359.1	( 287.9 )	(10.3)	11,975.0
Total liabilities and equity	91,122.0	11,114.6	651.3	2,966.6	(1,368.7)	104,485.8
Number of employees	4,184	5,437	2,172	126		11,919

#### 9.11 Income statement split into Life and Non-life

			Insurance	Total	General	Group	
2016	Life	Non-life	Eliminations	Insurance	Account	Eliminations	Total
Income							
- Gross premium income	4,934.8	4,342.2		9,277.0		(0.3)	9,276.7
- Change in unearned premiums		(9.7)		(9.7)			(9.7)
- Ceded earned premiums	(45.5)	(220.2)		(265.7)			(265.7)
Net earned premiums	4,889.3	4,112.3		9,001.6		(0.3)	9,001.3
Interest, dividend and other investment income	2,612.8	338.4	(15.9)	2,935.3	36.4	(33.0)	2,938.7
Unrealised gain (loss) on RPN(I)					82.7		82.7
Result on sales and revaluations	422.4	27.2		449.6	196.1		645.7
Income related to investments							
for unit-linked contracts	425.7			425.7			425.7
Share in result of associates	208.0	15.9		223.9	25.9		249.8
Fee and commission income	245.0	125.8		370.8			370.8
Other income	119.8	91.2	(2.5)	208.5	7.9	(17.0)	199.4
Total income	8,923.0	4,710.8	(18.4)	13,615.4	349.0	(50.3)	13,914.1
Expenses							
- Insurance claims and benefits, gross	(5,870.6)	(2,964.3)		(8,834.9)		0.8	(8,834.1)
- Insurance claims and benefits, ceded	18.1	156.3		174.4			174.4
Insurance claims and benefits, net	(5,852.5)	(2,808.0)		(8,660.5)		0.8	(8,659.7)
Charges related to unit-linked contracts	(488.7)			(488.7)			(488.7)
Financing costs	( 133.9 )	(37.8)		(171.7)	(28.0)	32.5	(167.2)
Change in impairments	(51.8)	(0.1)		(51.9)	(12.8)		(64.7)
Change in provisions	(0.2)	0.1		(0.1)	(892.6)		(892.7)
Fee and commission expenses	(390.7)	(786.6)		(1,177.3)			(1,177.3)
Staff expenses	(389.4)	(426.3)		(815.7)	(39.2)	8.9	(846.0)
Other expenses	(632.4)	(514.3)	18.4	(1,128.3)	(62.9)	8.1	(1,183.1)
Total expenses	(7,939.6)	(4,573.0)	18.4	( 12,494.2 )	(1,035.5)	50.3	( 13,479.4 )
Result before taxation	983.4	137.8		1,121.2	(686.5)		434.7
Tax income (expenses)	( 145.1 )	(59.4)		( 204.5 )	(7.4)		(211.9)
Net result for the period	838.3	78.4		916.7	( 693.9 )		222.8
Attributable to non-controlling interests	134.7	60.8		195.5		0.2	195.7
Net result attributable to shareholders	703.6	17.6		721.2	(693.9)	( 0.2 )	27.1
Total income from external customers	8,895.7	4,709.9	18.1	13,623.7	290.4		13,914.1
Total income internal	27.3	0.9	(36.5)	(8.3)	58.6	(50.3)	
Total income	8,923.0	4,710.8	(18.4)	13,615.4	349.0	(50.3)	13,914.1
Non-cash expenses							
(excl. depreciation & amortisation)	(123.9)	(5.2)		(129.1)	(893.3)		(1,022.4)

Gross inflow (sum of gross written premiums and premium inflow of investment contracts without Discretionary Participation Features) can be calculated as follows.

			Insurance	Total	General	Group	
2016	Life	Non-life	Eliminations	Insurance	Account	Eliminations	Total
Gross premium income	4,934.8	4,342.2		9,277.0		(0.3)	9,276.7
Inflow deposit accounting	1,333.7			1,333.7			1,333.7
Gross inflow	6,268.5	4,342.2		10,610.7		(0.3)	10,610.4

			Other	General		
2015	Life	Non-life	Insurance	Account	Eliminations	Total
Income						
- Gross premium income	5,061.3	4,297.5		3.4	(3.6)	9,358.6
- Change in unearned premiums		(31.0)				(31.0)
- Ceded earned premiums	(66.0)	(228.9)		(0.2)	3.4	(291.7)
Net earned premiums	4,995.3	4,037.6		3.2	(0.2)	9,035.9
Interest, dividend and other investment income	2,711.2	313.0	(10.5)	51.4	(56.6)	3,008.5
Unrealised gain (loss) on RPN(I)				65.0		65.0
Result on sales and revaluations	184.1	8.7	(0.2)	(0.6)		192.0
Income related to investments for unit-linked contracts	464.7					464.7
Share in result of associates	253.4	10.9		21.8		286.1
Fee and commission income	325.9	21.8	154.5		(67.0)	435.2
Other income	94.8	59.6	105.0	8.9	(38.5)	229.8
Total income	9,029.4	4,451.6	248.8	149.7	( 162.3 )	13,717.2
Expenses						
- Insurance claims and benefits, gross	(5,985.7)	(2,620.8)		(3.7)	0.2	(8,610.0)
- Insurance claims and benefits, ceded	33.2	69.3				102.5
Insurance claims and benefits, net	(5,952.5)	(2,551.5)		(3.7)	0.2	(8,507.5)
Charges related to unit-linked contracts	(562.2)					(562.2)
Financing costs	(153.1)	(17.5)	(7.6)	(45.5)	56.7	(167.0)
Change in impairments	(69.1)	(2.2)		(8.3)		(79.6)
Change in provisions	0.7	(0.4)		0.1		0.4
Fee and commission expenses	(476.2)	(829.0)	(34.9)	(0.3)	67.0	(1,273.4)
Staff expenses	(394.7)	(323.2)	(109.0)	(22.8)	3.0	(846.7)
Other expenses	(607.8)	(390.4)	(103.3)	(49.5)	35.4	(1,115.6)
Total expenses	( 8,214.9 )	(4,114.2)	( 254.8 )	( 130.0 )	162.3	( 12,551.6 )
Result before taxation	814.5	337.4	(6.0)	19.7		1,165.6
Tax income (expenses)	( 124.2 )	(98.4)	1.2	(4.6)		( 226.0 )
Net result for the period	690.3	239.0	( 4.8 )	15.1		939.6
Attributable to non-controlling interests	117.6	51.8				169.4
Net result attributable to shareholders	572.7	187.2	(4.8)	15.1		770.2
Total income from external customers	8,994.5	4,449.0	180.2	93.5		13,717.2
Total income internal	34.9	2.6	68.6	56.2	(162.3)	
Total income	9,029.4	4,451.6	248.8	149.7	( 162.3 )	13,717.2
Non-cash expenses (excl. depreciation & amortisation)	(170.6)	(2.0)				(172.6)

Gross inflow (sum of gross written premiums and premium inflow of investment contracts without Discretionary Participation Features) can be calculated as follows.

			Other	General		
2015	Life	Non-life	Insurance	Account	Eliminations	Total
Gross premium income	5,061.3	4,297.5		3.4	(3.6)	9,358.6
Inflow deposit accounting	1,307.9					1,307.9
Gross inflow	6,369.2	4,297.5		3.4	(3.6)	10,666.5

#### 9.12 Operating result insurance

To analyse the insurance results, Ageas uses the concept of operating result.

Operating result includes premiums, fees and allocated financial income minus claims and benefits and operating expenses. Realised gains and losses on investments backing certain insurance liabilities, including separated funds, are part of the allocated financial income and are thus included. Financial income, net of the related investment costs, is allocated to the various Life and Non-life classes based on the investment portfolios backing the insurance liabilities of these classes.

The reconciliation of the operating margin and profit before taxation, includes all income and costs not allocated to the insurance or investment contracts and thus not reported in the operating margin.

Within its insurance operating segments, Ageas manages its Life and Non-life businesses separately. Life business includes insurance contracts covering risks related to the life and death of individuals. Life business also includes investment contracts with and without discretionary participation features (DPF). Non-life comprises four lines of business: Accident & Health, Motor, Fire and Other damage to property (covering the risk of property losses or claims liabilities), and Other.

The operating margin for the different segments and lines of business and the reconciliation to profit before taxation are shown below.

			Continental			Insurance	Total	General		Total
2016	Belgium	UK	Europe	Asia	Reinsurance	Eliminations	Insurance	Account	Eliminations	Ageas
Gross inflow Life	4,182.3		1,902.9	183.3			6,268.5			6,268.5
Gross inflow Non-life	1,882.6	1,719.8	739.8		41.1	(41.1)	4,342.2		(0.3)	4,341.9
Operating costs	(534.3)	(197.0)	(201.8)	(22.2)	(2.0)		(957.3)			(957.3)
- Guaranteed products	417.1		104.8	10.0			531.9			531.9
- Unit linked products	18.6		4.0	7.1			29.7			29.7
Life operating result	435.7		108.8	17.1			561.6			561.6
Assistant O. Usalli	20.4	4.0	27.5		(04)		70.0			70.0
- Accident & Health	38.4 59.8	1.0	<i>37.5</i> <i>4.3</i>		(0.1) (1.0)		76.8			76.8
- Motor		(121.6)					(58.5) 97.3			(58.5)
- Fire and other damage to property	60.3	14.7	19.2		3.1		97.3 16.2			97.3 16.2
- Other	16.6	(23.9)	23.5		0.0					
Non-life operating result	175.1	(129.8)	84.5	47.4	2.0		131.8			131.8 <b>693.4</b>
Operating result	610.8	(129.8)	193.3	17.1	2.0		693.4	00.0		
Share in result of associates non allocated	404.7	(20.7)	17.1	209.9	0.0		206.3	26.0		232.3
Other result, including brokerage	104.7	(34.1)	(18.2)	168.5	0.6		221.5	(712.5)		(491.0)
Result before taxation	715.5	( 184.6 )	192.2	395.5	2.6		1,121.2	( 686.5 )		434.7
Key performance indicators Life										
Net underwriting margin	(0.01%)		0.29%				0.08%			0.08%
Investment margin	0.81%		0.45%				0.73%			0.73%
Operating margin	0.80%		0.74%				0.81%			0.81%
- Operating margin Guaranteed products	0.86%		1.21%				0.93%			0.93%
- Operating margin Unit linked products	0.31%		0.07%				0.25%			0.25%
Life cost ratio in %										
of Life technical liabilities (annualised)	0.38%		0.42%				0.42%			0.42%
Key performance indicators Non-life										
Expense ratio	37.7%	31.5%	30.1%		32.4%		34.1%			34.1%
Claims ratio	58.3%	80.7%	58.6%		53.7%		67.0%			67.0%
Combined ratio	96.0%	112.2%	88.7%		86.1%		101.1%			101.1%
Operating margin	9.5%	(8.1%)	12.7%		13.9%		3.2%			3.2%
. 5 - 5		( /								
Technical Insurance liabilities	62,883.4	2,694.6	16,873.8		29.9	( 24.8 )	82,456.9		(8.1)	82,448.8

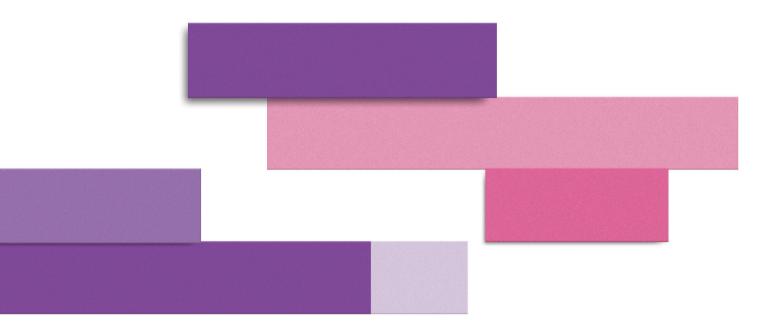
			Continental		General		Total
2015	Belgium	UK	Europe	Asia	Account	Eliminations	Ageas
Gross inflow Life	3,798.6		2,013.4	557.2			6,369.2
Gross inflow Non-life	1,880.5	1,904.8	512.2		3.4	(3.6)	4,297.3
Operating costs	(525.5)	( 177.7 )	( 141.7 )	(64.1)			(909.0)
- Guaranteed products	413.1		70.1	35.5			518.7
- Unit linked products	18.8		4.2	24.0			47.0
Life operating result	431.9		74.3	59.5			565.7
- Accident & Health	34.6	1.4	47.6				83.6
- Motor	76.4	41.2	1.7				119.3
- Fire and other damage to property	79.2	(14.0)	21.0				86.2
- Other	(0.6)	3.9	12.9				16.2
Non-life operating result	189.6	32.5	83.2				305.3
Operating result	621.5	32.5	157.5	59.5			871.0
Share in result of associates non allocated		(0.2)	13.1	248.1	21.8		282.8
Other result, including brokerage	89.8	3.0	(47.6)	(31.3)	(2.1)		11.8
Result before taxation	711.3	35.3	123.0	276.3	19.7		1,165.6
Key performance indicators Life							
Net underwriting margin	0.02%		0.19%	2.28%			0.14%
Investment margin	0.78%		0.34%	(0.16%)			0.66%
Operating margin	0.80%		0.53%	2.12%			0.80%
- Operating margin Guaranteed products	0.86%		0.88%	1.89%			0.90%
- Operating margin Unit linked products	0.32%		0.07%	2.57%			0.36%
Life cost ratio in % of Life technical liabilities (annualised)	0.37%		0.40%	2.28%			0.45%
Key performance indicators Non-life							
Expense ratio	37.8%	32.7%	29.5%				34.6%
Claims ratio	56.9%	69.3%	55.9%				62.2%
Combined ratio	94.7%	102.0%	85.4%				96.8%
Operating margin	10.3%	1.9%	18.3%				7.6%
Technical Insurance liabilities	60,115.2	2,908.9	15,383.5	3,175.4	3.7	(4.8)	81,581.9

Claims ratio : cost of claims, net of reinsurance, as a percentage of net earned premiums.

Expense ratio : expenses as a percentage of net earned premiums. Included in expenses are internal costs of claims handling commissions, net of reinsurance.

Combined ratio : insurer's total expenses as a percentage of net earned premiums. This is the sum of the claims ratio and the

expense ratio.



# Notes to the Consolidated statement of financial position

### Cash and cash equivalents

Cash includes cash on hand, current accounts and other financial instruments with a term of less than three months from the date on which they were acquired.

The composition of cash and cash equivalents as at 31 December is as follows.

	31 December 2016	31 December 2015
Cash on hand	2.8	2.7
Due from banks	2,076.1	2,167.1
Other	102.0	224.5
Total cash and cash equivalents	2,180.9	2,394.3

### **Financial investments**

The composition of financial investments is as follows.

	31 December 2016	31 December 2015
Financial investments		
- Held to maturity	4,715.3	4,802.1
- Available for sale	61,816.9	61,745.8
- Held at fair value through profit or loss	251.1	170.9
- Derivatives held for trading	8.0	28.5
Total, gross	66,791.3	66,747.3
Impairments:		
- of investments available for sale	( 219.9 )	( 200.1 )
Total impairments	(219.9)	( 200.1 )
Total	66,571.4	66,547.2

#### 11.1 Investments held to maturity

	Government	Corporate debt	
	bonds	securities	Total
	-	-	
Investments held to maturity at 1 January 2015	4,801.3	85.7	4,887.0
Maturities	(91.5)	(9.9)	(101.4)
Sales		(1.2)	(1.2)
Amortisation	15.2	2.5	17.7
Investments held to maturity at 31 December 2015	4,725.0	77.1	4,802.1
Maturities	(94.5)	(5.7)	(100.2)
Amortisation	10.9	2.5	13.4
Investments held to maturity at 31 December 2016	4,641.4	73.9	4,715.3
Fair value at 31 December 2015	6,747.1	81.0	6,828.1
Fair value at 31 December 2016	7,046.1	74.8	7,120.9

The fair value of government bonds classified as investments held to maturity is based on quoted prices in active markets (level 1) and the fair value of corporate debt securities classified as investments held to maturity with unobservable prices which are based on counterparty quotes or models (level 3).

In the following table the government bonds classified as held to maturity as at 31 December are detailed by country of origin.

	Historical/	
	amortised	Fair
31 December 2016	cost	value
Belgian national government	4,342.6	6,674.9
Portuguese national government	298.8	371.2
Total	4,641.4	7,046.1
31 December 2015		
31 December 2013		
Belgian national government	4,349.3	6,257.9
Portuguese national government	375.7	489.2
Total	4,725.0	6,747.1

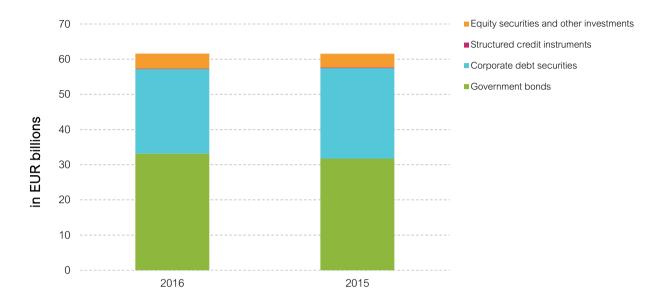
#### 11.2 Investments available for sale

The fair value and amortised cost of investments available for sale including gross unrealised gains, gross unrealised losses, and impairments are as follows.

	Historical/	Gross	Gross			
	amortised	unrealised	unrealised	Total		Fair
31 December 2016	cost	gains	losses	gross	Impairments	value
Government bonds	27,358.5	5,941.2	(102.3)	33,197.4		33,197.4
Corporate debt securities	22,168.4	1,878.2	(42.1)	24,004.5	(22.6)	23,981.9
Structured credit instruments	108.2	11.3	(1.4)	118.1	(0.1)	118.0
Available for sale investments in debt securities	49,635.1	7,830.7	( 145.8 )	57,320.0	(22.7)	57,297.3
Private equities and venture capital	62.6	5.9	(1.3)	67.2		67.2
Equity securities	3,842.9	609.2	(31.6)	4,420.5	( 197.2 )	4,223.3
Other investments	9.2			9.2		9.2
Available for sale investments in						
equity securities and other investments	3,914.7	615.1	(32.9)	4,496.9	( 197.2 )	4,299.7
Total investments available for sale	53,549.8	8,445.8	( 178.7 )	61,816.9	( 219.9 )	61,597.0
	Historical/	Gross	Gross			
	amortised	unrealised	unrealised	Total		Fair
31 December 2015	cost	gains	losses	gross	Impairments	value
				<u> </u>		
Government bonds	26,244.6	5,489.5	(28.8)	31,705.3		31,705.3
Corporate debt securities	24,196.7	1,740.4	(144.7)	25,792.4	(24.4)	25,768.0
Structured credit instruments	182.4	11.8	(2.7)	191.5	(0.1)	191.4
Available for sale investments in debt securities	50,623.7	7,241.7	( 176.2 )	57,689.2	( 24.5 )	57,664.7
Private equities and venture capital	79.0	7.5	( 0.6 )	85.9	( 0.1 )	85.8
Equity securities	3,445.6	574.3	(51.0)	3,968.9	(175.5)	3,793.4
Other investments	1.8			1.8		1.8
Available for sale investments in						
equity securities and other investments	3,526.4	581.8	(51.6)	4,056.6	( 175.6 )	3,881.0
Total investments available for sale	54,150.1	7,823.5	( 227.8 )	61,745.8	( 200.1 )	61,545.7

An amount of EUR 1,288.4 million of the investments available for sale has been pledged as collateral (2015; EUR 1,189.6 million) (see also note 22 Borrowings).

The portfolio of investments available for sale at year-end can be shown as follows.



The valuation of investments available for sale is based on:

- Level 1: quoted prices in active markets;
- Level 2: observable market data in active markets;
- Level 3: unobservable inputs (counterparty quotes).

The valuation at year-end is as follows.

2016	Level 1	Level 2	Level 3	Total
Government bonds	33,149.6	47.8		33,197.4
Corporate debt securities	23,342.0	639.9		23,981.9
Structured credit instruments	37.3	49.3	31.4	118.0
Equity securities, private equities and other investments	2,839.9	1,313.0	146.8	4,299.7
Total Investments available for sale	59,368.8	2,050.0	178.2	61,597.0

2015	Level 1	Level 2	Level 3	Total
	•			
Government bonds	31,678.8	26.5		31,705.3
Corporate debt securities	24,831.7	936.3		25,768.0
Structured credit instruments	85.7	66.9	38.8	191.4
Equity securities, private equities and other investments	2,891.5	808.4	181.1	3,881.0
Total Investments available for sale	59,487.7	1,838.1	219.9	61,545.7

The changes in level 3 valuation are as follows.

	2016	2015_
Balance as at 1 January	219.9	225.4
Maturity/redemption or repayment	( 25.1 )	(13.6)
Acquired	13.2	24.4
Proceeds from sales	(26.7)	(53.5)
Realised gains (losses)	2.6	(1.5)
Impairments	(4.7)	(0.9)
Unrealised gains (losses)	(1.0)	5.1
Transfers between valuation categories		34.5
Balance as at 31 December	178.2	219.9

Level 3 valuations for private equities and venture capital use fair values disclosed in the audited financial statements of the relevant participations. Level 3 valuations for equities and asset-backed securities use a discounted cash flow methodology. Expected cash flows take into account original underwriting criteria, borrower attributes (such as age and credit scores), loan-to-value ratios, expected house price movements and expected prepayment rates etc. Expected cash flows are discounted at risk-adjusted rates. Market participants often use such discounted cash flow techniques to price private equities and venture capital. We rely also on these quotes to a certain extent when valuing these instruments. These

techniques are subject to inherent limitations, such as estimation of the appropriate risk-adjusted discount rate, and different assumptions and inputs would yield different results.

The level 3 positions are mainly sensitive to a change in the level of expected future cash flows and, accordingly, their fair values vary in proportion to changes of these cash flows. The changes in value of the level 3 instruments are accounted for in other comprehensive income.

Government bonds detailed by country of origin

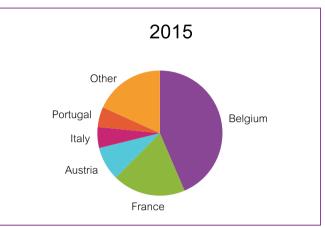
Government bonds as at 31 December detailed by country of origin are as follows.

31 December 2016	Historical/ amortised cost 11,881.9	Gross unrealised gains (losses)	Fair value
31 December 2016	cost		
31 December 2016		gains (losses)	value
	11 001 0		
Belgian national government	11,001.9	2,777.4	14,659.3
French national government	5,001.0	1,305.3	6,306.3
Austrian national government	2,351.0	555.9	2,906.9
Portuguese national government	2,018.8	52.2	2,071.0
Italian national government	1,186.3	299.3	1,485.6
Spanish national government	1,366.7	114.8	1,481.5
German national government	859.2	337.7	1,196.9
Irish national government	608.8	71.2	680.0
Dutch national government	527.3	90.9	618.2
Slovakian national government	299.5	44.0	343.5
Polish national government	259.2	62.7	321.9
Czech Republic national government	197.7	24.2	221.9
British national government	209.2	11.9	221.1
Finnish national government	132.4	32.2	164.6
US national government	23.3	(0.1)	23.2
Other national governments	436.2	59.3	495.5
Total	27,358.5	5,838.9	33,197.4
	Historical/	Gross	
	amortised	unrealised	Fair
31 December 2015	cost	gains (losses)	value
Belgian national government	11,367.0	2,435.8	13,802.8
French national government	4,879.3	1,111.6	5,990.9
Austrian national government	2,307.6	467.3	2,774.9
Portuguese national government	1,520.5	186.7	1,707.2
Italian national government	1,268.9	375.7	1,644.6
Spanish national government	703.7	88.6	792.3
German national government	950.5	306.7	1,257.2
Irish national government	659.9	83.1	743.0
Dutch national government	581.6	73.0	654.6
Slovakian national government	304.1	49.3	353.4
Polish national government	247.1	67.3	314.4
Czech Republic national government	197.9	29.5	227.4
British national government	297.7	14.2	311.9
Finnish national government	133.0	29.2	162.2
US national government	341.5	83.3	424.8
Other national governments	484.3	59.4	543.7
Total	26,244.6	5,460.7	31,705.3

There were no impairments on government bonds in 2016 and 2015.

The share per country in the investment portfolio of government bonds, based on fair value at year-end can be shown graphically as follows.





The table below shows net unrealised gains and losses on investments available for sale included in equity (which includes debt securities, equity securities and other investments). Equity securities and other investments also include private equities and venture capital.

	31 December 2016	31 December 2015
Available for sale investments in debt securities:		
Carrying amount	57,297.3	57,664.7
Gross unrealised gains and losses	7,684.9	7,065.5
- Related tax	(2,597.2)	( 2,337.3 )
Shadow accounting	(3,701.3)	( 2,573.3 )
- Related tax	1,256.7	823.3
Net unrealised gains and losses	2,643.1	2,978.2

	31 December 2016	31 December 2015
Available for sale investments in equity securities and other investments:		
Carrying amount	4,299.7	3,881.0
Gross unrealised gains and losses	582.2	530.2
- Related tax	(67.8)	(50.4)
Shadow accounting	( 282.4 )	( 183.9 )
- Related tax	96.1	64.1
Net unrealised gains and losses	328.1	360.0

#### Impairments of investments available for sale

The following table shows the breakdown of impairments of investments available for sale.

	31 December 2016	31 December 2015
Impairments of investments available for sale:		
- debt securities	( 22.7 )	( 24.5 )
- equity securities and other investments	( 197.2 )	( 175.6 )
Total impairments of investments available for sale	(219.9)	( 200.1 )

The changes in impairments of investments available for sale are as follows.

	2016	2015
Balance as at 1 January	( 200.1 )	( 164.3 )
Increase in impairments	(58.0)	( 69.9 )
Reversal on sale/disposal	36.7	33.7
Foreign exchange differences and other adjustments	1.5	0.4
Balance as at 31 December	(219.9)	( 200.1 )

#### 11.3 Investments held at fair value through profit or loss

The following table provides information as at 31 December about investments held at fair value, for which unrealised gains or losses are recorded through profit or loss.

	31 December 2016	31 December 2015
Corporate debt securities	69.3	75.7
Debt securities	69.3	75.7
Equity securities	117.5	49.3
Other investments	64.3	45.9
Equity securities and other investments	181.8	95.2
Total investments held at fair value through profit or loss	251.1	170.9

Investments held at fair value through profit or loss include primarily investments related to insurance liabilities where cash flows are linked to the performance of these assets, either contractually or on the basis of discretionary participation and whose measurement incorporates current information. This measurement significantly reduces an accounting mismatch that would otherwise arise from measuring assets and liabilities and the related gains and losses on different bases.

The nominal value of the debt securities held at fair value through profit or loss as at 31 December 2016 is EUR 69.4 million (31 December 2015: EUR 76.3 million).

The valuation of investments held at fair value through profit or loss is based on:

- Level 1: quoted prices in active markets;
- Level 2: observable market data in active markets;
- Level 3: unobservable inputs (counterparty quotes).

The valuation at year-end is as follows.

2016	Level 1	Level 2	Level 3	Total
Corporate debt securities	69.3			69.3
Equity securities	76.5	41.0		117.5
Other investments		64.3		64.3
Total Investments held at fair value through profit or loss	145.8	105.3		251.1

2015	Level 1	Level 2	Level 3	Total
	·	·	•	
Corporate debt securities	50.9	24.8		75.7
Equity securities		49.3		49.3
Other investments		45.9		45.9
Total Investments held at fair value through profit or loss	50.9	120.0		170.9

#### 11.4 Derivatives held for trading (assets)

The following table provides a break down of derivatives held for trading (assets).

	31 December 2016	31 December 2015
Over the counter (OTC)	8.0	28.4
Exchange traded		0.1
Total derivatives held for trading (assets)	8.0	28.5

Derivatives held for trading mainly relate to interest rate and equity options and interest rate swaps. Derivatives held for trading in 2016 and 2015 are based on a level 2 valuation (observable inputs from active markets) (see also note 29 Derivatives for further details).

# 12 Investment property

Investment property mainly comprises office buildings and retail space.

	31 December 2016	31 December 2015
Investment property	2,821.3	2,897.9
Impairments of investment property	(48.8)	(50.8)
Total investment property	2,772.5	2,847.1

The following table shows the changes in investment property in the year ended 31 December.

	2016	2015
Acquisition cost as at 1 January	3,713.6	3,476.1
Acquisitions/divestments of subsidiaries	20.2	312.9
Additions/purchases	56.8	56.3
Capital improvements	42.0	15.6
Disposals	(116.7)	(90.4)
Transfer from (to) property, plant and equipment		3.6
Foreign exchange differences	(6.2)	0.6
Other	( 128.4 )	(61.1)
Acquisition cost as at 31 December	3,581.3	3,713.6
Accumulated depreciation as at 1 January	(815.7)	(787.7)
Acquisitions/divestments of subsidiaries	108.0	
Depreciation expense	(95.1)	( 88.0 )
Reversal of depreciation due to disposals	33.9	31.1
Transfer from (to) property, plant and equipment		(0.3)
Foreign exchange differences	0.2	( 0.1 )
Other	8.7	29.3
Accumulated depreciation as at 31 December	(760.0)	(815.7)
Impairments as at 1 January	(50.8)	( 47.1 )
Increase in impairments charged to income statement	(3.1)	(9.6)
Reversal of impairments credited to income statement	2.0	5.7
Reversal of impairments due to disposals	3.1	0.2
Impairments as at 31 December	( 48.8 )	( 50.8 )
Net investment property as at 31 December	2,772.5	2,847.1
Cost of investment property under construction	123.9	25.1

The amounts in 2015 reported in the 'Other' line item under acquisition cost and accumulated depreciation relates to the reclass of investment property to property for own use in Belgium.

The amount in 2016 in 'Other' is mainly related to a reclassification of the PWC building in Luxembourg to assets held for sale due to the

committed sale of full consolidated subsidiary B.G. 1 in Luxemburg. The deal is expected to close in the first quarter of 2017.

An amount of EUR 223.6 million of investment property was pledged as collateral as at 31 December 2016 (31 December 2015: EUR 229.3 million) (see also note 22 Borrowings).

Annual appraisals, whereby the independent appraisers are rotated every three years, cover almost all of the investment properties. Fair values (level 3) are based on non-observable market data and/or discounted cash flows. Expected property cash flows take into account expected rental income growth rates, void periods, occupancy rates, lease incentive costs, such as rent-free periods,

and other costs not paid by tenants. Expected net cash flows are then discounted using risk-adjusted discount rates. Among other factors, the discount rate estimation considers the quality of a building and its location (prime vs secondary), tenant credit quality and lease terms. For development property (i.e. under construction), the fair value is set to cost until the property is operational.

The fair value of investment property is set out below.

	31 December 2016	31 December 2015
Fair values supported by market evidence	160.2	354.3
Fair value subject to an independent valuation	3,685.3	3,607.0
Total fair value of investment property	3,845.5	3,961.3
Total carrying amount	2,772.5	2,847.1
Gross unrealised gains (losses)	1,073.0	1,114.2
Taxation	( 353.1 )	( 368.8 )
Net unrealised gains (losses) (not recognised in equity)	719.9	745.4

The depreciation of buildings is calculated using the linear method to write down the cost of such assets to their residual values over their estimated useful lives. Real estate is split into the following components: structure, closing, techniques and equipment, heavy finishing and light finishing.

The maximum useful life of the components is as follows:

- Structure \_\_\_\_\_\_50 years for offices and retail; 70 years for residential;

Land has an unlimited useful life and is therefore not depreciated. IT, office and equipment are depreciated over their respective useful lives, which are determined individually. As a general rule, residual values are considered to be zero.

#### Property rented out under operating lease

Ageas rents certain assets – mainly property held for investment purposes – to external parties based on operating lease agreements. As at 31 December the minimum payments to be received from irrevocable lease agreements amounted to:

	2016	2015
Less than 3 months	56.0	58.5
3 months to 1 year	162.6	173.2
1 year to 5 years	690.1	722.1
More than 5 years	892.0	777.4
Total	1,800.7	1,731.2

An amount of EUR 65.2 million in 2016 of the total minimum payments to be received from irrevocable lease agreements relates to property, plant and equipment (2015: EUR 33.1 million). The remainder relates to investment property.

## 13 Loans

The composition of loans is as follows.

	31 December 2016	31 December 2015
Government and official institutions	3,803.1	2,922.4
Residential mortgages	1,288.6	1,336.6
Commercial loans	2,009.9	1,604.9
Interest bearing deposits	737.4	542.2
Loans to banks	512.1	536.3
Policyholder loans	265.5	284.1
Corporate loans	79.7	83.8
Total	8,696.3	7,310.3
Less impairments	(11.3)	( 24.0 )
Total Loans	8,685.0	7,286.3

#### 13.1 Commercial loans

The composition of commercial loans is as follows.

	31 December 2016	31 December 2015
Consumer loans		16.6
Real Estate	243.0	359.2
Infrastructure	520.4	305.6
Other	1,246.5	923.5
Total commercial loans	2,009.9	1,604.9

The 'Real Estate' line item under commercial loans includes the Mezzanine loan of USD 55.1 million to DTH partners LLC (see also note 8 Related parties and note 14 Investments in associates) whereas the bridge loans (USD 7.9 million, including accrued interests) between EBNB 70 Pine Development and AG Real Estate (AG Westloan) is included in the 'Other' line item under commercial loans.

Ageas has granted credit lines for a total amount of EUR 850 million (31 December 2015: EUR 709 million).

#### 13.2 Loans to banks

Loans to banks consist of the following.

	31 December 2016	31 December 2015
Loans and advances	432.6	504.6
Other	79.5	31.7
Total loans to banks	512.1	536.3

#### 13.3 Collateral on loans

The following table provides details of collateral and guarantees received as security for loans.

Total credit exposure loans	2016	2015
Carrying amount	8,685.0	7,286.3
Collateral received		
Financial instruments	348.4	680.7
Property, plant & equipment	2,171.4	2,223.6
Other collateral and guarantees	62.6	53.4
Collateral amounts in excess of credit exposure 1)	1,091.8	1,438.5
Unsecured exposure	7,194.4	5,767.1

<sup>1)</sup> Collateral amounts in excess of credit exposure relate to loans for which the collateral is higher than the underlying individual loan. As this additional collateral cannot be off-set against loans for which the collateral is lower than the underlying individual loan, an excess position is added to the unsecured exposure.

#### 13.4 Impairments on loans

Changes in the impairments on loans are as follows.

	2016			2015	
	Specific		Specific		
	credit risk	IBNR	credit risk	IBNR	
Balance as at 1 January	23.1	0.8	24.4	0.9	
Acquisitions/divestments of subsidiaries	(10.2)				
Increase in impairments	2.0		3.0		
Release of impairments	(0.7)		(0.6)	(0.4)	
Write-offs of uncollectible loans	(3.7)		(4.8)		
Foreign exchange differences and other adjustments			1.1	0.3	
Balance as at 31 December	10.5	0.8	23.1	0.8	

The following table provides details of collateral and guarantees received as security for impaired loans.

Total impaired credit exposure on loans	2016	2015
Impaired outstanding	57.5	72.7
Collateral received		
Financial instruments	0.8	0.1
Property, plant & equipment	79.3	108.1
Collateral and guarantees in excess of impaired credit exposure 1)	23.7	46.9
Unsecured exposure	1.1	11.4

<sup>1)</sup> Collateral amounts in excess of credit exposure relate to loans for which the collateral is higher than the underlying individual loan. As this additional collateral cannot be off-set against loans for which the collateral is lower than the underlying individual loan, an excess position is added to the unsecured exposure.

### **Investments in associates**

The following table provides an overview of the most significant investments in associates as at 31 December. The percentage of interest may include more than one percentage if interests are held in more than one entity of the associate group and these percentages are not the same.

			2016	2015
		%	Carrying	Carrying
		interest	amount	amount
Associates				
Taiping Holdings	China	20.0% - 24.9%	968.9	1,173.1
Muang Thai Group Holding	Thailand	7.8% - 30.9%	562.5	474.8
Mayban Ageas Holding Berhad	Malaysia	31.0%	365.5	292.1
Cardif Lux Vie	Luxembourg	33.3%	135.6	136.6
DTHP	Belgium	33.0%	99.7	79.0
Tesco Insurance Ltd	UK	50.1%	76.4	96.9
East West Ageas Life	Philippines	50.0%	71.8	28.8
Evergreen	Belgium	35.7%	54.7	56.8
Predirec	Belgium	29.4%	49.0	55.7
Royal Park Investments	Belgium	44.7%	41.9	41.1
Aksigorta	Turkey	36.0%	115.7	126.2
IDBI Federal Life Insurance	India	26.0%	23.6	22.7
MB Ageas Life JSC	Vietnam	32.0%	13.2	
Other			277.2	257.6
Total			2,855.7	2,841.4

A new associate compared to last year is MB Ageas Life JSC based in Vietnam. We also refer to note 3 Acquisitions and disposals.

The carrying value of Taiping Holdings decreased in 2016 due to unrealised losses and an unfavourable exchange rate evolution.

The details of the associates are as follows.

	Total	Total			Total	Total			Dividend
2016	assets	liabilities	Equity	Ageas part	income	expenses	Net Result	Ageas part	received
Taiping Holdings	44,332.6	40,417.9	3,914.7	965.3	14,378.5	(13,953.0)	425.5	105.5	71.5
Muang Thai Group Holding	10,664.7	8,832.0	1,832.7	528.9	3,024.1	(2,784.4)	239.7	70.2	15.9
Mayban Ageas Holding Berhad	6,771.9	5,658.0	1,113.9	344.8	1,339.2	(1,209.5)	129.7	40.1	17.9
Cardif Lux Vie	21,291.4	20,884.7	406.7	135.6	3,618.5	(3,589.9)	28.6	9.6	7.2
DTHP	1,011.5	709.4	302.1	99.7	112.6	(101.4)	11.2	3.7	
Tesco Insurance Ltd	1,127.0	974.6	152.4	76.4	487.1	(528.5)	(41.4)	(20.7)	
East West Ageas Life	154.9	11.7	143.2	71.6	5.6	(17.4)	(11.8)	(5.8)	
Evergreen	270.0	118.1	151.9	54.2	21.9	(5.8)	16.1	5.7	
Predirec	167.5	1.3	166.2	49.0	3.8	(0.2)	3.6	1.1	
Royal Park Investments	93.9	0.3	93.6	41.8	83.7	(21.4)	62.3	27.9	17.2
Aksigorta	545.2	429.6	115.6	41.6	362.8	(341.7)	21.1	7.6	
IDBI Federal Life Insurance	832.1	741.4	90.7	23.6	231.0	(230.8)	0.2	0.1	
MB Ageas Life JSC	46.5	0.8	45.7	14.6	0.7	(1.3)	(0.6)	(0.2)	
Related Goodwill				132.0					
Other				276.6				5.0	21.5
Total				2,855.7				249.8	151.2

	Total	Total			Total	Total			Dividend
_2015	assets	liabilities	Equity	Ageas part	income	expenses	Net Result	Ageas part	received
	-					-	<u> </u>	-	
Taiping Holdings	44,666.0	39,952.4	4,713.6	1,169.3	14,143.6	( 13,479.4 )	664.2	165.3	13.0
Muang Thai Group Holding	8,506.8	6,976.5	1,530.3	442.6	2,721.3	(2,520.5)	200.8	58.9	13.0
Mayban Ageas Holding Berhad	5,762.1	4,818.2	943.9	292.1	1,182.8	(1,110.3)	72.5	22.4	17.8
Cardif Lux Vie	19,289.7	18,880.0	409.7	136.6	3,038.5	(2,992.5)	46.0	15.3	
DTHP	1,284.4	1,044.9	239.5	79.0	60.7	(80.9)	(20.2)	(6.7)	
Tesco Insurance Ltd	1,230.2	1,036.9	193.3	96.8	573.4	(573.7)	(0.3)	(0.2)	
East West Ageas Life	41.9	5.6	36.3	9.1		(3.1)	(3.1)	(0.8)	
Evergreen	262.1	111.6	150.5	53.7	17.3	(11.4)	5.9	2.1	
Predirec	190.1	1.1	189.0	55.7	3.1	(0.9)	2.2	0.6	
Royal Park Investments	92.1	0.2	91.9	41.1	56.7	(16.1)	40.6	18.2	14.7
Aksigorta	548.2	437.9	110.3	39.7	387.9	(394.1)	(6.2)	(2.2)	2.7
IDBI Federal Life Insurance	683.6	593.5	90.1	23.4	221.3	(212.7)	8.6	2.2	
Related Goodwill				148.0					
Other				254.3				11.0	20.8
Total				2,841.4				286.1	82.0

Equity associates are subject to dividend restrictions arising from minimum capital and solvency requirements imposed by regulators in the countries in which those equity associates operate. Dividend payments of associates are sometimes subject to shareholder agreements with the partners in the company. In certain situations, consensus is required before dividend is declared.

In addition, shareholder agreements (related to parties having an interest in a company in which Ageas has a non-controlling interest) may include:

- specific articles on voting rights or dividend distribution;
- lock-up periods during which all parties having shares are not allowed to sell shares before a certain period or without prior approval of the other parties involved;

- options to sell or resell shares to the other party/parties involved in the shareholder agreement, including the underlying calculation methodology to value the shares;
- earn-out mechanisms which allow the party originally selling the shares additional revenues when certain objectives are realised;
- exclusivity clauses or non-compete clauses related to the sales of insurance products.

#### Royal Park Investments

After the disposal of the assets and settlement of the liabilities, the remaining activity of RPI is essentially limited to the management of litigation initiated against a number of US assets.

### Reinsurance and other receivables

The table below shows the components of reinsurance and other receivables as at 31 December.

	31 December 2016	31 December 2015
Reinsurers' share of liabilities arising		
from insurance and investment contracts	639.4	596.6
Receivables from policyholders	577.0	579.9
Fees and commissions receivable	62.7	66.4
Receivables from intermediaries	337.1	483.1
Reinsurance receivables	23.4	19.1
Other	584.5	285.5
Total gross	2,224.1	2,030.6
Impairments	(31.8)	( 16.7 )
Net total	2,192.3	2,013.9

The line 'Other' includes VAT and other indirect taxes. In 2016, it also includes the advance payment of EUR 241 million to the Stichting Forsettlement (see note 26 Provisions).

Changes in impairments of reinsurance and other receivables

The following table shows the changes in the impairments of reinsurance and other receivables.

	2016	2015
Balance as at 1 January	16.7	14.8
Acquisitions/divestments of subsidiaries	16.9	
Increase in impairments	1.6	1.9
Release of impairments	(4.2)	(1.9)
Write-offs of uncollectible amounts	( 0.1 )	( 0.9 )
Foreign exchange differences and other adjustments	0.9	2.8
Balance as at 31 December	31.8	16.7

Changes in the reinsurer's share of liabilities arising from insurance and investment contracts

Changes in the reinsurer's share of liabilities arising from insurance and investment contracts are shown below.

	2016	2015
Balance as at 1 January	596.6	604.2
Acquisitions/divestments of subsidiaries	(3.3)	
Change in liabilities current year	61.9	46.8
Change in liabilities prior years	(17.2)	(100.6)
Claims paid current year	12.5	8.6
Claims paid prior years	17.7	18.0
Other net additions through income statement	8.4	1.4
Foreign exchange differences and other adjustments	(37.2)	18.2
Balance as at 31 December	639.4	596.6

### **Accrued interest and other assets**

The table below shows the components of accrued interest and other assets as at 31 December.

	31 December 2016	31 December 2015
Deferred acquisition cost	450.1	872.2
Deferred other charges	88.6	121.9
Accrued income	1,243.4	1,307.1
Derivatives held for hedging purposes	4.4	133.9
Property intended for sale	82.4	82.6
Defined benefit assets	0.2	15.8
Other	37.7	37.8
Total gross	1,906.8	2,571.3
Impairments	(0.7)	(3.3)
Accrued interest and other assets	1,906.1	2,568.0

Accrued income consists mainly of accrued interest income on government bonds (2016: EUR 746 million; 2015: EUR 739 million), corporate bonds (2016: EUR 387 million; 2015: EUR 436 million) and structured credit instruments (2016: EUR 1 million; 2015: EUR 2 million).

#### Deferred acquisition costs

Changes in deferred acquisition costs related to insurance and investment contracts are shown below.

	2016	2015
Balance as at 1 January	872.2	787.0
Acquisitions/divestments of subsidiaries	( 395.8 )	
Capitalised deferred acquisition costs	427.6	410.5
Depreciation expense	(397.2)	(389.0)
Other adjustments including exchange rate differences	(56.7)	63.7
Balance as at 31 December	450.1	872.2

The line item, acquisitions/ divestments of subsidiaries, for 2016 consists of the deferred acquisition costs of AICA (see also note 3 Acquisitions and disposals).

### **Property, plant and equipment**

Property, plant and equipment include owner-occupied office buildings and owner-managed public car parks.

The table below shows the carrying amount for each category of property, plant and equipment as at 31 December.

	31 December 2016	31 December 2015
Land and buildings held for own use	1,036.0	1,010.5
Leasehold improvements	27.8	37.1
Equipment	108.5	104.5
Total	1,172.3	1.152.1

Changes in property, plant and equipment

Changes in property, plant and equipment are shown below.

	Land and buildings	Leasehold		
	held for	improve-		
2015	own use	ments	Equipment	Total
Acquisition cost as at 1 January	1,468.3	67.8	353.8	1,889.9
Acquisitions/divestments of subsidiaries	10.7			10.7
Additions	33.1	10.2	31.2	74.5
Reversal of cost due to disposals		(0.2)	(71.4)	(71.6)
Transfer from (to) investment property	(3.6)			(3.6)
Foreign exchange differences	2.0	1.5	10.3	13.8
Other	61.4		(13.8)	47.6
Acquisition cost as at 31 December	1,571.9	79.3	310.1	1,961.3
Accumulated depreciation as at 1 January	( 489.0 )	( 35.9 )	(238.0)	(762.9)
Depreciation expense	(34.5)	(6.0)	(38.9)	(79.4)
Reversal of depreciation due to disposals		0.2	70.7	70.9
Transfer from (to) investment property	0.3			0.3
Foreign exchange differences		(1.0)	(7.9)	(8.9)
Other	(29.6)	0.5	8.5	(20.6)
Accumulated depreciation as at 31 December	( 552.8 )	( 42.2 )	( 205.6 )	(800.6)
Impairments as at 1 January	(7.6)			(7.6)
Increase in impairments charged to the income statement	( 0.5 )			(0.5)
Other	( 0.5 )			(0.5)
Impairments as at 31 December	(8.6)			(8.6)
Property, plant and equipment as at 31 December	1,010.5	37.1	104.5	1,152.1

	Land and			
	buildings held for	Leasehold		
2016	own use	improvements	Equipment	Total
Acquisition cost as at 1 January	1,571.9	79.3	310.1	1,961.3
Acquisitions/divestments of subsidiaries	.,	(11.3)	8.1	(3.2)
Additions	69.0	(1.5)	22.2	89.7
Reversal of cost due to disposals	(4.7)	(0.1)	(16.1)	(20.9)
Foreign exchange differences	(5.1)	(1.6)	(11.9)	(18.6)
Other	(3.7)	(0.5)	1.3	(2.9)
Acquisition cost as at 31 December	1,627.4	64.3	313.7	2,005.4
Accumulated depreciation as at 1 January	( 552.8 )	( 42.2 )	( 205.6 )	(800.6)
Acquisitions/divestments of subsidiaries		7.7	(5.4)	2.3
Depreciation expense	(37.0)	(6.0)	(36.2)	(79.2)
Reversal of depreciation due to disposals	4.0	0.1	13.3	17.4
Foreign exchange differences	0.2	0.9	8.5	9.6
Other	1.4	3.0	20.2	24.6
Accumulated depreciation as at 31 December	(584.2)	(36.5)	( 205.2 )	(825.9)
Impairments as at 1 January	(8.6)			(8.6)
Reversal of impairments credited to the income statement	1.4			1.4
Impairments as at 31 December	(7.2)			(7.2)
Property, plant and equipment as at 31 December	1,036.0	27.8	108.5	1,172.3

An amount of EUR 202.9 million of property, plant and equipment has been pledged as collateral (31 December 2015: EUR 202.7 million). The line item, Acquisitions/divestments of subsidiaries, for 2016 consists of the leasehold improvements of AICA (divestment) and the equipment of both AICA (divestment) and Ageas Seguros (acquisition).

Property, other than car parks, is externally appraised each year, whereby the independent appraisers are rotated every three years. Fair values reflect level 3.

Ageas determines car park fair values using in-house models that also use unobservable market data (level 3). The resulting fair values are calibrated based on available market data and/or transactions. Level 3 valuation techniques are used for measuring car parks primarily using discounted cash flows. Expected car park cash flows take into account expected inflation, and economic growth in individual car park areas, among other factors. The expected net cash flows are discounted using risk-adjusted discount rates. The discount rate estimation considers the quality of the car park and its location, among other factors.

#### Fair value of land and buildings held for own use

The fair value of owner-occupied property is set out below.

	31 December 2016	31 December 2015
Total fair value of Land and buildings held for own use	1,452.5	1,441.3
Total carrying amount	1,036.0	1,010.5
Gross unrealised gains (losses)	416.5	430.8
Taxation	( 141.6 )	( 146.4 )
Net unrealised gains (losses) (not recognised in equity)	274.9	284.4

The depreciation methods for property, plant and equipment are the same as set out in note 12 Investment property.

### Goodwill and other intangible assets

Goodwill and other intangible assets as at 31 December are as follows.

	31 December 2016	31 December 2015
Goodwill	697.4	822.7
VOBA	106.0	312.6
Purchased software	21.2	28.7
Internally developed software	8.2	6.4
Other intangible assets	384.9	368.8
Total	1,217.7	1,539.2

Value of business acquired (VOBA) is the difference between the fair value at acquisition date and the subsequent book value of a portfolio of contracts acquired separately or in a business combination. VOBA is recognised as an intangible asset and amortised over the income recognition period of the portfolio of contracts. The main contributors to VOBA are Ageas Insurance Company Asia (AICA) (2015 only) and Millenniumbcp Ageas. The decrease in VOBA is, besides the sale of AICA in 2016, due to amortisation.

Other intangible assets include intangible assets with a finite useful life, such as concessions, patents, licences, trademarks and other similar rights. This mainly relates to AG Real Estate. In general, software is amortised over a maximum of five years and other intangible assets have an expected useful life of 10 years at most. Other intangible assets are amortised in accordance with their expected lives.

With the exception of goodwill, Ageas does not have any intangible assets with indefinite useful lives.

#### Changes in goodwill and other intangible assets

Changes in goodwill and other intangible assets for the years 2015 and 2016 are shown below.

2045	Goodwill	VOBA	Purchased	Internally developed	Other intangible	Total
2015	Goodwiii	VUBA	software	software	assets	Total
Acquisition cost or at 4 January	005.0	000.0	47.0	40.0	504.4	0.400.4
Acquisition cost as at 1 January	925.9	826.8	47.3	16.0	584.1	2,400.1
Acquisitions/divestments of subsidiaries	4.2		40.4	0.4	18.8	23.0
Additions			16.1	2.4	15.8	34.3
Reversal of cost due to disposals			(1.7)		(23.7)	(25.4)
Foreign exchange differences	56.7	34.6	1.9		0.2	93.4
Other		( 0.1 )	15.0		1.7	16.6
Acquisition cost as at 31 December	986.8	861.3	78.6	18.4	596.9	2,542.0
Accumulated amortisation as at 1 January		(499.7)	(29.5)	(10.2)	(209.9)	(749.3)
Amortisation expense		(35.5)	(12.1)	( 1.8 )	(23.4)	(72.8)
Reversal of amortisation due to disposals			1.7		22.3	24.0
Foreign exchange differences		(13.5)	(1.4)		(0.2)	(15.1)
Other			(8.6)		(1.3)	(9.9)
Accumulated amortisation as at 31 December		(548.7)	(49.9)	(12.0)	(212.5)	(823.1)
Impairments as at 1 January	(146.1)				(16.1)	(162.2)
Increase in impairments charged to the income statement	(2.8)				(0.7)	(3.5)
Reversal of impairments credited to the income statement					0.7	0.7
Foreign exchange differences	(15.2)					(15.2)
Other	( /				0.5	0.5
Impairments as at 31 December	(164.1)				(15.6)	(179.7)
The state of the s	( )				( 10.0 )	( )
Goodwill and other intangible assets as at 31 December	822.7	312.6	28.7	6.4	368.8	1,539.2

			Purchased	Internally developed	*	
2016	Goodwill	VOBA	software	software	assets	Total
Acquisition cost as at 1 January	986.8	861.3	78.6	18.4	596.9	2,542.0
Acquisitions/divestments of subsidiaries	(216.8)	(317.2)	(21.6)	24.0	20.2	(511.4)
Additions			10.4	3.9	10.2	24.5
Adjustments arising from subsequent						
changes in value of assets and liabilities	(0.2)				(1.5)	(1.7)
Reversal of cost due to disposals			(7.4)	(3.2)	(5.8)	( 16.4 )
Foreign exchange differences	(34.0)	(15.1)	(3.4)			(52.5)
Other	(1.6)		0.1		10.6	9.1
Acquisition cost as at 31 December	734.2	529.0	56.7	43.1	630.6	1,993.6
Accumulated amortisation as at 1 January		(548.7)	(49.9)	(12.0)	( 212.5 )	(823.1)
Acquisitions/divestments of subsidiaries		143.3	16.5	(19.9)		139.9
Amortisation expense		(24.2)	(12.6)	(3.6)	(18.9)	(59.3)
Reversal of amortisation due to disposals			0.1			0.1
Foreign exchange differences		6.6	2.0			8.6
Other			8.4	0.6	(1.3)	7.7
Accumulated amortisation as at 31 December		( 423.0 )	(35.5)	(34.9)	( 232.7 )	(726.1)
Impairments as at 1 January	(164.1)				(15.6)	(179.7)
Acquisitions/divestments of subsidiaries	121.3					121.3
Increase in impairments charged to the income statement	(4.7)					(4.7)
Reversal of impairments credited to the income statement					2.6	2.6
Foreign exchange differences	10.7					10.7
Impairments as at 31 December	(36.8)				(13.0)	(49.8)
Goodwill and other intangible assets as at 31 December	697.4	106.0	21.2	8.2	384.9	1,217.7

The line 'Other' in the purchased software column in 2015 and in the 'Other intangible assets' column in 2016, relates to a transfer from equipment (see note 17 Property, plant and equipment). For more information on the acquisition and divestment of subsidiaries, see note 3 Acquisitions and disposals.

#### Impairment of goodwill

Impairment testing of goodwill is performed annually at the end of the year by comparing the recoverable amount of cash-generating units (CGU) with their carrying amount. The recoverable amount is the higher of the value in use and fair value less costs to sell. The type of acquired entity, the level of operational integration and common management, determines the definition of the CGU. Based on these criteria, Ageas has designated CGU's on country level.

The recoverable amount of a CGU is assessed by means of a discounted cash-flow model of the anticipated future cash flows of the CGU. The key assumptions used in the cash flow model depend on input reflecting various financial and economic variables, including the risk-free rate in a given country and a premium to reflect the inherent risk of the entity being evaluated.

These variables are determined on the basis of management's judgement. If the entity is listed on a stock market, the market price will also be considered an element in the evaluation.

The breakdown of goodwill and impairments for the main cash-generating units as at 31 December 2016 is as follows.

Cash-generating unit (CGU)	Goodwill amount	Impairments	Net amount	Segment	Method used for recoverable amount
Ageas Portugal	332.8		332.8	Continental Europe (CEU)	Value in use
Ageas (UK)	274.9	29.3	245.6	United Kingdom (UK)	Value in use
Cargeas Assicurazioni	92.2		92.2	Continental Europe (CEU)	Value in use
Other	34.3	7.5	26.8		Value in use
Total	734.2	36.8	697.4		

#### Ageas Portugal

The reported goodwill for Ageas Portugal amounts to EUR 332.8 million (2015: EUR 168.4 million). The increase relates to the acquisition in 2016 of Ageas Seguros (see note 3.1). In 2016, the legal structure in Portugal has been simplified and restructured and all Portuguese entities are now owned and controlled by Ageas Portugal Holding with a central Executive Committee on country-level which decides on all strategic issues. Therefore as from 2016, Ageas Portugal is considered as one CGU where in previous years the entities were considered to be separate CGU's.

The value in use calculation uses expected dividends, based on business plans approved by local and Ageas's management over a period of five years. The business plans take into consideration the further integration of the different entities in Portugal.

Estimates for after this period have been extrapolated using a growth rate of 2.0 percent, which represents an approach of expected inflation in Portugal. The discount rate used is based on the risk-free interest rate, country risk, market risk premium and the beta coefficient of 1.05, and amounts to 8.5 percent. The impairment test showed that the recoverable amount exceeded the carrying value of the CGU including goodwill. Consequently, goodwill for Ageas Portugal was not impaired.

Based on the sensitivity analysis with regard to the assumptions, goodwill for Ageas Portugal would still not be impaired if the growth rate was negative or the discount rate increased by 6.6 percentage points.

#### Ageas UK

Goodwill for Ageas UK amounts to EUR 274.9 million (2015: EUR 320.7 million). The net goodwill after impairment amounts to EUR 245.6 million (2015: EUR 286.5 million). The change in amount between 2016 and 2015 is caused by exchange rate differences between the euro and pound sterling. In the United Kingdom are all entities owned and controlled by Ageas UK holding with its own Executive Committee which decides on all strategic issues. Therefore as from 2016, Ageas UK is considered as one CGU where in previous years Ageas UK Retail was considered to be an separate CGU.

The value in use calculation uses expected dividends based on business plans approved by local and Ageas's management over a period of five years. Estimates for after this period have been extrapolated using a growth rate of 2.0 percent, which represents an approach of expected inflation.

The discount rate used, including a beta coefficient of 1.0, amounts to 8.0 percent. The outcome of the impairment test was that the recoverable amount exceeded the carrying value of the CGU including goodwill. Because of the positive outcome, goodwill was not impaired.

Based on the sensitivity analysis with regard to the assumptions, goodwill for the UK business would not be impaired if the long-term growth rate dropped by 4.8 percentage points and the discount rate increased by 4.0 percentage points.

#### Cargeas Assicurazioni

The reported goodwill for Cargeas Assicurazioni amounts to EUR 92.2 million (2015: EUR 92.2 million). The value in use calculation uses expected dividends based on business plans approved by local and Ageas's management over a period of five years.

Estimates for after this period have been extrapolated using a growth rate of 2.0 percent, which represents an approach of expected inflation and local market developments for the banking channel. The discount rate used is based on the risk-free interest rate, country risk, market risk premium and the beta coefficient of 1.1 and amounts to 7.8 percent. The outcome of the impairment test was that the recoverable amount exceeded the carrying value of the CGU including goodwill. Consequently, goodwill for Cargeas Assicurazioni was not impaired.

Based on the sensitivity analysis with regard to the assumptions, goodwill for Cargeas Assicurazioni would still not be impaired if the growth rate was negative or the discount rate increased by 20.5 percentage points.

#### Other

Other includes goodwill in CGU's in France and Belgium. For a Belgian subsidiary, an impairment of goodwill of EUR 4.7 million is recognised.

#### Amortisation of VOBA

The expected amortisation expenses for VOBA from 2017 onwards are as follows.

	Estimated amortisation of VOBA
2017	17.1
2018 2019	16.0
2019	14.7
2020	13.1
2020 2021 _Later	11.5
Later	33.6

# **19**Shareholders' equity

The following table shows the composition of shareholders' equity as at 31 December 2016.

Share capital	
Ordinary shares: 216,570,471 shares issued and paid with a fraction value of EUR 7.40	1,602.6
Share premium reserve	2,450.2
Other reserves	2,923.7
Currency translation reserve	86.1
Net result attributable to shareholders	27.1
Unrealised gains and losses	2,470.9
Shareholders' equity	9,560.6

#### 19.1 Ordinary shares

#### Shares issued and potential number of shares

In accordance with the provisions regulating ageas SA/NV, to the extent law permits, and in the interest of the Company the Board of Ageas was authorised for a period of three years (2016-2018) by the General Meeting of Shareholders of 27 April 2016 to increase the share capital by a maximum amount of EUR 155,400,000 for general purposes.

Applied to a fraction value of EUR 7.40, this enables the issuance of up to 21,000,000 shares, representing approximately 10% of the total current share capital of the Company. This authorisation also enables the Company to meet its obligations entered into in the context of the issue of the financial instruments. Shares can also be issued due to the so-called alternative coupon settlement method (ACSM), included in certain hybrid financial instruments (for details see note 46 Contingent liabilities).

Ageas has issued options or instruments containing option features that could, upon exercise, lead to an increase in the number of outstanding shares.

The number of shares issued includes shares that relate to the FRESH convertible instrument (4.0 million). The FRESH is a financial instrument that was issued in 2002 by Ageasfinlux SA. One of the features of this instrument is that it can only be redeemed through conversion into 4.0 million Ageas shares. Ageasfinlux SA has acquired all necessary Ageas shares to redeem the FRESH (consequently they are included in the number of Ageas shares outstanding). However, Ageasfinlux SA and Ageas have agreed that these shares will not receive dividend nor will they have voting rights as long as these shares are pledged to the FRESH. As Ageasfinlux SA is part of Ageas Group, the shares related to the FRESH are treated

as treasury shares (see below) and eliminated against shareholders' equity (see note 21 Subordinated liabilities).

#### Treasury shares

Treasury shares are issued ordinary shares that have been bought back by Ageas. The shares are deducted from shareholders' equity and reported in other reserves.

The total number of treasury shares (11.2 million) consists of shares held for the FRESH (4.0 million), the restricted share programme (0.1 million) and the remaining shares resulting from the share buyback programme (7.1 million, see below). Details of the FRESH securities are provided in note 21 Subordinated liabilities.

#### Share buy-back programme 2016

Ageas announced on 10 August 2016 a new share buy-back programme as of 15 August 2016 up to 4 August 2017 for an amount of EUR 250 million.

Between 15 August 2016 and 31 December 2016, Ageas bought back 2,419,328 shares corresponding to 1.12% of the total shares outstanding and totalling EUR 79.7 million.

#### Share buy-back programme 2015

Ageas announced on 5 August 2015 a share buy-back programme from 17 August 2015 to 5 August 2016 for an amount of EUR 250 million.

Ageas completed on Friday 5 August 2016 the share buy-back programme announced on 5 August 2015. Between 17 August 2015 and 5 August 2016, Ageas bought back 6,977,544 shares corresponding to 3.22% of the total shares outstanding and totalling FUR 250 million

The General Meeting of Shareholders of 27 April 2016 approved the cancellation of 2,226,350 own shares that had been bought back until 31 December 2015.

#### Share buy-back programme 2014

Ageas announced on 6 August 2014 a new share buy-back programme from 11 August 2014 to 31 July 2015 for an amount of EUR 250 million.

Ageas completed on Friday 31 July 2015 the share buy-back programme announced on 6 August 2014. Between 11 August 2014 and 31 July 2015, Ageas bought back 8,176,085 shares corresponding to 3.65% of the total shares outstanding and totalling EUR 250 million.

The General Meeting of Shareholders of 29 April 2015 approved the cancellation of 3,194,473 own shares that had been bought back prior to 31 December 2014. On 27 April 2016, the General Shareholders' Meeting approved the cancellation of the remaining 4,981,612 own shares.

#### Restricted share programme

In 2014, 2015 and 2016, Ageas created restricted share programmes for its senior management (see also note 7 section 7.2 Employee share option and share purchase plans).

#### 19.2 Shares entitled to dividend and voting rights

The table below gives an overview of the shares entitled to dividend and voting rights as at 31 December.

#### in thousands

Number of shares issued as at 31 December 2016	216,570
Shares not entitled to dividend and voting rights:	
Shares held by ageas SA/NV	7,216
Shares related to the FRESH (see note 21)	3,968
Shares related to CASHES (see note 46)	3,959
Shares entitled to voting rights and dividend	201,427

#### CASHES and settlement with BNP Paribas Fortis SA/NV and BNP Paribas

BNP Paribas Fortis SA/NV (the former Fortis Bank) issued a financial instrument called CASHES in 2007. One of the features of this instrument is that it can only be redeemed through conversion into 12.5 million Ageas shares.

BNP Paribas Fortis SA/NV acquired all necessary Ageas shares to redeem the CASHES (consequently they are included in the number of Ageas shares outstanding). The shares held by BNP Paribas Fortis SA/NV related to the CASHES are not entitled to dividend nor do these have voting rights (see note 21 Subordinated liabilities and note 46 Contingent liabilities).

In 2012, BNP Paribas made a (partially successful) cash tender for the CASHES. On 6 February 2012, BNP Paribas Fortis SA/NV converted 7,553 of the tendered CASHES securities out of 12,000 CASHES securities outstanding (62.9%) into 7.9 million Ageas shares.

Ageas and BNP Paribas have agreed that BNP Paribas can purchase CASHES under the condition that they are converted into Ageas shares. In 2016, 656 CASHES were purchased and converted. The agreement between Ageas and BNP Paribas expired at year-end 2016. At this moment, 4.0 million Ageas shares related to the CASHES are still held by BNP Paribas Fortis SA/NV.

#### Outstanding shares

The following table shows the number of outstanding shares.

	Shares	Treasury	Shares
in thousands	issued	shares	outstanding
Number of shares as at 1 January 2015	230,996	(11,633)	219,363
Cancelled shares	(7,218)	7,218	
Balance (acquired)/sold		(7,075)	(7,075)
Number of shares as at 31 December 2015	223,778	(11,490)	212,288
Cancelled shares	(7,208)	7,208	
Balance (acquired)/sold		(6,950)	(6,950)
Number of shares as at 31 December 2016	216,570	( 11,232 )	205,338

The table below gives an overview of the shares issued and the potential number of shares as at 31 December.

in thousands

Number of shares as at 31 December 2016	216,570
Shares that may be issued per Shareholders' Meeting of 27 April 2016	21,000
In connection with option plans (see note 7)	970
Total potential number of shares as at 31 December 2016	238,540

#### 19.3 Other reserves

Treasury shares, i.e. ordinary shares bought back by Ageas, are deducted from shareholders' equity and reported in other reserves. Other reserves also include the adjustment for the written put options on non-controlling interests. Each year the balance of profits for the year and the dividends related to the year are added to or deducted from the other reserves.

#### 19.4 Currency translation reserve

The currency translation reserve is a separate component of shareholders' equity in which are reported the exchange differences arising from translation of the results and financial positions of foreign operations that are included in the Ageas Consolidated Financial Statements.

Ageas does not hedge net investments in operations that do not have euro as their functional currency unless the impact of potential foreign exchange movements is considered beyond Ageas's Risk Appetite. However, loans not provided for permanent funding purposes and known payments or dividends in a foreign currency are hedged. Exchange differences arising on loans and other currency instruments designated as hedging instruments of such investments are recorded in equity (under the heading 'Currency translation reserve') until the disposal of the net investment, except for any hedge ineffectiveness, which will be immediately recognised in the income statement. On disposal of an entity, such exchange differences are recognised in the income statement as part of the gain or loss on the sale.

#### 19.5 Unrealised gains and losses included in shareholders' equity

The table below shows the unrealised gains and losses included in shareholders' equity.

	Available	Held to	Revaluation			
	for sale	maturity	of	Cash flow	DPF	
31 December 2016	investments	investments	associates	hedges	component	Total
Gross	8,272.8	(67.9)	283.6	(45.4)		8,443.1
Related tax	(2,665.9)	18.3		2.7		(2,644.9)
Shadow accounting	(3,983.7)					(3,983.7)
Related tax	1,352.8					1,352.8
Non-controlling interests	(732.7)	21.8	7.7	6.8		(696.4)
Discretionary participation feature (DPF)	9.2				(9.2)	
Total	2,252.5	(27.8)	291.3	(35.9)	(9.2)	2,470.9
	Available	Held to	Revaluation			
	for sale	maturity	of	Cash flow	DPF	
31 December 2015	investments	investments	associates	hedges	component	Total
Gross	7,540.7	(88.2)	501.3	81.5		8,035.3
Related tax	(2,386.7)	23.5		1.6		(2,361.6)
Shadow accounting	(2,715.9)			(100.1)		(2,816.0)
Related tax	887.4					887.4
Non-controlling interests	(829.3)	29.2	2.3	7.8		(790.0)
Discretionary participation feature (DPF)	12.9				(12.9)	

Unrealised gains and losses on available for sale investments are discussed in detail in note 11 Financial investments. Unrealised gains and losses on held to maturity investments represents unrealised gains and losses to be amortised.

Total

Changes in the fair value of derivatives that are designated and qualify as a cash-flow hedge are recognised as an unrealised gain or loss in shareholders' equity. Any hedge ineffectiveness is immediately recognised in the income statement.

Ageas enters into insurance contracts that feature not only a guaranteed part but also other benefits, of which the amounts and the timing of declaration and payment are solely at the discretion of Ageas. Depending on the contractual and statutory terms and conditions, unrealised changes in the fair value of the asset mix related to such contracts are, after the application of shadow accounting, reported in shareholders' equity under separate discretionary participation features (DPF) and in unrealised gains and losses related to available for sale investments.

503.6

The table below shows changes in gross unrealised gains and losses included in shareholders' equity for 2015 and 2016.

	Available	Held to	Revaluation		
	for sale	maturity	of	Cash flow	
	investments	investments	associates	hedges	Total
Gross unrealised gains (losses) as at 1 January 2015	9,020.9	( 112.2 )	263.1	56.5	9,228.3
Changes in unrealised gains (losses) during the year	(1,206.8)		279.5	30.9	(896.4)
Reversal unrealised (gains) losses because of sales	( 254.4 )		(3.6)		(258.0)
Reversal unrealised losses because of impairments	(2.7)				(2.7)
Amortisation		23.6		(0.1)	23.5
Other	(16.3)	0.4	(37.7)	(5.8)	(59.4)
Gross unrealised gains (losses) as at 31 December 2015	7,540.7	(88.2)	501.3	81.5	8,035.3
Changes in unrealised gains (losses) during the year	1,184.8		(217.7)	(2.5)	964.6
Reversal unrealised (gains) losses because of sales	(218.7)				(218.7)
Reversal unrealised losses because of impairments	4.1				4.1
Acquisition and divestments of associates	(236.8)			(133.6)	(370.4)
Amortisation		19.9		9.2	29.1
Other	(1.3)	0.4			(0.9)
Gross unrealised gains (losses) as at 31 December 2016	8,272.8	(67.9)	283.6	(45.4)	8,443.1

#### 19.6 Dividend capacity

The companies comprising Ageas are subject to legal restrictions regarding the amount of dividend they may pay to their shareholders.

The Dutch Civil Code stipulates that a Dutch company may pay dividends only if the net equity of that company exceeds the total of the paid-up and called-up capital and the reserves required by law or by the company's Articles of Association.

Under the Belgian Company Code, 5% of a company's annual net profit must be placed in a legal reserve fund until this fund reaches 10% of the share capital. No dividends may be paid if the value of the company's net assets falls below, or following payment of a dividend would fall below, the sum of its paid-up capital and non-distributable reserves.

Subsidiaries and associates are also subject to dividend restrictions arising from minimum capital and solvency requirements imposed by regulators in the countries in which those subsidiaries operate and from shareholder agreements with the partners in the company. In certain situations consensus between the shareholders is required before dividend is declared.

In addition, shareholder agreements (related to parties having a noncontrolling interest in Ageas subsidiaries) may include:

- specific articles on voting rights or dividend distribution;
- lock-up periods during which all parties having shares are not allowed to sell shares before a certain period or without the prior approval of the other parties involved;
- options to sell or resell shares to the other party (parties) involved in the shareholders agreement including the underlying calculation methodology to value the shares;
- earn-out mechanisms which allow the party originally selling the shares to additional revenues when certain objectives are realised:
- exclusivity clauses or non-competition clauses related to the sales of insurance products.

#### Proposed dividend for 2016

Ageas's Board has decided to propose for approval by the Annual General Meeting of Shareholders a gross cash dividend of EUR 2.10 per share for 2016, including EUR 0.40 related to the Hong Kong sale.

#### 19.7 Return on equity

Ageas calculates return on equity by dividing the net result for the period by the net average equity at the beginning and the end of the period.

Return on equity for 2016 and 2015 is as follows.

	2016	2015
Return on equity Insurance (excluding unrealised gains & losses)	10.6%	11.0%

#### **Insurance liabilities**

#### Life liabilities

Life liabilities are established when a policy is sold in order to ensure that sufficient funds are set aside to meet the future claims relating to that policy. Life insurance liabilities can be split into:

- liabilities arising from Life insurance contracts (see 20.1);
- liabilities arising from Life investment contracts (see 20.2);
- liabilities related to unit-linked contracts (see 20.3).

#### Non-life Liabilities

liabilities arising from Non-life insurance contracts (see 20.4).

The details of these insurance liabilities are provided hereafter. For more detailed information on sensitivities and risk exposures for the insurance liabilities, please refer to note 5.4 Details of various risk exposures.

#### 20.1 Liabilities arising from Life insurance contracts

The following table provides an overview of the liabilities arising from Life insurance contracts as at 31 December.

	31 December 2016	31 December 2015
Liability for future policyholder benefits	25,722.8	27,047.1
Reserve for policyholder profit sharing	176.5	385.9
Shadow accounting	2,326.9	1,645.5
Before eliminations	28,226.2	29,078.5
Eliminations	(8.1)	(4.8)
Gross	28,218.1	29,073.7
Reinsurance	( 22.9 )	(51.8)
Net	28,195.2	29,021.9

Changes in the liabilities arising from Life insurance contracts (gross of reinsurance and before eliminations) are shown below.

	2016	2015
Balance as at 1 January	29,078.5	29,424.5
Acquisitions of subsidiaries	372.4	
Divestments of subsidiaries	(2,380.8)	
Gross inflow	2,034.1	2,343.8
Time value	844.8	949.7
Payments due to surrenders, maturities and other	(1,971.1)	(2,116.2)
Transfer of liabilities	( 158.6 )	( 34.2 )
Foreign exchange differences		220.2
Shadow accounting adjustment	925.4	(1,029.3)
Net changes in group contracts	16.1	12.6
Other changes, including risk coverage	(534.6)	( 692.6 )
Balance as at 31 December	28,226.2	29,078.5

In 2016, acquisitions of subsidiaries relates to Ageas Seguros in Portugal and divestments to AICA in Asia (see note 3). The shadow accounting adjustment is a reflection of the unrealised gains and losses on the investment portfolio, related to the evolution of market yields.

An addition of EUR 483 million in 2016 is caused by a change in estimate. The estimates of prospective cash flows of the investment portfolio now incorporates a probability of default and the discount rate to determine the net present value no longer includes an illiquidity premium.

The transfer of liabilities mainly relates to the defined contribution plans with a guaranteed rate in Belgium (see note 7.1.1.2) and to

internal movements between product portfolios. Foreign exchange differences in 2015 are mainly related to the Hong Kong Dollar exchange rate. The line item 'Net changes in Group contracts' offsets the same line item regarding unit-linked contracts (see section 20.3). The line item 'Other changes, including risk coverage', mainly relates to insurance and actuarial risk consumption regarding guarantees included in the contracts, and therefore vary together with the volumes.

The effect of changes in assumptions used to measure the liabilities related to Life insurance contracts was immaterial in 2016 and 2015.

#### 20.2 Liabilities arising from Life investment contracts

The following table provides an overview of the liabilities arising from Life investment contracts as at 31 December.

	31 December 2016	31 December 2015
Liability for future policyholder benefits	30,097.9	28,513.2
Reserve for policyholder profit sharing	147.4	169.0
Shadow accounting	1,656.9	1,220.7
Gross	31,902.2	29,902.9
Reinsurance		
Net	31,902.2	29,902.9

Changes in the liabilities arising from Life investment contracts are shown below.

	2016	2015
Balance as at 1 January	29,902.9	30,569.7
Acquisitions of subsidiaries	478.9	
Divestments of subsidiaries	(0.8)	
Gross inflow	2,703.5	2,485.1
Time value	570.3	612.3
Payments due to surrenders, maturities and other	( 2,070.5 )	( 2,941.1 )
Transfer of liabilities	( 52.4 )	( 153.7 )
Shadow accounting adjustment	436.1	(551.5)
Other changes, including risk coverage	(65.8)	( 117.9 )
Balance as at 31 December	31,902.2	29,902.9

The shadow accounting adjustment is a reflection of the unrealised gains and losses in the investment portfolio, related to the evolution of market yields. The transfer of liabilities mainly relates to internal movements between product portfolios. The line item 'Other changes, including risk coverage', mainly relates to insurance and actuarial risk consumption regarding guarantees included in the contracts, and

therefore vary together with the volumes. In 2016 it is also impacted by divestment of AICA.

The effect of changes in assumptions used to measure the liabilities related to Life investment contracts was immaterial in 2016 and 2015.

#### 20.3 Liabilities related to unit-linked contracts

Liabilities related to unit-linked contracts are broken down into insurance and investment contracts as follows.

	31 December 2016	31 December 2015
Insurance contracts	2,296.9	2,155.0
Investment contracts	12,056.4	12,986.8
Total	14,353.3	15,141.8

The following table shows the changes in liabilities related to unit-linked insurance contracts.

	2016	2015
Balance as at 1 January	2,155.0	1,969.1
Acquisitions of subsidiaries	92.9	
Divestments of subsidiaries	(64.5)	
Gross inflow	199.8	234.8
Changes in fair value / time value	20.0	27.1
Payments due to surrenders, maturities and other	(85.1)	(85.5)
Transfer of liabilities	(3.6)	14.8
Foreign exchange differences		5.2
Net changes in group contracts	(16.1)	( 12.6 )
Other changes, including risk coverage	(1.5)	2.1
Balance as at 31 December	2,296.9	2,155.0

The following table shows the changes in liabilities related to unit-linked investment contracts.

	2016	2015_
Balance as at 1 January	12,986.8	12,859.9
Divestments of subsidiaries	(912.6)	
Gross inflow	1,331.2	1,305.6
Changes in fair value / time value	379.4	358.8
Payments due to surrenders, maturities and other	(1,773.9)	(1,731.8)
Transfer of liabilities	110.7	166.4
Foreign exchange differences		94.5
Other changes, including risk coverage	(65.2)	(66.6)
Balance as at 31 December	12,056.4	12,986.8

The transfer of liabilities mainly reflects internal movements between different product contracts. Foreign exchange differences in 2015 relate to the Hong Kong Dollar exchange rate. The line item 'Net changes in Group contracts' offsets the same line item regarding non

unit-linked contracts (see section 20.1). The line item 'Other changes, including risk coverage', mainly relates to insurance and actuarial risk consumption, for complementary guarantees included in the contracts.

#### 20.4 Liabilities arising from Non-life insurance contracts

The following table provides an overview of the liabilities arising from Non-life insurance contracts as at 31 December.

	31 December 2016	31 December 2015
Claims reserves	6,403.4	5,837.6
Unearned premiums	1,571.7	1,609.6
Reserve for policyholder profit sharing	24.9	16.3
Before eliminations	8,000.0	7,463.5
Eliminations	( 24.8 )	
Gross	7,975.2	7,463.5
Reinsurance	( 616.6 )	( 544.8 )
Net	7,358.6	6,918.7

Non-life claims liabilities are recognised for claims that have occurred but have not yet been settled, quantifying the outstanding loss liability. In general, Ageas insurance companies define claims liabilities by product category, cover and year, and take into account (un)discounted prudent forecasts of payouts on reported claims and estimates of unreported claims. Allowances for claims expenses and inflation are also included. The payouts are typically undiscounted. However, some accident and health claims (in particular Workers'

Compensation) have a long-term nature and their liabilities are calculated with similar to life techniques, including thus also discounted cash flows.

Unearned premiums relate to the unexpired portion of the risk, for which the premium has been received but has not yet been earned by the insurer.

Changes in the liabilities arising from insurance contracts for Non-life insurance contracts (gross of reinsurance and before eliminations) are shown below.

	2016	2015
Balance as at 1 January	7,463.5	7,147.6
·	638.5	7,147.0
Acquisitions of subsidiaries		
Addition to liabilities current year	3,012.3	2,843.1
Claims paid current year	( 1,519.3 )	(1,376.0)
Change in liabilities current year	1,493.0	1,467.1
Addition to liabilities prior years	(48.0)	( 222.3 )
Claims paid prior years	(1,130.1)	( 1,152.7 )
Change in liabilities prior years	( 1,178.1 )	(1,375.0)
	314.9	92.1
Change in unearned premiums	9.7	31.0
Transfer of liabilities	(2.0)	(2.2)
Foreign exchange differences	( 419.9 )	168.0
Other changes	(4.7)	27.0
Balance as at 31 December	8,000.0	7,463.5

Acquisition of subsidiaries in 2016 relates to Ageas Seguros in Portugal. Foreign exchange differences relates to the British pound exchange rate.

Addition to liabilities includes the impact from the decision of 27 February 2017 of UK Lord Chancellor that reviewed the Ogden rate, used by the UK courts to calculate financial losses in the form of a lump sum in personal injury cases, and has lowered this rate from positive 2.5% to minus 0.75%. The new rate has been applied to remeasure the insurance liabilities at 31 December 2016 with an impact of EUR 146 million (see note 48 Events after the date of the statement of financial position).

#### 20.5 Insurance Liabilities Adequacy Testing

The adequacy of insurance liabilities ('Liability adequacy test') is tested by each company at each reporting date. The tests are generally performed on legal fungible level for Life and on the level of line of business for Non-life. Ageas considers current best estimates of all contractual cash flows, including related cash flows such as commissions, reinsurance and expenses. For Life Insurance

contracts, the tests include cash flows resulting from embedded options and guarantees and investment income. The present value of these cash flows has been determined by (a) using the current book yield of the existing portfolio, based on the assumption that reinvestments after the maturity of the financial instruments will take place at a risk free rate plus volatility adjustment and (b) a risk-free discount rate allowing a volatility adjustment based on EIOPA methodology (after the last liquid point the so called Ultimate Forward Rate extrapolation is used). The contract boundaries of Solvency II are applied. Local insurance companies can apply stricter local requirements for the liability adequacy test.

The net present value of the cash flows is compared with the corresponding technical liabilities. Any shortfall is recognized immediately in the profit or loss account, either as a DAC or VOBA impairment or as a loss recognition. If, in a subsequent period, the shortfall decreases, the decrease is reversed through profit or loss.

The tests carried out at 2016 year-end have confirmed that the reported liabilities are adequate.

#### Overview of insurance liabilities by operating segment

The table below provides an overview of the liabilities by operating segment.

		Non-life gross	s liability split:		Life	gross liability split:
31 December 2016	Total Non-life	Unearned premium	Claims outstanding	Total Life	Unit-linked	Life Guaranteed
Belgium	3,886.7	351.9	3,534.8	58,996.7	7,164.4	51,832.3
UK	2,694.6	842.1	1,852.5			
Continental Europe	1,388.8	377.7	1,011.1	15,485.0	7,188.9	8,296.1
Reinsurance	29.9		29.9			
Eliminations	(24.8)		(24.8)	(8.1)		(8.1)
Insurance total	7,975.2	1,571.7	6,403.5	74,473.6	14,353.3	60,120.3

		Non-life gross	s liability split:		Life	gross liability split:
31 December 2015	Total Non-life	Unearned premium	Claims outstanding	Total Life	Unit-linked	Life Guaranteed
Belgium	3,779.1	356.8	3,422.3	56,336.1	6,991.2	49,344.9
UK	2,908.9	970.3	1,938.6			
Continental Europe	771.8	282.5	489.3	14,611.7	7,219.2	7,392.5
Asia				3,175.4	931.4	2,244.0
General account (Reinsurance)	3.7		3.7			
Eliminations				(4.8)		(4.8)
Insurance total	7,463.5	1,609.6	5,853.9	74,118.4	15,141.8	58,976.6

## **21**Subordinated liabilities

The following table provides a specification of subordinated liabilities as at 31 December.

	31 December 2016	31 December 2015
FRESH	1,250.0	1,250.0
Hybrone		73.0
Fixed Rate Reset Perpetual Subordinated Notes	518.6	500.7
Fixed to Floating Rate Callable Subordinated Notes	99.6	99.6
Fixed to Floating Rate Callable Subordinated Loan BCP Investments	58.8	58.8
Dated Fixed Rate Subordinated Notes	395.7	395.3
Other subordinated liabilities		3.0
Total subordinated liabilities	2,322.7	2,380.4

#### 21.1 FRESH

On 7 May 2002, Ageasfinlux SA issued undated Floating Rate Equity-linked Subordinated Hybrid capital securities (FRESH) for a total principal amount of EUR 1,250 million at a floating rate of 3 month Euribor + 135 basis points. The securities have no maturity date, but may be exchanged for Ageas shares at a price of EUR 315 per share at the discretion of the holder. The securities will automatically convert into Ageas shares if the price of the Ageas share is equal to or higher than EUR 472.50 on twenty consecutive stock exchange business days. The securities qualify as Grandfathered Tier 1 capital under European regulatory requirements for insurers (Solvency II).

The securities were issued by Ageasfinlux SA, with ageas SA/NV acting as co-obligor. The principal amount of the securities will not be repaid in cash. The sole recourse of the holders of the FRESH against the co-obligor with respect to the principal amount are the 4.0 million Ageas shares that Ageasfinlux SA pledged in favour of such holders. Pending the exchange of the FRESH for Ageas shares, these Ageas shares do not have any dividend rights or voting rights

(the reported number of outstanding Ageas shares as at 31 December 2016 already includes the 4.0 million Ageas shares issued for the purpose of such exchange).

In the event that dividends are not paid on the Ageas shares, or that the dividends to be declared are below a threshold with respect to any financial year (dividend yield less than 0.5%) and in certain other exceptional circumstances, payment of coupons will be made in accordance with the so-called alternative coupon settlement method (ACSM). The ACSM implies that new Ageas shares will be issued and delivered to the holders of the FRESH. To date all coupons have been paid in cash. If the ACSM is triggered and there is insufficient available authorised capital to enable ageas SA/NV to meet the ACSM obligation, the coupon settlement will be postponed until such time as the ability to issue shares is restored.

#### 21.2 Hybrone

The securities have been called and are redeemed at their first call date on 20 June 2016.

#### 21.3 Fixed Rate Reset Perpetual Subordinated Notes

On 21 March 2013, AG Insurance issued USD 550 million Fixed Rate Reset Perpetual Subordinated Notes at an interest rate of 6.75%, payable semi-annually. The Notes may be redeemed at the option of AG Insurance, in whole but not in part, on the first call date (March 2019) or on any interest payment date thereafter. On the first call date and each sixth anniversary of the first call date the rate will be reset, based on the six year US dollar Mid Swap rate plus a margin of 5.433%. The Notes are listed on the Luxembourg Stock Exchange and qualify as Grandfathered Tier 1 capital under European regulatory requirements for insurers (Solvency II).

#### 21.4 Fixed-to-Floating Callable Subordinated Notes

On 18 December 2013, AG Insurance issued EUR 450 million Fixed-to-Floating Callable Subordinated Notes due at an interest rate of 5.25% and with a maturity of 31 years. The notes may be redeemed at the option of AG Insurance, in whole but not in part, on the first call date at 18 June 2024 or at any interest payment date thereafter. On their first call date the Notes will bear interest at a floating rate of 3 month Euribor plus 4.136% per annum, payable quarterly. The Notes qualify as Tier 2 capital under prevailing European regulatory requirements for insurers (Solvency II). The Notes are subscribed by ageas SA/NV (EUR 350 million) and by BNP Paribas Fortis SA/NV (EUR 100 million) and are listed on the Luxembourg Stock Exchange. The part underwritten by ageas SA/NV is eliminated as intercompany transaction.

#### 21.5 Fixed-to-Floating Callable Subordinated Loan BCP Investments

On 5 December 2014, Ageas Insurance International N.V. (51%) (AII) and BCP Investments B.V. (49%) granted a subordinated loan of EUR 120 million to Millenniumbop Ageas at 4.75% per annum up to the first call date in December 2019 and 6 month Euribor + 475 basis points per annum thereafter. The part underwritten by AII is eliminated because it is an intercompany transaction. The Notes qualify as Grandfathered Tier 1 capital under prevailing European regulatory requirements for insurers (Solvency II).

#### 21.6 Dated Fixed Rate Subordinated Notes

On 31 March 2015, AG Insurance issued EUR 400 million Fixed Rate Subordinated Securities at an interest rate of 3.5% and with a maturity of 32 years. The securities may be redeemed at the option of AG Insurance, in whole but not in part, on the first call date at 30 June 2027 or at any interest payment date thereafter. On the first call date and on each fifth anniversary of the first call date the interest rate will be reset equal to the sum of the five-year euro mid swap rate plus 3.875%. The Notes are listed on the Luxembourg Stock Exchange and qualify as Tier 2 capital under prevailing European regulatory requirements for insurers (Solvency II).

# 22 Borrowings

The table below shows the components of borrowings as at 31 December.

	31 December 2016	31 December 2015
Repurchase agreements	1,300.0	1,200.7
Loans	1,061.8	1,204.0
Due to banks	2,361.8	2,404.7
Funds held under reinsurance agreements	92.0	83.8
Finance lease agreements	19.8	20.9
Other borrowings	22.2	278.1
Total borrowings	2,495.8	2,787.5

Repurchase agreements are essentially secured short-term loans that are used to hedge specific investments with resettable interest rates and for cash management purposes.

Ageas has pledged debt securities with a carrying amount of EUR 1,288.4 million (2015: EUR 1,189.6 million) as collateral for repurchase agreements. In addition, property has been pledged as collateral for loans and other with a carrying amount of

EUR 391.5 million (2015: EUR 391.5 million). The decrease in 'Other borrowings' is due to the sale of AICA.

The carrying value of the borrowings is a reasonable approximation of their fair value as contract maturities are less than one year (repurchase agreements) and/or contracts carry a floating rate (loans from banks). Accordingly, the fair value is based upon observable market data (level 2).

#### Contractual terms of deposits held by banks

Deposits held by banks by year of contractual maturity as at 31 December.

	2016	2015
2016		111.3
2016 2017	13.1	
Total deposits	13.1	111.3

#### Finance lease obligations

Ageas's obligations under finance lease agreements are detailed in the table below.

		2016	2015	
		Present value		Present value
	Minimum lease	of the minimum lease	Minimum lease	of the minimum lease
	payments	payments receivable	payments	payments receivable
Less than 3 months	0.6	0.5	0.5	0.3
3 months to 1 year	1.9	1.3	1.7	1.0
1 year to 5 years	9.0	4.4	8.8	5.3
More than 5 years	53.7	13.6	55.5	14.3
Total	65.2	19.8	66.5	20.9
Future finance charges	45.4		45.6	

#### Other

Other borrowings, excluding other borrowings to customers, are classified by remaining maturity in the table below.

	2016	2015
Less than 3 months		13.5
3 months to 1 year	3.1	12.1
1 year to 5 years	4.2	11.2
More than 5 years	6.7	232.8
Total	14.0	269.6

#### **Current and deferred tax assets and liabilities**

Deferred taxes are recognised for temporary differences between the IFRS book value and the tax book values as well as for tax losses carried forward to the extent that it is probable there will be sufficient future taxable profit against which the deferred tax asset can be utilised.

The components of deferred tax assets and deferred tax liabilities as at 31 December are shown below.

	Statement of financial position			Income statement	
	2016	2015	2016	2015	
Deferred tax assets related to:					
Financial investments (available for sale)	3.4		8.3	6.2	
Investment property	34.5	33.0	0.1	12.8	
Loans to customers	2.1		(0.2)		
Property, plant and equipment	38.3	39.5	(1.0)	2.6	
Intangible assets (excluding goodwill)	3.9	10.2	(0.6)	(1.3)	
Insurance policy and claim reserves	1,416.3	919.4	(2.6)	(5.0)	
Debt certificates and subordinated liabilities	(2.1)		0.2		
Provisions for pensions and post-retirement benefits	202.5	170.4	5.8	3.2	
Other provisions	13.4	7.9	(3.4)	(4.7)	
Accrued expenses and deferred income	1.5	1.5		1.3	
Unused tax losses	132.7	153.3	2.7	11.5	
Other	63.0	69.3	(15.6)	0.5	
Gross deferred tax assets	1,909.5	1,404.5	(6.3)	27.1	
Unrecognised deferred tax assets	(44.6)	(59.1)	(3.3)	8.4	
Net deferred tax assets	1,864.9	1,345.4	(9.6)	35.5	
Deferred tax liabilities related to:					
Derivatives held for trading (assets)	1.0	2.3	1.3	(0.8)	
Financial investments (available for sale)	2,480.2	2,185.2	26.6	15.7	
Unit-linked investments	(1.0)	(3.7)	(2.8)	0.3	
Investment property	153.3	152.9	11.6	5.4	
Loans to customers	3.0	2.9	(0.1)	(0.3)	
Property, plant and equipment	177.0	184.9	8.0	(5.2)	
Intangible assets (excluding goodwill)	98.4	103.1	4.7	6.3	
Other provisions		14.4	12.5	(0.7)	
Deferred policy acquisition costs	36.9	34.7	(2.2)	(0.2)	
Deferred expense and accrued income	1.2	1.3	0.1	0.1	
Tax exempt realised reserves	38.0	51.3	13.3	10.0	
Other	56.0	49.9	(10.6)	(3.7)	
Total deferred tax liabilities	3,044.0	2,779.2	62.4	26.9	
Deferred tax income (expense)			52.8	62.4	
Net deferred tax	( 1,179.1 )	( 1,433.8 )			

Deferred income tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets against current tax liabilities and when the deferred income taxes relate to the same taxation authority. The amounts in the statement of financial position after such offsetting are as follows.

	2016	2015
Deferred tax asset	171.5	131.2
Deferred tax liability	1,350.6	1,565.0
Net deferred tax	(1,179.1)	(1,433.8)

As at 31 December 2016, EUR 1,244.8 million was charged to equity related to deferred tax and EUR 48.8 million was charged to equity related to current tax (2015: EUR 1,417.6 million and EUR 56.7 million respectively, both charged to equity).

Deferred tax assets are recognised to the extent that it is probable that there will be sufficient future taxable profit against which the deferred tax asset can be utilised. Deferred tax assets have been recognised on unused (claimed) tax losses and unused tax credits at an estimated tax value of EUR 88.0 million (2015: EUR 94.2 million), whereas such have not been recognised for an amount of EUR 4,890 million (2015: EUR 4,468 million). From the total tax losses an estimated tax value of EUR 4,315 million can be carried forward indefinitely whereas an estimated amount of EUR 574 million will

expire over a period of nine years, each year's expiration depending on year of origin. Most of the (claimed) tax loss carry forward position originates from the liquidation of Brussels Liquidation Holding (the former Fortis Brussels, the company that held the Fortis banking operations). Tax-wise, the loss on the sale of the Fortis Bank only materialised at the moment of liquidation.

Deferred tax assets depending on future taxable profits in excess of profits arising from the reversal of existing taxable temporary differences amount to EUR 88.0 million (2015: EUR 94.2 million) and have been recognised based on the expectation that sufficient taxable income will be generated in future years to utilise these deferred tax assets.

### 24 RPN (I)

The RPN(I) is a financial instrument that results in quarterly payments being made to, or received from, BNP Paribas Fortis SA/NV.

BNP Paribas Fortis SA/NV issued CASHES securities in 2007 with Ageas SA/NV as co-obligor. CASHES are convertible securities that convert into Ageas shares at a pre-set price of EUR 239.40 per share. BNP Paribas Fortis SA/NV and Ageas SA/NV, at that point in time both parts of the Fortis Group, introduced a Relative Performance Note, designed to avoid accounting volatility on the Ageas shares and on the at fair value valued CASHES in the books of BNP Paribas Fortis SA/NV. Upon the break-up of Fortis in 2009, BNP Paribas Fortis SA/NV and Ageas agreed to pay interest on a reference amount stated in this Relative Performance Note. The quarterly interest payment is valued as a financial instrument and referred to as RPN(I).

The RPN(I) exists to the extent that CASHES securities remain outstanding in the market. Originally, 12,000 CASHES securities were issued in 2007. In February 2012 BNP Paribas launched a public tender on CASHES at a price of 47.5% and converted 7,553 tendered CASHES securities into Ageas shares; Ageas agreed to pay a EUR 287 million indemnity to BNP Paribas as the conversion triggered a pro rata cancellation of the RPN(I) liability.

In May 2015 Ageas and BNP Paribas agreed that BNP Paribas can purchase CASHES from individual investors at any given time, under the condition that the purchased securities are converted into Ageas shares; at such conversion the pro rata part of the RPN(I) liability is paid to BNP Paribas, while Ageas receives a break-up fee which is subject to the price at which BNP Paribas succeeds to purchase CASHES.

BNP Paribas purchased and converted 656 CASHES under this agreement in the first nine months 2016; Ageas paid EUR 44.3 million for the pro rata settlement of the RPN(I), after the deduction of the received break-up fee. The agreement between Ageas and BNP Paribas expired at year-end 2016 and has not been renewed.

At 31 December 2016, 3,791 CASHES remained outstanding.

Reference amount and interest paid

The reference amount is calculated as follows:

- the difference between EUR 2,350 million and the market value of 12.53 million Ageas shares in which the instrument converts, less
- the difference between EUR 3,000 million par issuance and the market value of the CASHES as quoted by the Luxembourg Stock Exchange, multiplied by
- the number of CASHES securities outstanding divided by the number of CASHES securities originally issued.

Ageas pays interest to BNP Paribas Fortis SA/NV on the average reference amount in the quarter (if the above outcome becomes negative BNP Paribas Fortis SA/NV will pay Ageas); the interest amounts to 3 month Euribor plus 90 basis. Ageas pledged 6.3% of the total AG Insurance shares outstanding in favour of BNP Paribas Fortis SA/NV

#### Valuation

Ageas applies a transfer notion to arrive at the fair value of the RPN(I) liability. Fair value is defined in IFRS 13 as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The definition is explicitly described as an exit price, linked with the price 'paid to transfer a liability'. When such pricing is not available and the liability is held by another entity as an asset, the liability needs to be valued from the perspective of the market participant that holds the asset. Ageas values its liability at the reference amount.

The RPN reference amount is based on the CASHES price and Ageas share price. The reference amount decreased from EUR 402.0 million at year-end 2015 to EUR 275.0 million at 31 December 2016, predominantly due to a drop in the CASHES price from 75.70% to 66.40% over 2016, partly compensated by a drop in the Ageas share price from EUR 42.80 to EUR 37.61 over the same period. The reference amount further reduced with EUR 47.6 million as result of the 656 CASHES that BNP Paribas converted in 2016, for which Ageas paid EUR 44.3 million (RPN(I)-settlement – break-up fee).

#### Sensitivity of RPN(I) Value

At 31 December 2016 each 1% increase in the CASHES price, expressed as a percentage of its par value, leads to an increase of EUR 9.5 million in the reference amount, while each EUR 1.00 increase in the Ageas share price decreases the reference amount by EUR 4.0 million.

#### **Accrued interest and other liabilities**

The composition of accrued interest and other liabilities as at 31 December is as follows.

	31 December 2016	31 December 2015
Deferred revenues	127.3	110.1
Accrued finance costs	29.1	44.2
Accrued other expenses	125.1	164.8
Derivatives held for hedging purposes	50.6	22.2
Defined benefit pension liabilities	654.4	448.4
Defined benefit liabilities other than pension	122.1	111.9
Termination benefits	8.7	10.4
Other long-term employee benefit liabilities	15.1	13.0
Short-term employee benefit liabilities	85.8	88.7
Accounts payable	196.4	160.9
Due to agents, policyholders and intermediaries	477.9	545.5
VAT and other taxes payable	142.5	145.7
Dividends payable	20.6	21.6
Due to reinsurers	37.9	53.7
Derivatives held for trading	74.1	32.0
Other liabilities	491.7	400.0
Total	2,659.3	2,373.1

Details of employee benefit liabilities can be found in note 7 section 7.1 Employee benefits.

Derivatives held for trading are valued based on level 2 (observable market data in active markets). All purchases and sales of financial assets requiring delivery within the time-frame established by regulation or market convention are recognised on the trade date, i.e.

the date on which Ageas becomes a party to the contractual provisions of the instrument.

The line item 'Other liabilities' includes payables related to the clearing of securities transactions, cash received awaiting allocation to investments and small expenses to be paid.

# 26 Provisions

The provisions mainly relate to legal disputes and reorganisations and are based on best estimates available at period-end based on management judgement, in most cases supported by the opinion of legal advisors. The timing of the outflow of cash related to these provisions is by nature uncertain given the unpredictability of the outcome and the time involved in concluding litigations/disputes. We refer to note 46 Contingent liabilities, which describes the various ongoing litigation proceedings.

Global settlement related to the Fortis events of 2007 and 2008

On 14 March 2016, Ageas and the claimants' organisations, Deminor, Stichting FortisEffect, Stichting Investor Claims Against Fortis (SICAF), and the Dutch shareholder Association VEB (the "Parties") announced a settlement proposal with respect to all civil proceedings related to the former Fortis group for the events in 2007 and 2008 (the "Events").

The Parties have requested the Amsterdam Court of Appeal to declare the settlement binding for all eligible Fortis shareholders in accordance with the Dutch Act on Collective Settlement of Mass Claims (Wet Collectieve Afwikkeling Massaschade, "WCAM").

The Settlement will only be final (i) if the Amsterdam Appeal Court has declared the Settlement binding and (ii) if at the end of the opt-out period, the agreed opt-out ratio has not been exceeded or Ageas has waived its termination right.

In addition, Ageas announced on 14 March 2016 that it also reached an agreement with the D&O Insurers, the D&O's involved in litigation and BNP Paribas Fortis.

The financial impact of the settlements announced on 14 March 2016, with the claimants' organisations on the one hand and the D&Os and Insurers on the other hand, is recognised in the Q1 2016 IFRS interim financial statements. The impact can be summarised as follows:

The impact of the proposed settlements on the Group net IFRS result amounts to EUR 894 million. This is the result of:

- a charge of EUR 1,204 million related to the WCAM settlement agreement;
- plus EUR 50 million related to costs and expenses for organizations' representation of retail investors' interests and/or their future role in the settlement administration process;
- plus an additional provision of EUR 62 million related to the tail risk, estimated at 5% of the total settlement amount;
- minus the settlement amount of EUR 290 million to be contributed by the D&O Insurers and the reversal of the provision for litigation set up in 2014 (EUR 132.6 million).

Related to the settlement agreement, an amount of EUR 241 million was paid to the Stichting Forsettlement ('Stichting') as an advance payment to settle the claims. However, as the settlement is not yet declared binding this payment is not deducted from the Settlement provision but accounted for as a receivable from the Stichting. Once the settlement is declared binding this payment will be deducted from the provision for the settlement.

The amounts are presented under the line item 'Provisions' in the statement of financial position and the line item 'Change in provisions' in the income statement.

Changes in provisions during the year are as follows.

	2016	2015
Balance as at 1 January	175.0	171.4
Acquisition and divestment of subsidiaries	4.5	2.7
Increase (Decrease) in provisions	892.7	(0.2)
Utilised during the year	(4.1)	(1.5)
Accretion of interest		2.6
Foreign exchange differences	(0.9)	
Balance as at 31 December	1,067.2	175.0

#### Liabilities related to written put options NCI

### 27.1 Liability related to written put option on AG Insurance shares held by BNP Paribas Fortis SA/NV

Ageas concluded on 12 March 2009 an agreement on the sale of 25% + 1 share of AG Insurance to Fortis Bank (now named BNP Paribas Fortis SA/NV) for an amount of EUR 1,375 million. This agreement was approved by the Shareholder's Meetings of Ageas in April 2009. As part of this transaction, Ageas granted to Fortis Bank a put option to resell the acquired stake in AG Insurance to Ageas in the six-month period starting 1 January 2018.

Ageas has concluded that the exercise of the put option is unconditional. In accordance with IAS 32, Ageas is therefore obliged to recognise a financial liability amounting to the present value of the estimated exercise price of the put option in 2018. This financial liability is shown as a separate line item (Liability related to written put option) in the statement of financial position. In addition, the liability is allocated to the General Account, as the liability relates to Ageas Insurance International N.V. (the parent company of AG Insurance). Ageas values the liability at the amount expected to be paid on settlement, discounted back to the reporting date.

The counterpart of this liability is a write down of the value of the non-controlling interest underlying the option. The difference between the value of the non-controlling interest and the fair value of the liability is added to the other reserves which are included in shareholders' equity. Subsequent changes in the fair value of the liability related to the put option are recorded in other reserves.

If the option is exercised in 2018, the liability will be settled by a cash payment by Ageas to BNP Paribas Fortis SA/NV resulting in Ageas reacquiring 25% + 1 share of AG Insurance. However, if the option matures without being exercised, then the liability will be written off against non-controlling interest and other reserves.

#### Calculation of the liability

Ageas uses the embedded value of the Life business of AG Insurance and a discounted cash flow model for Non-life as a basis for the calculation of the liability. For determining the expected settlement amount, the applied valuation method is based on:

- current embedded value multiples for life insurance companies.
   As from 2016, the peer group is more fine-tuned by selecting only pure Life companies operating in Continental Europe and excluding the composite entities:
- a growth in value based on an expected rate of return of 9% (2015: 9%) on embedded value and 75% dividend payout ratio for 2015 and 2016 and a payout ratio of 100% for 2017;
- a discount rate of 7.0% (2015: 7.0%).

#### Treatment of the option in the income statement

As long as the option is not exercised, the results in the consolidated income statement linked to non-controlling interest (the 25% + 1 share part of BNP) will be recorded as non-controlling interest.

Based on these assumptions, the net present value of the liability as at 31 December 2016 is EUR 1,266 million (31 December 2015: EUR 1,064 million). The following sensitivities have been calculated.

Discount rate	+1% point	( 1%) point
Value liability	1,255	1,278
Relative impact	(0.9%)	0.9%
Price to Embedded Value	+10%	( 10% )
Value liability	1,355	1,177
Relative impact	7.0%	(7.0%)
Growth rate	+1% point	( 1%) point
Value liability	1,284	1,249
Relative impact	1.4%	(1.3%)

The impact of the liability related to the written put option on shareholders' equity is as follows:

Value Put Option	31 December 2016	31 December 2016 31 December 2015	
Value Liability Put Option	1,266.0	1,064.0	202.0
Corresponding Non Controlling Interest	(1,561.2)	(1,644.2)	83.0
Impact on Shareholders' Equity	295.2	580.2	( 285.0 )

#### 27.2 Put option AG Insurance granted to Parkimo

AG Insurance granted an unconditional put option on its 10.05% ownership to Parkimo, a minority shareholder of Interparking. The put option has been measured at the fair value of the expected settlement amounting to EUR 101.0 million (2015: 91.2 million). AG Insurance has granted other put options for an amount of EUR 7.9 million (2015: EUR 7.9 million).

### **Non-controlling interests**

The following table provides information about the most significant non-controlling interests (NCI) in Ageas entities.

	% of	Result	Equity	% of	Result	Equity
	non-	as at	as at	non-	as at	as at
	controlling	31 December	31 December	controlling	31 December	31 December
	interest	2016	2016	interest	2015	2015
Group company						
AG Insurance (Belgium)	25.0%	130.2	1,561.2	25.0%	127.9	1,644.2
Interparking SA (part of AG Insurance)	49.0%	21.7	208.8	49.0%	16.6	201.8
Sicavonline (part of CEU) 1)		(0.4)		35.0%	0.3	1.8
Millenniumbcp Ageas (part of CEU)	49.0%	19.8	283.3	49.0%	8.9	268.0
Cargeas Assicurazioni (part of CEU)	50.0%	21.9	104.6	50.0%	14.4	95.0
Other		2.5	47.7		1.3	32.3
Total		195.7	2,205.6		169.4	2,243.1
Adjustment NCI AG Insurance related to						
Liability on written put option (see note 27)			(1,561.2)			(1,644.2)
Total NCI		195.7	644.4		169.4	598.9

<sup>1)</sup> In Q4 2016 Ageas acquired the remaining 35% of Sicavonline.

Non-controlling interest (NCI) represents the relative participation of a third party in the shareholders' equity of an Ageas subsidiary as determined by Ageas, in accordance with international financial reporting standards.

Details on the adjustment NCI AG Insurance related to liability on written put option are provided in note 27 Liabilities related to written put options NCI section 27.1.

#### Subsidiaries

The details of the statement of financial position of AG Insurance are included in note 9 Information on operating segments. Details of other subsidiaries of Ageas in which non-controlling interests are held are:

	Assets as at	Liabilities as at	Equity as at	Assets as at	Liabilities as at	Equity as at
	31 December 2016	31 December 2016	31 December 2016	31 December 2015	31 December 2015	31 December 2015
Subsidiary						
Sicavonline				9.0	7.0	2.0
Cargeas Assicurazioni	872.3	705.3	167.0	890.9	743.2	147.8
Millenniumbcp Ageas	9,941.3	9,657.6	283.7	10,648.5	9,955.1	693.4

# 29 Derivatives

Derivatives used by individual subsidiaries comply with the relevant supervisory regulations and Ageas's internal guidelines. Derivatives are used to manage market and investment risks, both for trading purposes as for hedging purposes. The subsidiaries manage the risk exposures in their investment portfolios based on general thresholds and targets. The most important purpose of these instruments is to hedge against adverse market movements for selected securities or for parts of a portfolio. Ageas selectively uses derivative financial instruments such as swaps, options and forwards to hedge changes in currency rates or interest rates in its investment portfolio. Interest rate contracts form the largest part, with 49%, of the total derivatives portfolio at 31 December 2016 (2015: 46%).

Important hedging instruments are equity forward contracts, equity options, total return swaps, interest rate swaps, interest rate forwards, currency swaps and currency forwards. Hedging instruments may be used for individual transactions (micro hedge) or for a portfolio of similar assets or liabilities (portfolio hedge). When Ageas applies hedge accounting in order to mitigate accounting mismatches, the criteria for hedge accounting are met. In particular the effectiveness of hedge relationships in offsetting changes in fair values or cash flows between the hedging instrument and the hedged item are assessed. Furthermore, the required hedge documentation is prepared. At inception, all hedge relationships are approved to ensure that all hedge requirements are fulfilled and the hedge documentation is complete. If the formal hedge relation cannot be established or is too cumbersome, then the derivatives are booked as held for trading.

#### Foreign exchange contracts

Futures are contracts that require settlement at a specified price and on a specified future date and can be traded in similar markets. Forwards are customised contracts between two entities where settlement takes place on a specific date in the future at today's preagreed price. On a consolidated level, currency futures and forward

contracts accounted for 100% of the currency derivative instruments (based on notional amounts at 31 December 2016) at year-end 2016 compared to 59% at the end of 2015. The currency futures and forward contracts are mainly held to hedge the currency risk on foreign currency denominated assets and increased from EUR 1,680 million in 2015 to EUR 1,927 million in 2016 due to the increased position in commercial loans denominated in USD. At year-end 2016, Ageas did not have any currency swaps outstanding (2015; EUR 1,161 million).

#### Interest rate contracts

The notional amounts of interest rate contracts decreased from EUR 2,699 million in 2015 to EUR 1,991 million in 2016 with a market value of respectively EUR 119 million (net asset) and EUR 56 million (net liability).

Swap contracts are agreements between two parties to exchange one set of cash flows for another set of cash flows. Payments are made on the basis of the swap's notional value. Ageas uses interest rate swap contracts primarily to manage cash flows arising from interest received or paid and cross-currency swap contracts to manage foreign currency denominated cash flows (see 'Foreign exchange contracts').

Interest rate swaps represent the major part of the interest rate contracts (91%) at 31 December 2016, with a notional amount of EUR 1,818 million. At year-end 2015, the notional amount was EUR 1,864 million (69%).

The option portfolio amounted to EUR 173 million (market value EUR 0 million) in 2016 and represented 9% of the interest rate contracts. In 2015, the option portfolio amounted to EUR 182 million (7%). The decrease in value is due to the maturity of part of the option portfolio in 2016.

#### Trading derivatives

		31 De	cember 2016		31 De	cember 2015
	Fair valu	ues		Fair valu	ies	
			Notional			Notional
	Assets	Liabilities	amount	Assets	Liabilities	amount
Foreign exchange contracts						
Forwards and futures	2.0	60.8	1,926.7	20.5	9.5	1,680.2
Total	2.0	60.8	1,926.7	20.5	9.5	1,680.2
Interest rate contracts						
Swaps	2.9	12.8	376.1	2.9	21.0	413.6
Options	0.2		91.0			100.0
Total	3.2	12.8	467.1	2.9	21.0	513.6
Equity/Index contracts						
Options and warrants		0.5		2.3	1.5	189.5
Total		0.5		2.3	1.5	189.5
Other	2.8		35.2	2.8		24.8
Total	8.0	74.1	2,429.0	28.5	32.0	2,408.1
Fair values supported by observable market data	0.2	10.9			10.3	
Fair values obtained using a valuation model	7.8	63.2		28.5	21.7	
Total	8.0	74.1		28.5	32.0	
Over the counter (OTC)	8.0	74.1	2,429.0	28.4	32.0	2,408.1
Exchange traded				0.1		
Total	8.0	74.1	2,429.0	28.5	32.0	2,408.1

#### Hedging derivatives

		31 De	cember 2016		31 De	cember 2015
	Fair valu	ıes		Fair valu	ıes	
			Notional			Notional
	Assets	Liabilities	amount	Assets	Liabilities	amount
Foreign exchange contracts					4.7	4 400 0
Swaps				11.1	1.7	1,160.9
Total				11.1	1.7	1,160.9
Interest rate contracts						
Forwards and futures				106.8		652.2
Swaps		43.4	1,441.9	9.5	18.6	1,450.9
Options	0.1		82.2	0.1		82.2
Total	0.1	43.4	1,524.1	116.4	18.6	2,185.3
Equity/Index contracts						
Forwards and futures	4.3	7.2	97.4	6.4	1.9	129.5
Total	4.3	7.2	97.4	6.4	1.9	129.5
Total	4.4	50.6	1,621.5	133.9	22.2	3,475.7
Fair values supported by observable market data	4.3	36.6		22.7	1.9	
Fair values obtained using a valuation model	0.1	14.0		111.2	20.3	
Total	4.4	50.6		133.9	22.2	
Over the counter (OTC)	4.4	50.6	1,621.5	133.9	22.2	3,475.7
Total	4.4	50.6	1,621.5	133.9	22.2	3,475.7

Derivatives are valued based on level 2 (observable market data in active markets).

### 30 Commitments

Commitments received and given at 31 December are as follows.

Commitments	2016	2015
Commitment Received		
Credit lines	526.6	520.2
Collateral and guarantees received	4,919.5	4,287.6
Other off balance-sheet rights		2.4
Total received	5,446.1	4,810.2
Commitment Given		
Guarantees, Financial and Performance Letters of Credit	91.4	39.6
Credit lines	1,468.5	1,178.6
Used	(618.3)	(469.3)
Available	850.2	709.3
Collateral and guarantees given	1,695.4	1,597.8
Entrusted assets and receivables	724.2	100.0
Capital rights & commitments	243.1	69.9
Other off balance-sheet commitments	884.2	1,146.7
Total given	4,488.5	3,663.3

The major part of commitments received consists of collateral and guarantees received, and relates mainly to collateral received from customers on residential mortgages and to a lesser extent to policyholder loans and commercial loans.

Commitments given largely comprise collateral and guarantees given (EUR 1,695 million) in connection with repurchase agreements,

entrusted assets and receivables (EUR 724 million), and extended credit lines.

Other off balance sheet commitments as at 31 December 2016 include EUR 58 million in outstanding credit bids (31 December 2015: EUR 298 million) and EUR 749 million in real estate commitments (31 December 2015: EUR 788 million).

## Fair value of financial assets and financial liabilities

The following table shows the carrying amounts and fair value of those classes of financial assets and financial liabilities not reported at fair value on the Ageas consolidated statement of financial position. Liabilities are held at amortised cost.

A description of the methods used to determine the fair value of financial instruments is given below.

			2016		2015
	Level	Carrying value	Fair value	Carrying value	Fair value
Assets					
Cash and cash equivalents	2	2,180.9	2,180.9	2,394.3	2,394.3
Financial Investments held to maturity	1/3	4,715.3	7,120.9	4,802.1	6,828.1
Loans	2	8,685.0	9,357.6	7,286.3	7,811.3
Reinsurance and other receivables	2	2,192.3	2,192.3	2,013.9	2,013.9
Total financial assets		17,773.5	20,851.7	16,496.6	19,047.6
Liabilities					
Subordinated liabilities	2	2,322.7	2,360.0	2,380.4	2,387.2
Loans	2	2,462.0	2,461.2	2,497.0	2,495.9
Other borrowings	2	33.8	33.8	290.5	289.2
Total financial liabilities		4,818.5	4,855.0	5,167.9	5,172.3

Fair value is the amount for which an asset could be exchanged, a liability settled or a granted equity instrument exchanged between knowledgeable, willing parties in an arm's length transaction.

Ageas uses the following methods, in the order listed, when determining the fair value:

- quoted price (unadjusted) in an active market;
- valuation techniques based on in the market observable inputs;
- valuation techniques not based on market observable inputs;
- cost.

When a financial instrument is traded in an active and liquid market, its quoted market price or value provides the best evidence of fair value. No adjustment is made to the fair value of large holdings of shares, unless there is a binding agreement to sell the shares at a price other than the market price. The appropriate quoted market price for an asset held or a liability to be issued is the current bid price, and for an asset to be acquired or a liability held, the ask

price. Mid-market prices are used as a basis for establishing the fair value of assets and liabilities with offsetting market risks.

If no active market price is available, fair values are estimated using present value or other valuation techniques based on market observable input existing at the reporting date. If there is a valuation technique commonly used by market participants to price an instrument and that technique has been demonstrated to provide reliable estimates of prices obtained in actual market transactions, Ageas applies that technique.

Valuation techniques that are well established in financial markets include recent market transactions, discounted cash flows and option pricing models. An acceptable valuation technique incorporates all factors that market participants would consider when setting a price, and should be consistent with accepted economic methodologies for pricing financial instruments.

The basic principles for estimating fair value are:

- maximise market inputs and minimise internal estimates and assumptions:
- change estimating techniques only if an improvement can be demonstrated or if a change is necessary because of the availability of information.

The fair value presented is the 'clean' fair value, which is the total fair value or 'dirty' fair value less interest accruals. Interest accruals are reported separately.

Methods and assumptions used in determining fair value are largely dependent on whether the instrument is traded on financial markets and the information that is available to be incorporated into the valuation models. A summary of different financial instrument types along with the fair value treatment is included below:

- (I) Fair values for securities available for sale or at fair value through profit or loss are determined using market prices from active markets. If no quoted prices are available from an active market, the fair value is determined using discounted cash flow models. Discount factors are based on a swap curve plus a spread reflecting the risk characteristics of the instrument. Fair values for securities held to maturity (only necessary for disclosures) are determined in the same way.
- (II) Fair values for derivative financial instruments are obtained from active markets or determined using, as appropriate, discounted cash flow models and option pricing models.
- (III) Fair values for unquoted private equity investments are estimated using applicable market multiples (e.g. price/earnings or price/cash flow ratios) refined to reflect the specific circumstances of the issuer.
- (IV) Fair values for loans are determined using discounted cash flow models based upon Ageas's current incremental lending rates for similar type loans. For variable-rate loans that re-price frequently and have no significant change in credit risk, fair values are approximated by the carrying amount. Option pricing models are used for valuing caps and prepayment options embedded in loans that have been separated in accordance with IFRS.

(V) Off-balance-sheet commitments or guarantees are fair valued based on fees currently charged to enter into similar agreements, taking into account the remaining terms of the agreements and the counterparties' credit standings.

We refer to note 11, 12 and 17 for details on level 3 valuation in the balance sheet.

Non-exchange-traded financial instruments are often traded in overthe-counter (OTC) markets by dealers or other intermediaries from whom market prices are obtainable.

Quotations are available from various sources for many financial instruments traded regularly in the OTC market. Those sources include the financial press, various publications and financial reporting services, and also individual market makers.

Quoted market prices provide the most reliable fair value for derivatives traded on a recognised exchange. Fair value of derivatives not traded on a recognised exchange is considered to be the value that could be realised through termination or assignment of the derivative

Common valuation methodologies for an interest rate swap incorporate a comparison of the yield of the swap with the current swap yield curve. The swap yield curve is derived from quoted swap rates. Dealer bid and offer quotes are generally available for basic interest rate swaps involving counterparties whose securities are investment grade.

Factors that influence the valuation of an individual derivative include the counterparty's credit rating and the complexity of the derivative. If these factors differ from the basic factors underlying the quote, an adjustment to the quoted price may be considered.

Since the FRESH cannot be early redeemed and can only be redeemed by exchange of shares, the fair value of the FRESH is equal to the notional amount.

The fair value (FV) calculation of financial instruments not actively traded on financial markets can be summarised as follows.

Instrument Type	Ageas Products	Fair Value Calculation
Instruments with no stated	Current accounts,	Nominal value.
maturity	saving accounts etc.	
Instruments without optional	Straight loans,	Discounted cash flow methodology; discounting
features	deposits	yield curve is the swap curve plus spread (assets)
	etc.	or the swap curve minus spread (liabilities); spread
		is based on commercial margin computed based
		on the average of new production during last three
		months.
Instruments with optional	Mortgage loans and other	Product is split and linear (non-optional)
features	instruments with option	component is valued using a discounted cash flow
	features	methodology and option component valued based
		on option pricing model.
Subordinated liabilities and related receivables	Subordinated liabilities	Valuation is based on broker quotes
		in an in-active market (level 3).
Private equity	Private equity and	In general based on the European Venture Capital
	non-quoted participations	Association's valuation guidelines, using
	investments	enterprise value/EBITDA, price/cash flow
		and price/earnings etc.
Preference shares (non-quoted)	Preference shares	If the share is characterised as a debt instrument.
		a discounted cash flow model is used.

Ageas pursues a policy aimed at quantifying and monitoring pricing uncertainties related to the calculation of fair values using valuation techniques and internal models. Related uncertainties are a feature of the 'model risk' concept.

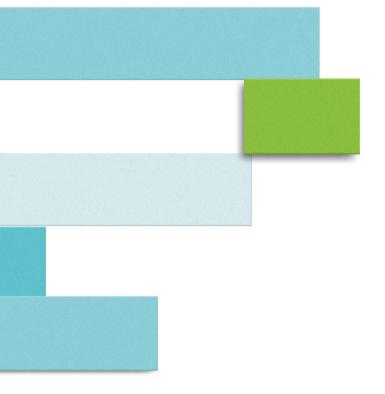
Model risk arises when the product pricing requires valuation techniques which are not yet standardised or for which input data cannot be directly observed in the market, leading to assumptions about the input data themselves.

The introduction of new, sophisticated products in the market has resulted in the development of mathematical models to price them. These models in turn depend on assumptions regarding the

stochastic behaviour of underlying variables, numerical algorithms and other possible approximations needed to replicate the complexity of the financial instruments.

Furthermore, the underlying hypotheses of a model depend on the general market conditions (e.g. specific interest rates, volatilities) prevailing at the time the model is developed. There is no guarantee that the model will continue to yield adequate results should market conditions change drastically.

Any related model uncertainty is quantified as accurately as possible and is the basis for adjusting the fair value calculated by the valuation techniques and internal models.



# Notes to the Consolidated Income Statement

### **Insurance premiums**

The following table provides an overview of the composition of gross inflow and net earned premiums for the year ended 31 December.

	2016	2015
Gross inflow Life	6,268.5	6,369.2
Gross inflow Non-life	4,342.2	4,297.5
General Account and eliminations	(0.3)	(0.2)
Total gross inflow	10,610.4	10,666.5
	2016	2015
Net earned premiums Life	4,889.3	4,995.3
Net earned premiums Non-life	4,112.3	4,037.6
General Account and eliminations	(0.3)	3.0
Total net earned premiums	0.001.3	9.035.9

#### Life

The table below shows the details of gross inflow Life for the year ended 31 December.

	2016	2015
Unit-linked insurance contracts		
Single written premiums	116.6	139.7
Periodic written premiums	83.2	95.1
Total unit-linked insurance contracts	199.8	234.8
Non unit-linked insurance contracts		
Single written premiums	269.3	310.3
Periodic written premiums	833.8	800.0
Group business total	1,103.1	1,110.3
Single written premiums	352.1	426.3
Periodic written premiums	578.8	807.2
Individual business total	930.9	1,233.5
Total non unit-linked insurance contracts	2,034.0	2,343.8
Investment contracts with DPF		
Single written premiums	2,249.4	2,059.5
Periodic written premiums	451.6	423.2
Total investment contracts with DPF	2,701.0	2,482.7
Gross premium income Life	4,934.8	5,061.3
Single written premiums	1,270.6	1,160.1
Periodic written premiums	63.1	147.8
Premium inflow deposit accounting	1,333.7	1,307.9
Gross inflow Life	6,268.5	6,369.2

Gross inflow Life consists of premiums received by insurance companies for issued insurance and investment contracts. Premium inflow of insurance contracts and investment contracts with DPF is recognised in the income statement. Premium inflow of investment contracts without DPF, mainly unit-linked contracts, is (after deduction of fees) directly recognised as liabilities (deposit accounting). Fees are recognised as fee income in the income statement.

	2016	2015
Gross premium Life	4,934.8	5,061.3
Ceded reinsurance premiums	( 45.5 )	( 66.0 )
Net premiums Life	4,889.3	4,995.3

#### Non-life

The table below shows the details of net earned premiums Non-life for the year ended 31 December. Premiums for motor, fire and other damage to property, and other are grouped in Property & Casualty.

	Accident &	Property &	
2016	Health	Casualty	Total
Gross written premiums	867.3	3,474.9	4,342.2
Change in unearned premiums, gross	(2.0)	(7.7)	(9.7)
Gross earned premiums	865.3	3,467.2	4,332.5
Ceded reinsurance premiums	( 32.0 )	( 183.7 )	(215.7)
Reinsurers' share of unearned premiums	4.7	(9.2)	(4.5)
Net earned premiums Non-life	838.0	3,274.3	4,112.3

	Accident &	Property &	
2015	Health	Casualty	Total
Gross written premiums	843.7	3,453.8	4,297.5
Change in unearned premiums, gross	(3.7)	(27.3)	(31.0)
Gross earned premiums	840.0	3,426.5	4,266.5
Ceded reinsurance premiums	(31.7)	( 198.6 )	(230.3)
Reinsurers' share of unearned premiums	2.9	(1.5)	1.4
Net earned premiums Non-life	811.2	3,226.4	4,037.6

Below is a breakdown of the Non-life net earned premiums by insurance operating segment.

	Accident &	Property &	
2016	Health	Casualty	Total
Belgium	471.5	1,364.6	1,836.1
UK	38.5	1,559.9	1,598.4
Continental Europe	327.7	336.0	663.7
Reinsurance	0.3	13.8	14.1
Net earned premiums Non-life	838.0	3,274.3	4,112.3

	Accident &	Property &	
2015	Health	Casualty	Total
Belgium	484.2	1,348.2	1,832.4
UK	71.8	1,679.3	1,751.1
Continental Europe	255.2	198.9	454.1
Net earned premiums Non-life	811.2	3,226.4	4,037.6

## Interest, dividend and other investment income

The table below provides details of interest, dividend and other investment income for the year ended 31 December.

	2016	2015
Interest income		
Interest income on cash & cash equivalents	3.5	3.3
Interest income on loans to banks	17.3	16.5
Interest income on investments	1,921.2	2,036.6
Interest income on loans to customers	210.8	193.1
Interest income on derivatives held for trading	(1.7)	0.6
Other interest income	13.3	31.8
Total interest income	2,164.4	2,281.9
Dividend income from equity securities	136.2	112.2
Rental income from investment property	237.9	227.1
Revenues parking garage	349.0	340.1
Other investment income	51.2	47.2
Total interest, dividend and other investment income	2,938.7	3,008.5

#### **Result on sales and revaluations**

Result on sales and revaluations for the year ended 31 December is broken down as follows.

	2016	2015_
Debt securities classified as available for sale	98.8	56.9
Equity securities classified as available for sale	22.2	131.7
Financial instruments held for trading	(15.3)	( 24.2 )
Investment property	38.1	36.3
Capital gain (losses) on sale of shares of subsidiaries and associates	495.7	0.3
Investments in associates	0.3	(0.3)
Property, plant and equipment	2.1	( 0.1 )
Assets and liabilities held at fair value through profit or loss	1.5	(0.5)
Hedging results	3.8	( 10.7 )
Other	(1.5)	2.6
Total Result on sales and revaluations	645.7	192.0

Derivatives held for trading are initially recognised at acquisition cost, including any transaction costs to acquire the financial instrument. Subsequent measurement is at fair value with changes in fair value recorded in the income statement.

All changes in fair value of the assets and liabilities held at fair value through profit or loss are reported above. This includes unrealised gains and losses from revaluations and realised gains and losses upon derecognition of the assets or liabilities.

Hedging results contain the changes in fair value attributable to the hedged risk (mainly interest rate risk) of hedged assets and liabilities and the changes in fair value of the hedging instruments.

The capital gain on sale of shares of subsidiaries and associates of EUR 0.5 billion in 2016 relates mainly to the sale of the Life insurance business in Hong Kong and is explained in more detail in note 3 Acquisitions and disposals.

## **Investment income related to unit-linked contracts**

The investment income related to unit-linked contracts is presented below.

	2016	2015_
(Un)realised gains (losses) - insurance contracts	69.2	84.1
(Un)realised gains (losses) - investment contracts	127.3	132.4
(Un)realised gains (losses)	196.5	216.5
Investment income - insurance contracts	6.4	3.8
Investment income - investment contracts	222.8	244.4
Realised investment income	229.2	248.2
Total investment income related to unit-linked contracts	425.7	464.7

## **Share in result of associates**

Share in result of associates for the year ended 31 December is specified by main associate in the table below.

	Total	Total	Net	%	Share in resul
	income	expenses	result	Ageas	of associates
2016	(100% interest)	(100% interest)	(100% interest)	interest	(Ageas share
Taiping Holdings	14,378.5	( 13,953.0 )	425.5	20.0% - 24.9%	105.5
Muang Thai Group Holding	3,024.1	(2,784.4)	239.7	7.8% - 30.9%	70.2
Mayban Ageas Holding Berhad	1,339.2	(1,209.5)	129.7	31.0%	40.1
Cardif Lux Vie	3,618.5	(3,589.9)	28.6	33.3%	9.6
DTHP	112.6	(101.4)	11.2	33.0%	3.7
Tesco Insurance Ltd	487.1	(528.5)	(41.4)	50.1%	( 20.7 )
East West Ageas Life	5.6	(17.4)	(11.8)	50.0%	(5.8)
Evergreen	21.9	(5.8)	16.1	35.7%	5.7
Predirec	3.8	(0.2)	3.6	29.4%	1.1
Royal Park Investments	83.7	(21.4)	62.3	44.7%	27.9
Aksigorta	362.8	(341.7)	21.1	36.0%	7.6
DBI Federal Life Insurance	231.0	(230.8)	0.2	26.0%	0.1
MB Ageas Life JSC	0.7	(1.3)	(0.6)	32.0%	( 0.2
Other					5.0
Total share in result of associates					249.8
	Total	Total	Net	%	Share in result
	income	expenses	result	Ageas	of associates
2015	(100% interest)	(100% interest)	(100% interest)	interest	(Ageas share)
Taiping Holdings	14,143.6	( 13,479.4 )	664.2	20.0% - 24.9%	165.3
Muang Thai Group Holding	2,721.3	(2,520.5)	200.8	7.8% - 30.9%	58.9
Mayban Ageas Holding Berhad	1,182.8	(1,110.3)	72.5	31.0%	22.4
Cordif Lux Vio	2 020 5	(20025)	46.0	22 20/	15.0

	Total	Total	Net	%	Snare in result
	income	expenses	result	Ageas	of associates
2015	(100% interest)	(100% interest)	(100% interest)	interest	(Ageas share)
Taiping Holdings	14,143.6	( 13,479.4 )	664.2	20.0% - 24.9%	165.3
Muang Thai Group Holding	2,721.3	( 2,520.5 )	200.8	7.8% - 30.9%	58.9
Mayban Ageas Holding Berhad	1,182.8	(1,110.3)	72.5	31.0%	22.4
Cardif Lux Vie	3,038.5	(2,992.5)	46.0	33.3%	15.3
DTHP	60.7	(80.9)	(20.2)	33.0%	(6.7)
Tesco Insurance Ltd	573.4	(573.7)	(0.3)	50.1%	(0.2)
East West Ageas Life		(3.1)	(3.1)	25.0%	(0.8)
Evergreen	17.3	(11.4)	5.9	35.7%	2.1
Predirec	3.1	(0.9)	2.2	29.5%	0.6
Royal Park Investments	56.7	(16.1)	40.6	44.7%	18.2
Aksigorta	387.9	(394.1)	(6.2)	36.0%	(2.2)
IDBI Federal Life Insurance	221.3	(212.7)	8.6	26.0%	2.2
Other					11.0
Total share in result of associates					286.1

## Fee and commission income

Fee and commission income for the year ended 31 December is specified in the table below.

	2016	2015
Fee and commission income		
Reinsurance commissions	29.9	41.2
Insurance and investment fees	142.6	205.2
Asset management	31.0	31.8
Guarantees and commitment fees	1.3	3.7
Other service fees	166.0	153.3
Total fee and commission income	370.8	435.2

The line item 'Other service fees' mainly relates to fees received by Ageas brokerage companies for the sale of insurance policies to third parties.

# 38 Other income

Other income includes the following elements for the year ended 31 December.

	2016	2015
Other income		
Proceeds of sale of property intended for sale	41.6	24.9
Recovery of staff and other expenses from third parties	48.3	54.8
Other	109.5	150.1
Total other income	199.4	229.8

The line item 'Other' mainly includes the re-invoicing of service costs related to rental activities and the recovery of staff and other expenses from third parties.

## **Insurance claims and benefits**

The details of insurance claims and benefits, net of reinsurance, for the year ended 31 December are shown in the table below.

	2016	2015_
Life insurance	5,852.5	5,952.5
Non-life insurance	2,808.0	2,551.5
General account and eliminations	(0.8)	3.5
Total insurance claims and benefits, net	8,659.7	8,507.5

Details of Life insurance claims and benefits, net of reinsurance, are shown below.

	2016	2015
Benefits and surrenders, gross	4,448.3	5,477.5
Change in liabilities arising from insurance and investment contracts, gross	1,422.3	508.2
Total Life insurance claims and benefits, gross	5,870.6	5,985.7
Reinsurers' share of claims and benefits	(18.1)	(33.2)
Total Life insurance claims and benefits, net	5,852.5	5,952.5

Details of Non-life insurance claims and benefits, net of reinsurance, are shown in the following table.

	2016	2015
Claims paid, gross	2,649.4	2,528.7
Change in liabilities arising from insurance contracts, gross	314.9	92.1
Total Non-life insurance claims and benefits, gross	2,964.3	2,620.8
Reinsurers' share of claims paid	(83.0)	( 103.7 )
Reinsurers' share of change in liabilities	(73.3)	34.4
Total Non-life insurance claims and benefits, net	2,808.0	2,551.5

# 40 Financing costs

The following table shows the breakdown of financing costs by product for the year ended 31 December.

	2016	2015
Financing costs		
Debt certificates		0.1
Subordinated liabilities	75.0	80.9
Borrowings	24.7	22.6
Other borrowings	11.6	13.5
Derivatives	8.1	6.5
Other liabilities	47.8	43.4
Total financing costs	167.2	167.0

# **Change in impairments**

Change in impairments for the year ended 31 December is as follows.

	2016	2015
Change in impairments of:		
Investments in debt securities	1.2	4.5
Investments in equity securities and other	56.8	65.4
Investment property	1.1	3.9
Loans	1.3	2.0
Reinsurance and other receivables	(2.6)	
Property, plant and equipment	(1.4)	0.5
Goodwill and other intangible assets	2.1	2.8
Investments in associates	6.1	
Accrued interest and other assets	0.1	0.5
Total change in impairments	64.7	79.6

# Fee and commission expenses

The components of fee and commission expenses for the year ended 31 December are as follows.

	2016	2015
Fee and commission expenses		
Securities	1.1	1.1
Intermediaries	1,138.4	1,196.6
Asset management fees	16.0	16.2
Custodian fees	4.3	6.3
Other fee and commission expenses	17.5	53.2
Total fee and commission expenses	1,177.3	1,273.4

# 43 Staff expenses

Staff expenses for the year ended 31 December are as follows.

	2016	2015_
Staff expenses		
Salaries and wages	603.1	623.5
Social security charges	127.4	128.1
Pension expenses relating to defined benefit pension plans	44.8	18.5
Defined contribution plan expenses	14.5	26.8
Share-based compensation	5.5	3.4
Other	50.7	46.4
Total staff expenses	846.0	846.7

The line item 'Other' includes the cost of termination benefits, restructuring costs and non-monetary benefits for staff such as leased cars, restaurant and insurance premiums.

Note 7 section 7.1 Employee benefits contains further details of postemployment benefits and other long-term employee benefits, including pension costs related to defined benefit plans and defined contribution plans.

## **Other expenses**

Other expenses for the year ended 31 December are as follows.

	2016	2015
Depreciation on tangible assets		
Buildings held for own use	37.0	34.5
Leasehold improvements	6.0	6.0
Investment property	95.1	88.0
Equipment	36.2	38.9
Amortisation of intangible assets		
Purchased software	12.6	12.1
Internally developed software	3.6	1.8
Value of business acquired (VOBA)	24.2	35.5
Other intangible assets	18.9	23.4
Other		
Operating lease rental expenses and related expenses	54.3	42.3
Operating and other direct expenses relating to investment property	55.3	53.4
Operating and other direct expenses relating to property for own use	191.9	186.6
Professional fees	146.1	131.2
Capitalised deferred acquisition costs	( 427.6 )	(410.5)
Depreciation deferred acquisition costs	397.3	389.0
Marketing and public relations costs	69.3	78.1
Information technology costs	138.0	140.2
Maintenance and repair expenses	21.9	17.2
Cost of sale of property intended for sale	40.4	25.0
Other	262.6	222.9
Total other expenses	1,183.1	1,115.6

The line item 'Operating and other direct expenses relating to investment property / property for own use' is partly recovered by income accounts as reported in note 38 Other Income.

The line item 'Other' includes in 2016 and 2015 expenses for travel, post, telephone, temporary staff and training.

#### 44.1 Audit fees

The line item 'Professional fees' includes fees paid to Ageas's auditors.

For 2016 and 2015, these fees can be broken down into the following components:

- audit fees, which include fees for auditing the statutory and consolidated financial statements, the review of the interim financial statements as well as the review of the Embedded Value report;
- audit-related fees, which include fees for work performed on prospectuses, non-standard auditing and advisory services not related to statutory auditing;
- fees for tax advice;
- other non-audit fees, which include fees for support and advice.

The breakdown of audit fees for the year ended 31 December is as follows.

		2016		2015
	Ageas	Other	Ageas	Other
	Statutory Auditors	Ageas Auditors	Statutory Auditors	Ageas Auditors
Audit fees	4.6	1.3	5.6	0.9
Audit-related fees	0.8	0.1	0.4	
Tax fees	0.2		0.1	
Other non-audit fees	0.2	0.2	0.3	0.4
Total	5.8	1.6	6.4	1.3

## **Income tax expenses**

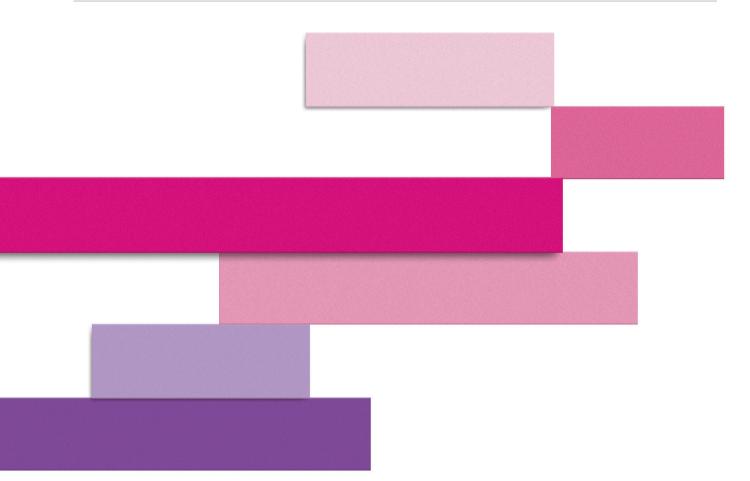
The components of income tax expenses for the year ended 31 December are as follows.

	2016	2015_
Current tax expenses for the current period	263.2	294.1
Adjustments recognised in the period for		
current tax of prior periods	0.8	(5.5)
Previously unrecognised tax losses, tax credits and		
temporary differences increasing (reducing) current tax expenses	0.7	(0.2)
Total current tax expenses	264.7	288.4
Deferred tax arising from the current period	( 15.8 )	( 40.5 )
Impact of changes in tax rates on deferred taxes	1.3	
Deferred tax arising from the write-down or (reversal)		
of a write-down of a deferred tax asset	3.3	(8.4)
Previously unrecognised tax losses, tax credits and		
temporary differences reducing deferred tax expense	(41.6)	( 13.5 )
Total deferred tax expenses (income)	( 52.8 )	( 62.4 )
Total income tax expenses (income)	211.9	226.0

Below is a reconciliation from expected to actual income tax expense. Given the financial reporting consolidation at the Belgian top holding company ageas SA/NV, the Group tax rate is determined at the prevailing corporate income tax rate in Belgium. Deviations between expected and actual income tax expense in the various jurisdictions

in which the Ageas Group operates resulting from local tax laws and regulations, are stated at local tax rates applicable in such jurisdictions and can be broken down into the categories depicted below.

	2016	2015
Result before taxation	434.7	1,165.6
Applicable group tax rate	33.99%	33.99%
Expected income tax expense	147.7	396.2
Increase (decrease) against local tax rates resulting from:		
Tax exempt income (including dividend and capital gains)	( 146.1 )	(37.5)
Impairment of goodwill		0.9
Share in net result of associates and joint ventures	(65.5)	(71.8)
Disallowed items	20.9	19.9
Previously unrecognised tax losses and temporary differences	(44.9)	(25.3)
Write-down and reversal of write-down of deferred tax assets,		
including current year tax-losses deemed non-recoverable	313.0	(1.0)
Impact of changes in tax rates on temporary differences	1.3	1.1
Foreign tax rate differential	(30.1)	(48.2)
Adjustments for current and deferred tax of previous years	4.5	(5.5)
Deferred tax on investments in subsidiaries, associates and joint ventures	16.6	18.7
Notional interest deduction	(12.4)	(16.8)
Local income taxes (state/city/cantonal/communal taxes)	(0.3)	1.6
Other	7.2	(6.3)
Actual income tax expenses (income)	211.9	226.0



# Notes to items not recorded in the consolidated statement of financial position

## **Contingent liabilities**

## 46.1 Contingent liabilities related to legal proceedings

Like any other financial group, Ageas Group is involved as a defendant in various claims, disputes and legal proceedings arising in the ordinary course of its business.

In addition, as a result of the events and developments surrounding the former Fortis Group between May 2007 and October 2008 (e.g. acquisition of parts of ABN AMRO and capital increase in September/October 2007, announcement of the solvency plan in June 2008, divestment of banking activities and Dutch insurance activities in September/October 2008), Ageas is or may still become involved in a series of legal proceedings and in a criminal procedure pending in Belgium.

Ageas denies and will continue to challenge all allegations of wrongdoing. If these proceedings were to be successful, this could have substantial consequences for Ageas's financial position. Such consequences remain unquantifiable at this stage.

On 14 March 2016 Ageas entered into a settlement agreement with several claimant organisations that represent a series of shareholders in collective claims before the Belgian and Dutch courts (the "Settlement"). On 23 May 2016 the parties to the Settlement, i.e. Ageas, Deminor, Stichting FortisEffect, Stichting Investor Claims Against Fortis, VEB and Stichting FORsettlement have requested the Amsterdam Court of Appeal to declare the settlement binding for all eligible Fortis shareholders who will not opt out before the expiry of a given period, in accordance with the Dutch Act on Collective Settlement of Mass Claims (*Wet Collectieve Afwikkeling Massaschade*). In the meantime Ageas also reached an agreement with Mr Arnauts and Mr Lenssens, two Brussels based attorneys who launched legal action against Ageas on behalf of a number of claimants, and in 2017 with the Luxembourg based company Archand s.à.r.l. and affiliated persons, to support the settlement.

The Settlement will only be final (i) if the Amsterdam Appeal Court has declared the Settlement binding and (ii) if at the end of the opt-out period, the agreed opt-out ratio has not been exceeded or Ageas has waived its termination right.

#### I Proceedings covered by the Settlement

#### Civil proceedings initiated by shareholders or associations of shareholders

If the Settlement becomes final, it will cover all civil proceedings mentioned in this section, except for (i) the proceeding mentioned in 1.2.1 to the extent it relates to events after 14 October 2008 and (ii) the claimants who timely opted out.

A provision of EUR 1 billion has been recognized for the Settlement, including a provision of EUR 62 million related to the tail risk, estimated at 5% of the total settlement amount (see note 26 Provisions).

The parties to the Settlement agreed to suspend the legal proceedings initiated against Ageas and instructed their lawyers accordingly. In addition, since the filing of the request with the Amsterdam Appeal Court, all legal proceedings in the Netherlands, mentioned below in section 1.1 are suspended by operation of law.

The parties also committed to finally terminate their legal proceedings when the settlement has become final. Deminor will use its best efforts to terminate proceedings in which it is involved by requesting its constituents to provide instructions to terminate the proceeding in accordance with Article 821 BJC.

These proceedings, both in Belgium and in the Netherlands, (i) aim at the payment of compensatory damages based on alleged miscommunication and/or market abuse committed, by Fortis during the period between May 2007 and October 2008 and/or (ii) are (in)directly related to the transactions in September/October 2008.

#### 1.1 In the Netherlands

#### 1.1.1 VEE

On 19 January 2011, VEB (Vereniging van Effectenbezitters) initiated a collective action before the Amsterdam District Court seeking a ruling that various communications between September 2007 and 3 October 2008 constituted a breach of law by Fortis, by financial institutions involved in the September/October 2007 capital increase, and/or by certain of Fortis' former directors and executives. VEB characterises each of these breaches as an unlawful act by all or certain defendants and states that these defendants were therefore liable for the loss incurred by any (former) shareholder who bought shares during the relevant period. Inter alia, VEB alleges (against Fortis, certain of its former directors and executives and against the forementioned financial institutions) that the information provided in the September 2007 prospectus for the 9 October 2007 capital increase on Fortis' position exposure to the subprime situation, was incorrect and incomplete.

#### 1.1.2 Stichting FortisEffect

Stichting FortisEffect and a series of individuals represented by Mr De Gier appealed with the Amsterdam Appeal Court against the judgment of the Amsterdam District Court of 18 May 2011 that dismissed their collective action to invalidate the decisions taken by the Fortis Board in October 2008 and unwind the relevant transactions, or alternatively, to pay damages. On 29 July 2014 the Amsterdam Appeal Court decided that the sale of the Dutch Fortis entities in 2008 remains unaffected. However, it also ruled that during the period of 29 September through 1 October 2008 Fortis provided misleading and incomplete information to the markets. The Court concluded that Ageas should indemnify the damages suffered as a result thereof by the shareholders concerned. The damages, if any, should be decided upon and determined in further proceedings. Ageas has launched an appeal against the Court's decision with the Dutch Supreme Court in October 2014. FortisEffect equally appealed with the Supreme Court a.o. because the Appeal Court ruled that the communication of the Dutch State was not misleading. As FortisEffect's action against the Dutch State is not covered by the settlement, its appeal against the Dutch State was not suspended. On 30 September 2016 the Supreme Court rejected the appeal relating to the Dutch State's communication.

#### 1.1.3 Stichting Investor Claims Against Fortis (SICAF)

On 7 July 2011, 'Stichting Investor Claims Against Fortis' ('SICAF'), a 'Stichting' (Foundation) under Dutch law, brought a collective action before the Utrecht Court based on alleged Fortis miscommunication on various occasions during 2007 and 2008. SICAF alleges, i.a. (against Fortis and against two financial institutions) that the

information provided in the September 2007 prospectus for the 9 October 2007 rights issue on Fortis' position in and exposure to the subprime situation was incorrect and incomplete.

On 3 August 2012, the same SICAF, on behalf of and together with a number of identified (former) shareholders, brought a second action before the Utrecht Court against the same defendants and certain former Fortis directors and executives, claiming damages. The allegations in this second action are materially similar to the first action. In addition, the plaintiffs claim that Fortis failed in its solvency policy in the period 2007 and 2008.

#### 1.1.4 Claims on behalf of individual shareholders

In proceedings initiated by a series of individuals represented by Mr Bos, the Utrecht Court decided on 15 February 2012 that Fortis and two co-defendants (the former CEO and the former financial executive) disclosed misleading information during the period from 22 May through 26 June 2008. The Court further ruled that separate proceedings were necessary to decide whether the plaintiffs had suffered damages, and if so, the amount of such damages. In the same proceedings, certain former Fortis directors and top executives requested the Court to acknowledge the alleged Ageas obligation to hold them harmless for the damages resulting from or relating to the legal proceedings initiated against them and resulting from their mandates within the Fortis group. An appeal against the Utrecht Court judgement was filed with the Arnhem Appeal Court. In appeal, Mr Bos claims damages for alleged miscommunication about (i) Fortis' subprime exposure in 2007/2008, about (ii) Fortis' solvency in January - June 2008. (iii) the remedies required by the European Commission in the context of the ABN AMRO take-over and (iv) Fortis' liquidity and solvency position on 26 September 2008.

Since 1 August 2014, Mr Meijer initiated five separate proceedings, each one on behalf of an individual claimant, before the Utrecht Court, claiming to compensate for the loss due to alleged miscommunication by Fortis in the period September 2007 to September 2008.

On 23 September 2014, a former Fortis shareholder initiated proceedings against Ageas before the Utrecht Court, claiming damages because of miscommunication by Fortis between 29 September 2008 and 1 October 2008 as stated in the 29 July 2014 FortisEffect decision. On 1 April 2015 the court decided that this procedure will be joined with the first two Meijer proceedings.

On 11 May 2015, a former Fortis shareholder initiated proceedings against Ageas and a former Fortis executive before the Amsterdam court, claiming damages because of miscommunication on Fortis' financial position.

#### 1.1.5 Stichting Fortisclaim

On 10 June 2016 Stichting Fortisclaim brought a collective action against Ageas before the Utrecht Court based on (i) Fortis' management of the solvency planning after the takeover of ABN AMRO and (ii) Fortis' various communications in the period 24 May 2007 to 3 October 2008 on its subprime exposure, its solvency, its liquidity, and its position after the first rescue weekend in September 2008.

#### 1.2 In Belgium

#### 1.2.1 Modrikamen

On 28 January 2009, a series of shareholders represented by Mr Modrikamen brought an action before the Brussels Commercial Court initially requesting the annulment of the sale of ASR to the Dutch State and the sale of Fortis Bank to SFPI (and subsequently to BNP Paribas), or alternatively damages. On 8 December 2009, the Court inter alia decided that it was not competent to judge on actions against the Dutch defendants. On 17 January 2013, the Brussels Court of Appeal confirmed this judgment in this respect. In July 2014, Mr Modrikamen filed an appeal before the Supreme Court on this issue. On 23 October 2015 the Supreme Court rejected this appeal. To date the proceedings before the commercial court continue regarding the sale of Fortis Bank and aim at the payment of a compensation by BNP Paribas to Ageas, as well as by Ageas to the claimants. In an interim judgment of 4 November 2014, the court declared about 50% of the original claimants not admissible. On 29 April 2016 the Brussels Commercial Court decided to suspend the proceedings awaiting the outcome of the criminal procedure.

#### 1.2.2 Deminor

On 13 January 2010, a series of shareholders associated with Deminor International (currently named DRS Belgium) brought an action before the Brussels Commercial Court, seeking damages based on alleged lack of/or misleading information by Fortis during the period from March 2007 to October 2008. On 28 April 2014, the court declared in an interim judgment about 25% of the claimants not admissible.

#### 1.2.3 Other claims on behalf of individual shareholders

On 12 September 2012, Patripart, a (former) Fortis shareholder, and its parent company Patrinvest, brought an action before the Brussels Commercial Court, seeking damages based on alleged lack of or misleading information in the context of the 2007 rights issue. On 1 February 2016 the court fully rejected the claim. On 16 March 2016, Patrinvest filed an appeal before the Brussels Appeal Court.

On 29 April 2013, a series of shareholders represented by Mr Arnauts brought an action before the Brussels Commercial Court, seeking

damages based on alleged incomplete or misleading information by Fortis in 2007 and 2008; this action is suspended awaiting the outcome of the criminal proceedings.

On 25 June 2013, a similar action before the same court was initiated by two shareholders; those claimants ask for their case to be joined to the Deminor case. In the meantime, claimants agreed that their case be postponed *sine die*.

On 19 September 2013, certain (former) Fortis shareholders represented by Mr Lenssens initiated a similar action before the Brussels Civil Court; this action is suspended awaiting the outcome of the criminal proceedings.

#### II Proceedings not covered by the Settlement

#### 2. Administrative procedure in Belgium

The Belgian Financial Services and Markets Authority ('FSMA') initiated an investigation on Fortis' external communication during the second quarter of 2008. On 17 June 2013, the Sanctions Commission decided that in the period May-June 2008 Fortis communicated too late or incorrectly on the remedies required by the European Commission in the context of the ABN AMRO take-over, on its future solvency position upon full integration of ABN AMRO and on the success of the NITSH II offer. Therefore, the Sanctions Commission levied a fine on Ageas of EUR 500,000. On 24 September 2015, the Brussels Appeal Court ruled on the decision of the FSMA Sanctions Commission, and decided to impose a reduced fine of EUR 250,000 on Ageas for misleading statements made on 12 June 2008. Ageas filed an appeal against the Court's decision with the Supreme Court on 24 August 2016.

#### 3. Criminal procedure in Belgium

In Belgium, since October 2008 a criminal procedure is ongoing in relation to events mentioned above in the introduction to this chapter. In February 2013, the public prosecutor filed his written indictment with charges of (i) false annual accounts 2007 due to overestimation of subprime assets, (ii) enticement to subscribe the 2007 rights issue with incorrect information and (iii) publication of incorrect or incomplete information on subprime on various occasions between August 2007 and April 2008, for which charges he requested the Chambre du conseil/Raadkamer that certain individuals be referred for trial before the criminal court. As several interested parties requested and obtained additional investigative measures, the hearing before the Chambre du conseil/Raadkamer was postponed sine die. For the time being referral of Ageas is not being requested by the public prosecutor.

#### 4. Other legal proceedings

## 4.1 Legal proceedings initiated by Mandatory Convertible Securities (MCS) holders

The Mandatory Convertible Securities (MCS) issued in 2007 by Fortis Bank Nederland (Holding) N.V. (now ABN AMRO Bank N.V.), together with Fortis Bank SA/NV (now BNP Paribas Fortis SA/NV), Fortis SA/NV and Fortis N.V. (both now ageas SA/NV), were mandatorily converted on 7 December 2010 into 106,723,569 Ageas shares. Prior to 7 December 2010, certain MCS holders unilaterally decided at a general MCS holders' meeting to postpone the maturity date of the MCS until 7 December 2030. However, at the request of Ageas, the President of the Brussels Commercial Court suspended the effects of this decision. Following 7 December 2010, the same MCS holders contested the validity of the conversion of the MCS and requested its annulment or, alternatively, damages for an amount of EUR 1.75 billion. On 23 March 2012, the Brussels Commercial Court ruled in favour of Ageas, dismissing all claims of the former MCS holders. Hence, the conversion of the MCS into shares issued by Ageas on 7 December 2010 remains legally valid and no compensation is due. Certain former MCS holders appealed against this judgment, claiming damages for a provisional amount of EUR 350 million and the appointment of an expert. No dates are fixed for the hearings.

#### 4.2 Legal proceedings initiated by RBS

On 1 April 2014, Royal Bank of Scotland (RBS) initiated two legal actions against Ageas and other parties: (i) an action before the Brussels Commercial Court in which RBS claims an amount of EUR 75 million, based on an alleged guarantee given by Fortis in 2007 in the context of a share deal between ABN AMRO Bank (now RBS) and Mellon and (ii) an arbitration procedure before ICC in Paris in which RBS initially claimed a total amount of EUR 135 million, i.e. the alleged EUR 75 million guarantee and EUR 60 million arising from escrow provisions. In March 2016, RBS dropped this latter claim of EUR 60 million. Following the hearings in January 2017 in the ICC arbitration, RBS agreed to withdraw the proceedings before the Brussels Commercial Court.

#### 5. Hold harmless undertakings

In 2008, Fortis granted certain former executives and directors, at the time of their departure, a contractual hold harmless protection covering legal expenses and, in certain cases, also the financial consequences of any judicial decisions, in the event that legal proceedings were brought against them on the basis of their mandates exercised within the Fortis group. Ageas contests the validity of the contractual hold harmless commitments to the extent they relate to the financial consequences of any judicial decisions.

Furthermore, and as standard market practice in this kind of operations, Ageas entered into agreements with certain financial institutions facilitating the placing of Fortis shares in the context of the capital increases of 2007 and 2008. These agreements contain indemnification clauses that imply hold harmless obligations for Ageas subject to certain terms and conditions. Some of these financial institutions are involved in certain legal proceedings mentioned in this chapter.

In the context of a settlement with the underwriters of D&O liability insurance and Public Offering of Securities Insurance policies relating to the events and developments surrounding the former Fortis Group in 2007 - 2008, Ageas granted a hold harmless undertaking in favour of the insurers for the aggregate amount of coverage under the policies concerned. In addition, Ageas granted certain indemnity and hold harmless undertakings in favour of certain former Fortis executives and directors and of BNP Paribas Fortis relating to future defence costs, as well as in favor of the directors of the two Dutch foundations created in the context of the Settlement.

#### 6. General observations

If the Settlement becomes final, the civil proceedings mentioned in section 1 will be settled, except for the claimants who timely opt out. These claimants can continue or start proceedings against Ageas. As mentioned above, a provision of EUR 1 billion has been recognized for the Settlement, including EUR 62 million for the tail risk.

If the Settlement would not be implemented, the civil proceedings mentioned in section 1 may continue. In that case, without prejudice to any specific comment made elsewhere in this chapter, given the various stages, the continuously evolving nature and the inherent uncertainties and complexity of the current proceedings described herein, Ageas's management is not in a position to assess the outcome of the claims or actions brought against Ageas, nor can it determine whether they can be successfully contested or whether they might or might not result in significant losses in the Ageas Consolidated Financial Statements. Ageas will make provisions if and when, in the opinion of management and the Board of Directors, consulting with its legal advisors, it considers that, for these matters it is more likely than not that payments will need to be made by Ageas and that the relevant amounts can be reliably estimated.

However, if any of these proceedings were to lead to negative consequences for Ageas or were to result in awarding monetary damages to plaintiffs claiming losses incurred as a result of Fortis miscommunication or mismanagement, this could have substantial consequences on Ageas's financial position. Such consequences remain unquantifiable at this stage.

### 46.2 Liabilities for hybrid instruments of former subsidiaries

In 2007 BNP Paribas Fortis SA/NV issued CASHES (Convertible And Subordinated Hybrid Equity-linked Securities), with ageas SA/NV acting as co-obligor (BNP Paribas Fortis SA/NV was at that point in time a subsidiary). From the original 12,000 securities issued, 3,791 securities remain outstanding, representing a nominal amount of EUR 948 million.

The securities have no maturity date and cannot be repaid in cash, they can only be exchanged into Ageas shares at a price of EUR 239.40 per Ageas share. A mandatory exchange takes place if the price of the Ageas share is equal to or higher than EUR 359.10 on twenty consecutive stock exchange business days. BNP Paribas Fortis SA/NV owns 3,958,859 Ageas shares for the purpose of the potential exchange.

The sole recourse of the holders of the CASHES against any of the coobligors with respect to the principal amount are the Ageas shares that BNP Paribas Fortis SA/NV holds, these shares are pledged in favour of such holders.

BNP Paribas Fortis SA/NV pays the coupon on the CASHES, in quarterly arrears, at a variable rate of 3 month Euribor plus 200 basis points, up to the exchange of the securities for Ageas shares. In the event that Ageas declares no dividend on its shares, or that the dividends to be declared are below a threshold with respect to any financial year (dividend yield less than 0.5%), and in certain other circumstances, coupons will mandatorily need to be settled by ageas SA/NV via issuance of new shares in accordance with the so called Alternative Coupon Settlement Method (ACSM), while BNP Paribas Fortis SA/NV would need to issue instruments that qualify as hybrid Tier 1 instruments to Ageas as compensation for the coupons

paid by ageas SA/NV. If the ACSM is triggered and there is insufficient available authorised capital to enable ageas SA/NV to meet the ACSM obligation, the coupon settlement will be postponed until such time as the ability to issue shares is restored.

In an agreement reached in 2012, that amongst others led to the tender and subsequent conversion of CASHES, Ageas agreed to pay an annual indemnity to BNP Paribas Fortis SA/NV that equals the grossed up dividend on the shares that BNP Paribas Fortis SA/NV holds.

#### 46.3 Other contingent liabilities

Together with BGL BNP Paribas, Ageas Insurance International N.V. has provided a guarantee to Cardif Lux Vie S.A. for up to EUR 100 million to cover outstanding legal claims related to Fortis Lux Vie S.A., a former subsidiary of Ageas that was merged at year-end 2011 with Cardif Lux International S.A.

Furthermore, certain individual customers of Ageas France, a fully owned subsidiary of Ageas Insurance International, filed claims against Ageas France in connection with its alleged unilateral modification of the terms and conditions of a unit-linked product by on-charging certain transaction fees. In addition to claiming reimbursement of these fees, plaintiffs also claimed prejudice for lost opportunities for arbitrating between Unit-linked funds and a guaranteed fund using latest known value dates, as well as prohibition for on-charging of the fees. In November 2014 Paris Appeal Court confirmed the first instance decision allowing the claims and appointed experts to determine the scope of indemnification. Following an appeal filed by Ageas France with the French Supreme Court, on 8 September 2016 the French Supreme Court substantially annulled the Paris Appeal Court decision in favour of Ageas France and referred the case to the Versailles Appeal Court.

# 47 Lease agreements

Ageas has entered into lease agreements for the use of office space, office equipment, vehicles and parking facilities. The following table reflects future commitments to non-cancellable operating leases as at 31 December.

	2016	2015
Less than 3 months	15.5	17.2
3 months to 1 year	46.1	56.7
1 year to 5 years	208.1	274.5
More than 5 years	386.8	402.5
Total	656.5	750.9
Annual rental expense:		
Lease payments	44.0	24.5

# **Events after the date of the statement of financial position**

On 27 February 2017, the UK Lord Chancellor has announced the outcome of the review of the Ogden rate, used by the UK courts to calculate financial losses in the form of a lump sum in personal injury cases, and has lowered this rate from 2.5% to minus 0.75%. Ageas already incorporated the impact of a decrease to 1% in its annual results, published on 15 February 2017.

Ageas confirmed on 27 February 2017 that the negative impact of a further lowering of the rate from 1% to minus 0.75% on net income amounted to EUR 100 million. Given this was an 'after the balance sheet date' event, Ageas adjusted its 2016 results as reported in this annual report accordingly. Ageas also confirmed that this decision will have no impact on the proposed gross dividend of EUR 2.10 per share over 2016.

There have been no other material events since the date of the Consolidated statement of financial position that would require adjustment to the Ageas Consolidated Financial Statements as at 31 December 2016.

### **Statement of the Board of Directors**

The Board of Directors of Ageas is responsible for preparing the Ageas Consolidated Financial Statements as at 31 December 2016 in accordance with International Financial Reporting Standards as adopted by the European Union, as well as with the European Transparency Directive (2004/109/EC), and for presenting the Report of the Board of Directors in accordance with the legal and regulatory requirements applicable in Belgium.

The Board of Directors has reviewed the Ageas Consolidated Financial Statements and the Report of the Board of Directors on 4 April 2017 and has authorised their issue.

The Board of Directors of Ageas declares that, to the best of its knowledge, the Ageas Consolidated Financial Statements give a true and fair view of the assets, liabilities, financial position, and profit or loss of Ageas, and of the uncertainties that Ageas is facing and that the information contained therein has no omissions likely to modify significantly the scope of any statements made.

The Board of Directors of Ageas also declares that the Report of the Board of Directors gives a fair overview of the development and performance of the businesses of the Group.

The Ageas Annual Report consisting of the Consolidated Financial Statements and Report of the Board of Directors will be submitted to the Annual General Meeting of Shareholders for approval on 17 May 2017.

Brussels, 4 April 2017

Board of Directors

Chairman Vice-Chairman

Chief Executive Officer Chief Financial Officer Chief Risk Officer Chief Operating Officer

Directors

Jozef De Mey

Guy de Selliers de Moranville

Bart De Smet Christophe Boizard Filip Coremans Antonio Cano Roel Nieuwdorp Lionel Perl

Jan Zegering Hadders Jane Murphy Lucrezia Reichlin Richard Jackson Yvonne Lang Ketterer

### **Independent Auditor's Report**

## Statutory auditor's report to the General Meeting of ageas SA/NV as of and for the year ended 31 December 2016

In accordance with the legal requirements, we report to you in the context of our statutory auditor's mandate. This report includes our report on the consolidated financial statements as of and for the year ended 31 December 2016, as defined below, as well as our report on other legal and regulatory requirements.

#### Report on the consolidated financial statements - unqualified opinion

We have audited the consolidated financial statements of ageas SA/NV ("the Company") and its subsidiaries (jointly "the Group"), prepared in accordance with International Financial Reporting Standards as adopted by the European Union, and with the legal and regulatory requirements applicable in Belgium. These consolidated financial statements comprise the consolidated statement of financial position as at 31 December 2016, the consolidated income statement, the consolidated statements of comprehensive income, changes in equity and cash flows for the year then ended, and notes, comprising a summary of significant accounting policies and other explanatory information. The total of the consolidated statement of financial position amounts to EUR 104,293.5 million, the consolidated income statement shows a net result for the year of EUR 222.8 million, and the consolidated statement of comprehensive income shows a loss for the year of EUR 850.8 million.

## Board of directors' responsibility for the preparation of the consolidated financial statements

The board of directors is responsible for the preparation of these consolidated financial statements that give a true and fair view in accordance with International Financial Reporting Standards as adopted by the European Union, and with the legal and regulatory requirements applicable in Belgium, and for such internal control as the board of directors determines, is necessary to enable the

preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

#### Statutory auditor's responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing (ISAs) as adopted in Belgium. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the statutory auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the statutory auditor considers internal control relevant to the Company's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the board of directors, as well as evaluating the overall presentation of the consolidated financial statements.

We have obtained from the Company's officials and the board of directors the explanations and information necessary for performing our audit.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our unqualified opinion.

#### Unqualified opinion

In our opinion, the consolidated financial statements give a true and fair view of the Group's equity and consolidated financial position as at 31 December 2016 and of its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with International Financial Reporting Standards as adopted by the European Union, and with the legal and regulatory requirements applicable in Belgium.

#### Emphasis of matter

Without qualifying our opinion, we draw attention to note 26 Provisions to the consolidated financial statements for the year ended 31 December 2016, which describes that Ageas has recognized a provision relating to the settlement proposal with respect to all civil proceedings related to the former Fortis group for the events in 2007 and 2008. The impact of the proposed settlement on the Group net result for the year ended 31 December 2016 amounts to EUR 894 million. The note describes that the settlement will only be final (i) if the Amsterdam Appeal Court declares the Settlement binding and (ii) if at the end of the opt-out period, the agreed opt-out ratio is not exceeded or Ageas waives its termination rights.

Furthermore, without qualifying our opinion, we draw your attention to note 46 Contingent liabilities to the consolidated financial statements as at 31 December 2016, in which it is described that Ageas is or may still become involved in a series of legal proceedings and in a criminal procedure pending in Belgium as a result of the events and developments surrounding the former Fortis Group between May 2007 and October 2008. If these proceedings were to be successful, this could have substantial consequences for Ageas' financial position. Such consequences remain unquantifiable at this stage.

#### Report on other legal and regulatory requirements

The board of directors is responsible for the preparation and the content of the report of the board of directors on the consolidated financial statements

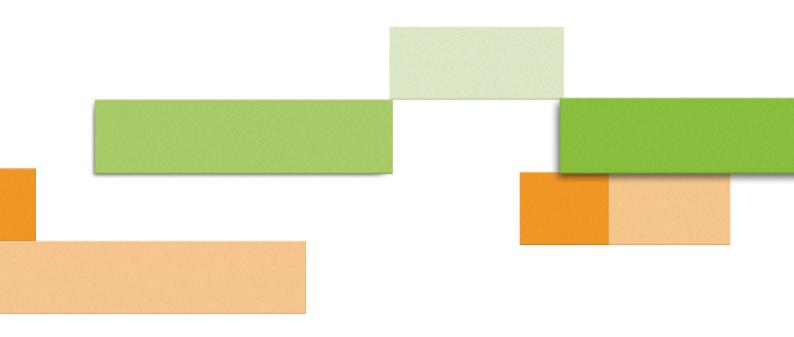
In the context of our mandate and in accordance with the Belgian standard which is complementary to the International Standards on Auditing as applicable in Belgium, our responsibility is to verify, in all material respects, compliance with certain legal and regulatory requirements. On this basis, we provide the following additional statements which do not modify the scope of our opinion on the consolidated financial statements:

- The report of the board of directors on the consolidated financial statements includes the information required by law, is consistent with the consolidated financial statements and does not present any material inconsistencies with the information that we became aware of during the performance of our mandate.
- As indicated in the first part of our report that includes our responsibility, we considered internal control relevant to the group's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances but not for the purpose of expressing an opinion on the effectiveness of the group's internal control. Accordingly, we do not express an opinion on whether internal controls operated effectively during the financial year ended 31 December 2016.

Brussels, 4 April 2017

KPMG Réviseurs d'Entreprises / Bedrijfsrevisoren Statutory Auditor represented by

Karel Tanghe Réviseur d'Entreprises / Bedrijfsrevisor



# Summarised ageas SA/NV Company Financial Statements

2016

#### **General information**

#### 1. Foreword

Most 'general information' is included in the Report of the Board of Directors of Ageas. This section of general information contains solely information on ageas SA/NV that has not been provided elsewhere.

#### Identification

The company is a public limited company bearing the name ageas SA/NV. Its registered office is at Rue du Marquis 1, 1000 Brussels. This office may be transferred to anywhere else in the Brussels capital region by resolution of the Board of Directors. The company is registered in the Brussels register of legal entities under no. 0451.406.524.

#### 3. Incorporation and publication

The company was incorporated on 6 November 1993 under the name Fortis Capital Holding.

#### 4. Places where the public can verify company documents

The Articles of Association of ageas SA/NV can be inspected at the Registry of the Commercial Court at Brussels, at the company's registered office and at the website of Ageas.

Decisions on the appointment and resignation of Board Members of the companies are published, among other places, in the annexes to the Belgian Law Gazette. Financial reports on the companies and notices convening General Meetings are published in the financial press, newspapers and periodicals. The financial statements of the company are available at the registered office and are also filed with the National Bank of Belgium. They are sent each year to registered shareholders and to others on request.

#### 5. Amounts

All amounts stated in the tables of these financial statements are denominated in millions of euros, unless otherwise indicated.

#### 6. Audit opinion

The company financial statement have not yet been published. KPMG will issue an unqualified auditor's report with an emphasis of matter paragraph on the ageas SA/NV company financial statements.

# **Statement of financial position** after profit appropriation

	31 December 2016	31 December 2015
ASSETS		
Tangible fixed assets	1	1
Tangible fixed assets	1	1
Financial fixed assets	6,799	6,809
Participating interests	6,449	6,459
Loans	350	350
Current assets	1,322	1,322
Trade and other accounts receivable	245	1
Own shares	246	259
Other short-term investments	571	813
Liquid assets	247	236
Deferred charges and accrued income	13	13
TOTAL ASSETS	8,122	8,132
LIABILITIES		
Equity		
Shareholders' equity	6,351	6,326
Subscribed capital	1,603	1,656
Share premium reserve	2,438	2,636
Reserves not available for distribution	246	259
Reserves available for distribution	2,149	2,556
Profit / loss carried forward	(85)	( 781 )
Provisions	1,299	1,423
Amounts payable	472	383
Commercial debts	9	9
Remuneration and social charges	3	3
Other amounts payable	442	360
Accrued charges and deferred income	18	11
TOTAL LIABILITIES	8,122	8,132

## **Income statement**

	2016	2015
Operating income	7	11
Other operating income	7	11
Financial income	715	760
Income from financial fixed assets	692	740
Income from current assets	23	20
Other financial income	0	0
Extraordinary income		2
Capital gain on realisation of fixed asset		2
Total income	722	773
Operating expenses	(35)	893
Services and miscellaneous goods	72	53
Remuneration, social charges and pensions	15	14
Depreciation and amounts written down on formation	0	0
(-) in provisions for risks and charges	( 124 )	826
Other operating expenses	2	0
Financial charges	61	15
Interest in respect of amounts payable	2	15
Other financial charges	59	
Total expenses	26	908
Result before tax	696	( 135 )
Tax		
Net result for the period	696	( 135 )
	2016	2015
Appropriation of profit	2010	2013
Profit to be appropriated	(85)	( 781 )
Profit for the financial year available for appropriation	696	(135)
Profit carried forward from the previous financial year	( 781 )	(646)
Troncounted forward from the provided final lotal year	(101)	( 040 )
Transfers from shareholders' equity	419	338
From the capital and share premium reserves		
From the reserves	419	338
Result to be carried forward	(85)	( 781 )
Profit to be distributed	419	338
Dividends	419	338

# Additional disclosure on items in the statement of financial position and income statement and regulatory requirements

#### 1.1 Statutory results of ageas SA/NV under Belgian Accounting Principles

ageas SA/NV reported for the financial year 2016 based on Belgian Accounting Principles a net profit of EUR 696 million (2015: EUR 135 million negative) and a shareholders' equity of EUR 6,351 million (2015: EUR 6,326 million).

#### 1.2 Explanation of balance sheet and income statement

The balance sheet and income statement can be explained as follows.

#### 1.2.1 Assets

#### 1.2.1.1 Financial fixed assets

(2016: EUR 6,800 million; 2015: EUR 6,809 million) Financial fixed assets include the following items.

	31 December 2016	31 December 2015
Financial fixed assets	6,799	6,809
Participating interests	6,449	6,459
Ageas Insurance International	6,436	6,436
Ageas Hybrid Financing	0	1
Royal Park Investments	13	22
Loan to AG Insurance	350	350

#### Participating interests

(2016: EUR 6,449 million; 2015: EUR 6,459 million)

In 2016, the company sold its stake (EUR 0.7 million) in Ageas Hybrid Financing to Ageas Insurance International. During the year, Royal Park Investments reimbursed part of its capital (EUR 8.9 million).

#### Loan to AG Insurance

(2016: EUR 350 million; 2015: EUR 350 million)
In 2016 no changes in the loan to AG Insurance took place.

#### 1.2.1.2 Current assets

(2016: EUR 1,322 million; 2015: EUR 1,322 million)

#### Own shares

(2016: EUR 246 million; 2015: EUR 259 million)

In connection with various share buy-back programmes, ageas SA/NV purchased 7,170,522 own shares for an amount of EUR 244 million. In 2016, 7,207,962 own shares were cancelled.

An additional 45,804 Ageas shares with a value of EUR 1.6 million were held to cover the restricted share plans for some members of staff and directors of the company.

#### 1.2.1.3 Other short-term investments

(2016: EUR 571 million; 2015: EUR 813 million)

Other short-term investments include:

	31 December 2016	31 December 2015
Other short-term investments	571	813
Government bonds	35	45
Corporate debt securities	136	233
Hybrone	0	0
Zero coupon bonds	0	35
Deposits	400	500

#### 1.2.1.4 Liquid assets

(2016: EUR 247 million; 2015: EUR 236 million)

Liquid assets relate to current accounts with banks.

#### 1.2.1.5 Deferred charges and accrued income

(2016: EUR 13 million; 2015: EUR 13 million)

Accrued income relates mainly to interest on the EUR 350 million loan to AG Insurance and deferred operating expenses.

#### 1.2.2 Liabilities

#### 1.2.2.1 Equity

(2016: EUR 6,351 million; 2015: EUR 6,326 million)

#### Subscribed capital

(2016: EUR 1,603 million; 2015: EUR 1,656 million)

The decrease in subscribed capital is due to the cancellation of own shares.

#### Share premium reserve

(2016: EUR 2,438 million; 2015: EUR 2,636 million)

The decrease in share premium reserve is due to the cancellation of own shares.

#### Reserves not available for distribution

(2016: EUR 246 million; 2015: EUR 259 million)

The reserves not available for distribution relates to own shares held by ageas SA/NV.

#### Reserves available for distribution

(2016: EUR 2,150 million; 2015: EUR 2,556 million)

The decrease in the reserves available for distribution relates to a transfer to the reserves not available for distribution related to the buyback of own shares (EUR 244 million), a transfer of EUR 6 million from reserves not available for distribution related to the settlement of a share plan, the cancellation of own shares for EUR 251 million and the dividend that is proposed to be paid out for the financial year 2016 (EUR 419 million).

#### Profit/loss carried forward

The 2016 financial year closed with a profit of EUR 696 million, which means that taking into account the losses carried forward on previous years, the loss to be carried forward amounts to EUR 85 million.

#### 1.2.2.2 Provisions

(2016: EUR 1,299 million; 2015: EUR 1,423 million)

The movement in the provisions is explained on the one hand by the expected lower settlement amount of RPN(I) and, as additional claimant organisations joined the settlement agreement, on the other hand by an additional provision made in the frame of the settlement with respect to proceedings related to the former Fortis group.

#### 1.2.2.3 Amounts payable within one year

#### (2016: EUR 454 million; 2015: EUR 372 million)

The increase in amounts payable is mainly explained by the higher amount payable to shareholders with regard to dividends for the financial year (2016: EUR 419 million; 2015: EUR 338 million). In addition, accounts payable include amounts payable related to dividends related to previous years, which have not yet been settled (2016: EUR 17 million; 2015: EUR 17 million).

#### 1.2.2.4 Accrued charges and deferred income

#### (2016: EUR 18 million; 2015: EUR 11 million)

The composition of accruals and deferred income mainly concerns provisions made with regard to the restricted share plans for some staff members and directors of the company.

#### 1.2.3 Income statement

#### 1.2.3.1 Financial income

(2016: EUR 715 million; 2015: EUR 760 million)

Financial income includes dividends received from subsidiaries and equity associates (2016: EUR 692 million; 2015: EUR 740 million).

#### 1.2.3.2 Operating expenses

(2016: minus EUR 35 million; 2015: EUR 893 million)

The components of operating expenses are as follows:

-	Services and miscellaneous goods.	EUR /2 MIIIION
•	Staff expenses	EUR 15 million
•	Reversal of amounts written down	EUR 0 million
•	Provision settlement	EUR 3 million
•	Provision RPN(I)	minus EUR 127 million
•	Other operating expenses	EUR 2 million

## 1.3 Regulatory requirements (art. 96 and 119 of the Belgian Company Code)

#### Other

There are no transactions or other contractual relationships to be reported between ageas SA/NV and its Board members that gave rise to a conflict of interests as defined in the Belgian Company Code.

## 1.3.1 Information on circumstances that could profoundly influence the development of the company

See note Forward-looking statements to be treated with caution.

#### 1.3.2 Information on research and development

The company did not carry out any research and development activities.

#### 1.3.3 Branches

As a consequence of the merger between ageas SA/NV and ageas NV in 2012, a branch was opened in the Netherlands (Ageas Dutch Branch).

#### 1.3.4 Going concern

In our opinion, there are no objective reasons why valuation principles based on the going concern concept cannot apply. The expectation is that losses carried forward in the statement of financial position will be absorbed in the coming years.

#### 1.3.5 Events after the date of the statement of financial position

There have been no material events since the date of the statement of financial position that would require adjustment to the ageas SA/NV company financial statement as at 31 December 2016.

## 1.3.6 Other information that according to the Belgian Company Code should be included in the Annual Report

#### Discharge of the directors and external auditor

As prescribed by law and the company's articles of association, we ask you to grant the company's Board of Directors and Auditor discharge in respect of the execution of their mandate.

#### Capital increase and issue of warrants

In 2016 no capital increase or issue of warrants was made.

#### Non-audit assignments carried out by the auditor in 2016

In 2016, the external auditor carried out an additional assignment in connection with the Embedded Value Review.

#### Use of financial instruments

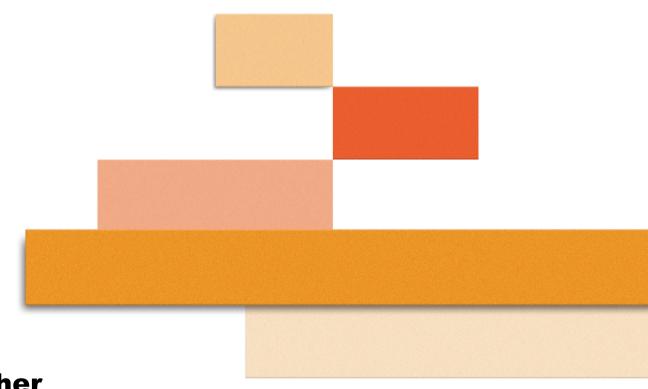
See note 5 Risk Management of the Consolidated Financial Statements.

#### Corporate Governance Statement

See Report of the Board of Directors, part 3 Corporate Governance Statement, in the Annual Report.

#### Remuneration report

See Report of the Board of Directors, part 3.7 Report of the Remuneration Committee, in the Annual Report.



# Other information



# Forward-looking statements to be treated with caution

Some of the statements contained in this Annual Report, including but not limited to the statements made in the sections entitled Message to the Shareholders, Description of Activities and Report of the Board of Directors and in note 5 Risk management, refer to future expectations and other forward-looking perceptions that are based on management's current views, estimates and assumptions concerning future events. These forward-looking statements are subject to certain risks and uncertainties, which means actual results, performance or events may differ substantially from what those statements express or imply, including but not limited to our expectations regarding the level of provisions relating to our credit and investment portfolios.

Other more general factors that may impact our results include but are not limited to:

- general economic conditions;
- changes in interest rates and the performance of financial markets;
- frequency and severity of insured loss events;
- mortality, morbidity and persistency levels and trends;
- foreign exchange rates, including euro / US dollar exchange rate;
- changes in competitive and pricing environments, including increasing competition in Belgium;
- changes in domestic and foreign legislation, regulations and taxes;
- regional or general changes in asset valuations;
- occurrence of significant natural or other disasters;
- inability to economically reinsure certain risks;
- adequacy of loss reserves;
- regulatory changes relating to the insurance, investment and/or securities industries;
- changes in the policies of central banks and/or foreign governments;
- general competitive factors on a global, regional and/or national scale.

# **Availability of company documents for public inspection**

The Articles of Association of ageas SA/NV can be inspected at the Registry of the Commercial Court in Brussels (ageas SA/NV) and at the company's registered office.

The Annual Report is filed with the National Bank of Belgium (ageas SA/NV). Resolutions on the (re)election and removal of Ageas Board members are published in annexes to the Belgian Law Gazette (ageas SA/NV) and elsewhere.

Financial reports on the companies and notices convening AGMs and EGMs are published in the financial press, and other newspapers and periodicals. The Annual Report, as well as a list of all participations of Ageas, is available from Ageas's registered office in Brussels and is also filed with the National Bank of Belgium. The Annual Report, is sent each year to registered shareholders and to others on request.

#### Provision of information to shareholders and investors

#### Listed shares

Ageas shares are currently listed on NYSE Euronext Brussels and the Luxembourg Stock Exchange. Ageas also has a sponsored ADR programme in the United States. ageas SA/NV, VVPR strips were listed only on NYSE Euronext Brussels until 1 January 2013.

#### Types of shares

Shares in Ageas may be registered or bearer shares.

## Registration of shares in dematerialised form

The company offers shareholders the opportunity to register their securities free of charge in dematerialised form. Ageas has developed a rapid conversion process for securities in the form of dematerialised shares, enabling delivery at short notice.

#### ageas SA/NV, Corporate Administration

Rue du Marquis 1, 1000 Brussels, Belgium E-mail: corporate.adm@ageas.com

#### Information and communications

The company sends communications to holders of registered dematerialised shares free of charge, including the annual report. The company personally invites each holder of dematerialised shares registered with the company to attend General Meetings and provides them with the agenda, the proposed resolutions as well as proxies for their representation and participation in the voting. On the date that payment of the dividend becomes due, the company automatically pays the amount of the dividend due into the bank accounts indicated by the holders of dematerialised shares registered with the company.

### **Glossary and Abbreviations**

#### Amortised cost

The amount at which a financial asset or liability is measured at initial recognition minus principal repayments, plus or minus the cumulative amortisation/accretion of any premium/discount, and minus any write-down for impairment.

#### Asset backed security

A bond or a note backed by debt instruments (not being mortgages) or accounts receivable.

#### Associate

A company on which Ageas has significant influence but which it does not control.

#### Basis point (bp)

One hundredth of a percentage point (0.01%).

#### Cash flow hedge

A hedge to mitigate exposure to fluctuations in the cash flow of a recognised asset or liability, or forecasted transaction, as a consequence of movements in variable rates or prices.

#### Clean fair value

The fair value excluding the unrealised portion of interest accruals.

#### Clearing

Administrative settlement of securities, futures and options transactions through a clearing organisation and the financial institutions associated with it (clearing members).

#### Contract boundries

Under Solvency II in principle all obligations relating to the contract, including obligations relating to unilateral rights of the insurance undertaking to renew or extend the scope of the contract and obligations that relate to paid premium, belong to the contract. However, those obligations which relate to insurance cover provided by the undertaking after the future date where the insurance undertaking has a unilateral right (a) to terminate the contract, (b) to reject premiums payable under the contract or (c) to amend the premiums or the benefits payable under the contract in such a way that the premiums fully reflect the risks do not belong to the contract, unless the undertaking can compel the policyholder to pay the premium for those obligations.

#### Credit spread

The yield differential between government bonds and corporate bonds or credits.

#### Custody

An agreement, usually between an investor and a bank (or possibly an agent or a trust company), whereby the investor deposits for safekeeping securities, gold or other valuables with the bank, which in turn takes the valuables into safekeeping for a fee.

#### Deferred acquisition cost

The cost of acquiring new and renewed insurance business, principally commissions, underwriting, agency and policy issue expenses, all of which vary with and primarily are related to the production of new business.

#### Derivative

A financial instrument such as a swap, forward contract, futures contract or option (both written and purchased). This financial instrument has a value that changes in response to changes in various underlying variables. It requires little or no net initial investment, and is settled at a future date.

#### Disability insurance

Insurance against the financial consequences of long-term disability.

#### Discounted cash flow method

An approach to valuation, whereby projected future cash flows are discounted at an interest rate that reflects the time value of money and a risk premium that reflects the extra return investors demand for the risk that the cash flow might not materialise after all.

#### Discretionary participation feature

A contractual right to receive, as a supplement to guaranteed benefits, additional benefits:

(a) that are likely to be a significant proportion of the total contractual benefits; (b) whose amount or timing is contractually at the discretion of the issuer; and (c) that are contractually based on: (i) the performance of a specified pool of contracts or a specified type of contract; (ii) realised and/or unrealised investment returns on a specified pool of assets held by the issuer; or (iii) the profit or loss of the company, fund or other entity that issues the contract.

#### Embedded derivative

A derivative instrument that is embedded in another contract – the host contract. The host contract might be a debt or equity instrument, a lease, an insurance contract or a sale or purchase contract.

#### **Employee** benefits

All forms of considerations given by an entity in exchange for service rendered by employees, in addition to their pay or salary.

#### Fair value

The amount for which an asset (liability) can be bought (incurred) or sold (settled), between knowledgeable, willing parties in an arm's length transaction.

#### Fair value hedge

A hedge of an exposure to changes in the fair value of a recognised asset or liability (or a portion thereof) or a firm commitment. The exposure is attributable to a particular risk and will affect reported net income.

#### Finance lease

A lease that transfers substantially all the risks and rewards incidental to ownership of an asset. Title may or may not eventually be transferred

#### Goodwil

This represents the amount by which the fair value of the assets acquired, liabilities incurred or assumed, and equity instruments issued, plus any costs directly attributable to the business, exceeds Ageas's interest in the fair value of assets acquired and liabilities and contingent liabilities assumed.

#### Gross written premiums

Total premiums (whether or not earned) for insurance contracts written or accepted during a specific period, without deduction for premiums ceded.

#### Hedge accounting

Hedge accounting recognises the offsetting effects on profit or loss of changes in the fair values of the hedging instrument and the hedged item.

#### **IFRS**

International Financial Reporting Standards have been used as the standard for all listed companies within the European Union since 1 January 2005 to ensure transparent and comparable accounting and disclosure.

#### **Impairment**

A decline in value whereby the carrying amount of the asset exceeds the recoverable amount. In such a case, the carrying amount will be reduced to its recoverable amount through the income statement.

#### Insurance contract

A contract under which one party (Ageas) accepts significant insurance risk from another party (the policyholder) by agreeing to compensate the policyholder if a specified uncertain future event adversely affects the policyholder.

#### Investment contract

A life insurance policy contract that transfers financial risk without transferring significant insurance risk.

#### Intangible asset

An identifiable non-monetary asset, which is recognised at cost if and only if it will generate future economic benefits and if the cost of the asset can be measured reliably.

#### Investment property

Property held by Ageas to earn rental income or for capital appreciation.

#### ISO Currency code list

AUD	Australia, Dollars
CAD	Canada, Dollars
CHF	Switzerland, Francs
CNY	China, Yuan Renminbi
DKK	Denmark, Kroner
GBP	Great Britain (United Kingdom), Pounds
HKD	Hong Kong, dollar
HUF	Hungary, Forint
INR	India, Rupee
MAD	Morocco, Dirham
MYR	Malaysia, Ringgits
PHP	Philippines Peso
PLN	Poland, Zloty
RON	Romania, Leu
SEK	Sweden, Kronor
THB	Thailand, Baht
TRY	Turkey, New Lira
TWD	Taiwan, New Dollars
USD	United States of America, Dollars
ZAR	South Africa, Rand

#### Market capitalisation

Value attributed to the company by the stock market. Market capitalisation corresponds to the number of shares outstanding multiplied by the share price at a given time.

#### NCI

Non-controlling interest.

#### Net investment hedge

A hedge used to reduce the financial risks of a reporting entity's share of the net assets of a foreign entity by entering into transactions that give an offsetting risk profile.

#### Notional amount

Amount of currency units, number of shares, a number of units of weight or volume or other units specified in a derivative contract.

#### Operating lease

A contract that allows the use of an asset in return for periodic payments, but does not convey rights similar to legal ownership of the asset and where the financial risks related to the asset are borne by the lessor.

#### Operating margin

Operating income divided by net premium. Operating income is the profit or loss stemming from all operations, including underwriting and investments.

#### Option

A privilege sold by one party to another that offers the buyer the right, but not the obligation, to buy (call) or sell (put) a security at an agreed price during a certain period of time or on a specific date.

#### Private equity

Equity securities of companies that are not listed on a public exchange. Investors wishing to sell their stake in a private company have to find a buyer themselves owing to the lack of a marketplace.

#### Provision

Provisions are liabilities involving uncertainties in the amount or timing of payments. Provisions are recognised if there is a present obligation to transfer economic benefits, such as cash flows, as a result of past events and a reliable estimate can be made at the date of the statement of financial position.

#### Reverse repurchase agreement

The purchase of securities with an agreement to resell them at a higher price at a specific future date.

#### Shadow accounting

According to IFRS 4 an insurer is permitted, but not required, to change its accounting policies so that a recognised but unrealised gain or loss on an asset affects the measurement of the insurance liabilities. The related deferred adjustment to the insurance liability (or deferred acquisition costs or intangible assets) is recognised in equity only if the unrealised gains or losses are recognised directly in equity.

#### Securities lending transaction

A loan of a security from one counterparty to another who must eventually return the same security as repayment. The loan is often collateralised. Securities lending allows an entity in possession of a particular security to earn enhanced returns.

#### Structured credit instruments

Securities created by repackaging cash flows from financial contracts and encompassing asset-backed securities (ABS), mortgage-backed securities (MBS) and collateralised debt obligations (CDO).

#### Subordinated bond (loan)

A loan (or security) that ranks below other loans (or securities) with regard to claims on assets or earnings.

#### Subsidiary

Any company, of which Ageas, either directly or indirectly, has the power to govern the financial and operating policies so as to obtain the benefits from its activities ('control').

#### Trade date

The date when Ageas becomes a party to the contractual provisions of a financial asset.

#### Value of business acquired (VORA)

The present value of future profits from acquired insurance contracts. VOBA is recognised as an intangible asset and amortised over the period in which the premiums or gross profits of the policies are recognised.

#### VaR

Abbreviation of value at risk. A technique that uses the statistical analysis of historical market trends and volatilities to estimate the likelihood that a given portfolio's losses will exceed a certain amount.

#### Abbreviations

AFS Available for sale

ALM Asset and liability management

CASHES Convertible and subordinated hybrid equity-linked securities

CDS Credit default swap
CEU Continental Europe
CGU Cash generating unit

DPF Discretionary participation features

EPS Earnings per share
Euribor Euro interbank offered rate

EV Embedded value

FRESH Floating rate equity linked subordinated hybrid bond

HTM Held to maturity

IBNR Incurred but not reported

IFRIC International Financial Reporting Interpretations Committee

IFRS International Financial Reporting Standards

LAT Liability Adequacy Test
MCS Mandatory convertible securities

OTC Over the counter
SPV Special purpose vehicle
UK United Kingdom

