## **ING Bank Credit Update**

Amsterdam • 7 May 2015



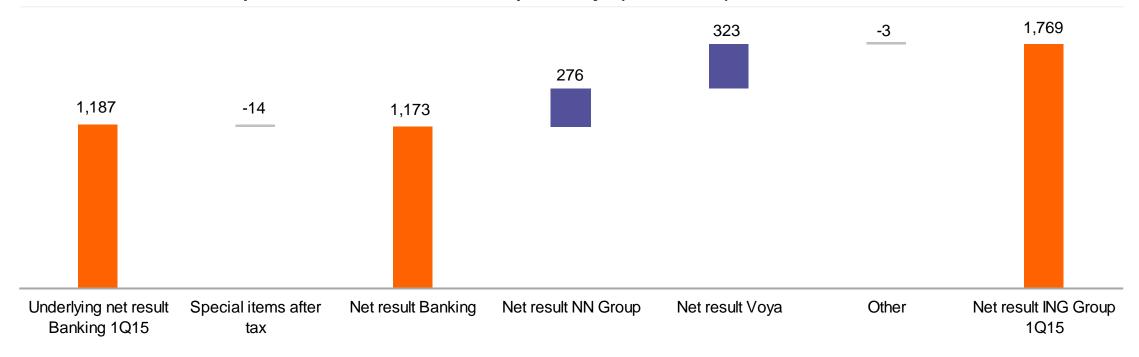
### **Key points**

- ING Bank's first quarter results were strong
  - Underlying net profit of EUR 1,187 mln, up 43.0% from 1Q14 and more than double that of 4Q14
  - 1Q15 results driven by robust loan growth and seasonally strong first quarter of Financial Markets
- ING Group 1Q15 net result EUR 1,769 mln
  - Strong results supported by EUR 276 mln contribution from NN Group and EUR 323 mln net result from sale of remaining Voya stake
  - Further progress on strategic repositioning; NN stake reduced to 54.6%, Voya divestment completed and double leverage eliminated
- Capital position strengthened significantly since 4Q14
  - Bank capital generation remained strong at 40 bps, offset by 33 bps upstream to Group
  - Group fully-loaded CET1 ratio increased by 110 bps to 11.6%
- The Bank's liquidity position remains strong and funding needs are moderate
  - Large part of the balance sheet is funded with stable retail based customer deposits and ING has a sizeable liquidity buffer
  - Long term funding has increased to substantially and ING Bank has modest long-term funding needs going forward



## Strong Bank profit supplemented by contribution from Insurance stakes

1Q15 net result ING Group includes net results NN Group and Voya (in EUR mln)



- ING Group first-quarter net profit EUR 1,769 mln, supported by contributions from NN Group and Voya
- Our intention is to pay a minimum of 40% of ING Group's annual net profits by way of dividend
- Furthermore, at the end of each financial year, the Board will recommend whether to return additional capital to shareholders dependent on financial, strategic and regulatory considerations



### On track to deliver on our Ambition 2017

ING Bank	2014	1Q15	Ambition 2017	Guidance
CET1 (CRD IV)	11.4%	11.4%	>10%	<ul> <li>We will maintain a comfortable buffer above the minimum 10% to absorb regulatory changes and potential volatility</li> </ul>
Leverage*	4.1%	4.1%	~4%	<ul> <li>In April 2015, ING Group issued USD 2.25 bln of CRD-IV eligible AT1 securities, which will be on-lent to Bank***</li> </ul>
C/I**	55.1%	51.7%	50-53%	<ul> <li>Aim to reach 50-53% cost/income ratio in 2017. Over time, improve further towards the lower-end of the range</li> </ul>
RoE (IFRS-EU equity)	9.9%	12.2%	10-13%	
Group dividend	Group dividend  40% of 4Q Group  340% of 4Q Group  40% of annual Group	<ul> <li>Target dividend pay-out ≥40% of ING Group's annual net profit</li> </ul>		
pay-out	net profit		net profit	<ul> <li>Interim and final dividend; final may be increased by additional capital return****</li> </ul>

<sup>\*</sup> The leverage exposure of 4.1% at 31 March 2015 is calculated using the published IFRS-EU balance sheet, in which notional cash pooling activities are netted, plus off-balance-sheet commitments. In January 2015, the EC formally adopted the Delegated Act for the leverage ratio. The pro-forma leverage ratio of ING Bank, taking into account the combined impact of grossing up the notional cash pool activities and the alignment with the Delegated Act, is 3.7%.



<sup>\*\*</sup> Excluding CVA/DVA and redundancy costs

<sup>\*\*\*</sup> Pro-forma impact of AT1 issuance on leverage ratio is +20 bps
\*\*\*\* Interim dividend is 40% of first half underlying net profit

## **ING Bank results**

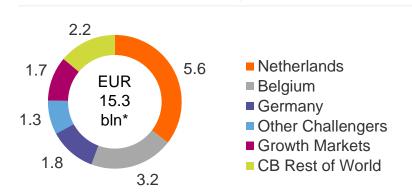


## ING Bank has strong positions in resilient northern European home markets

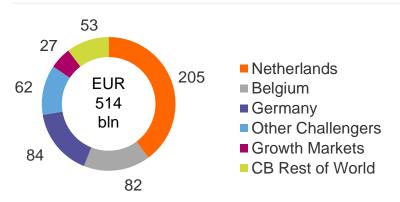
#### **Strong positions in European home markets**



#### ING Bank total underlying income FY2014 (EUR bln)



#### Lending portfolio December 2014 (EUR bln)

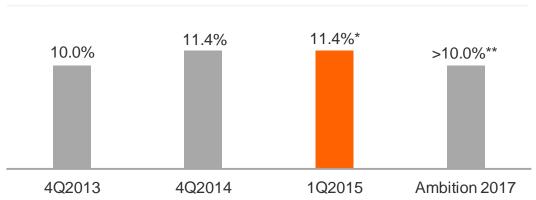


<sup>\*</sup> Total EUR 15.3 billion reported underlying income includes EUR 0.5 billion negative income reported under Region Other, not visible in the chart. Region Other consists of Corporate Line and Real Estate run-off portfolio.

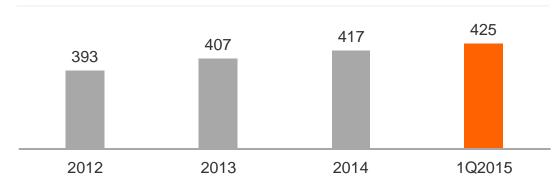


### ING Bank has key strengths to support our success

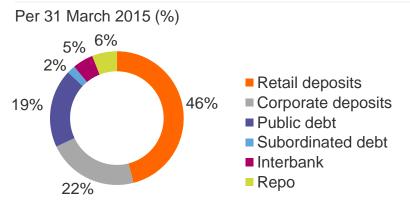
### Fully-loaded CET1 ratio at 11.4%



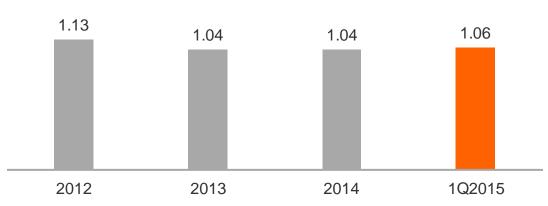
## Strong retail customer deposit gathering ability\*\*\* (in EUR bln)



#### **Conservative funding mix**



#### **Attractive Loan-to-Deposit Ratio\***



<sup>\*</sup> Excluding 33 bps of capital generated which were up streamed to ING Group. Total CET1 capital generation 1Q2015 ING Bank was 40 bps.



<sup>\*\*</sup> We will maintain a comfortable buffer above the minimum 10% to absorb regulatory changes and potential volatility

<sup>\*\*\*</sup> Adjusted for divestments

## ING continues to make progress on strategic initiatives

#### We launched our Think Forward strategy in March 2014

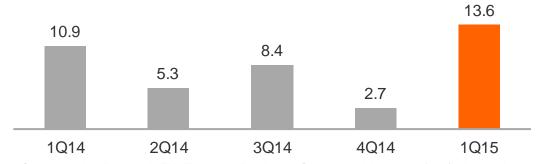


#### Creating a differentiating customer experience



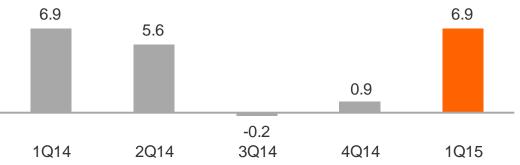
#### Strong deposit gathering ability and...

Net inflow in customer deposits excl. BT and FX (Customer deposits, in EUR bln)



#### ...solid net lending growth

Net lending growth core lending franchises\* (Customer lending, in EUR bln)

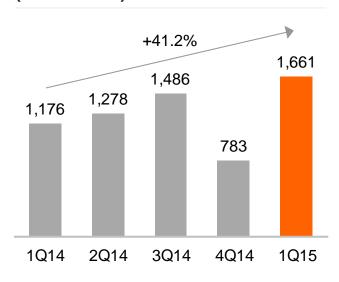


<sup>\*</sup> Customer lending excl. FX, Treasury Products, Corporate Line, transfers/sales and run-off portfolios



## **Strong first quarter results**

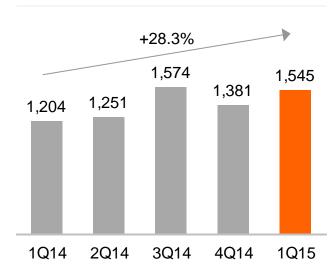
## Underlying pre-tax result ING Bank (in EUR mln)



## Volatile items (in EUR mln)

	1Q14	2Q14	3Q14	4Q14	1Q15
CVA/DVA	-66	-58	-69	-80	-1
Capital gains*	105	29	13	21	112
Hedge ineffectiveness	-1	47	-17	-26	103
Redundancy provisions	0	0	-24	-375	0
Bank tax**	-94	0	0	-138	-98
Vysya	28	9	9	0	0
Total	-28	27	-88	-598	116





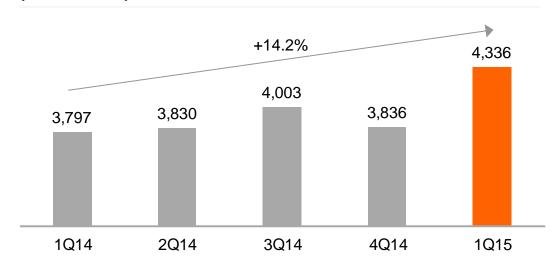
- Underlying results in recent quarters were impacted by volatile items such as CVA/DVA, capital gains, hedge ineffectiveness, redundancy provisions, bank tax and deconsolidation Vysya
- Pre-tax result excluding these volatile items items up 28.3% from 1Q14
  - Income up 11.9%, driven by strong growth in both Retail Banking and Commercial Banking
  - Risk costs down from 1Q14, but up slightly from 4Q14
- FX impact on pre-tax result is relatively limited. Positive FX impact is approximately EUR 40 mln y-o-y and EUR 15 mln q-o-q



<sup>\*</sup>Realised gains on Bonds and Equities; \*\*Bank tax in the Netherlands and Belgium

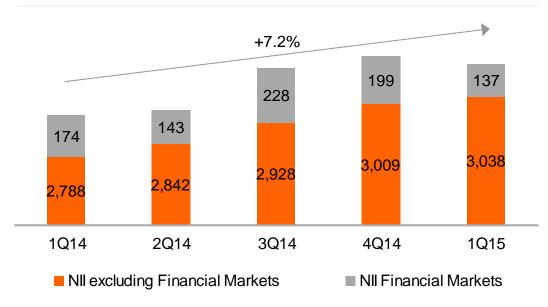
## Robust income growth, reflecting the positive momentum in our businesses

## Underlying income excluding CVA/DVA and Vysya (in EUR mln)



- Income excluding CVA/DVA impacts and Vysya rose by 14.2% from 1Q14 and 13.0% from 4Q14
  - Solid lending growth and a strong Financial Markets performance
  - Positive hedge ineffectiveness and capital gains
  - Positive currency impacts

## Net interest income excluding Vysya and FM continued its positive momentum (in EUR mln)

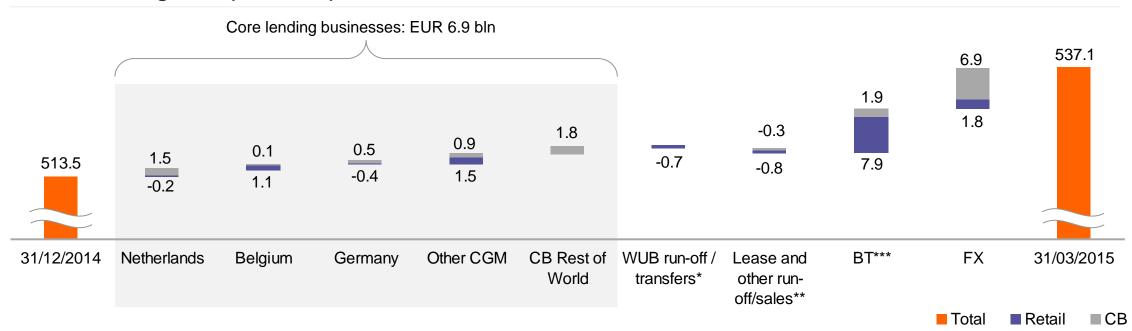


- Net interest income excluding Vysya up 7.2% from 1Q14 and down 1.0% from 4Q14 due to lower interest results in Financial Markets
- Net interest income excluding Vysya and Financial Markets increased 9.0% from 1Q14 and 1.0% from 4Q14, continuing its upward trend, driven by solid lending growth



## Our core lending franchises grew by EUR 6.9 bln in 1Q15

#### **Customer lending, 1Q15 (in EUR bln)**



#### Our core lending franchises grew by EUR 6.9 bln, or 5.3% annualised, in 1Q15

- Solid growth in the Netherlands, Belgium, Challengers & Growth Markets and CB Rest of the World
- Net production in Germany was slightly up as positive growth in consumer lending and Commercial Banking loans were offset by a reduction in mortgage loans due to high pre-payments

<sup>\*\*</sup> Lease run-off was EUR -0.3 bln in 1Q15; Other run-off /sales was EUR -0.8 bln and refers to Australian White Label mortgage portfolio that is in run-off and was partly sold in 1Q15
\*\*\* Net production in Bank Treasury (BT) reflects mainly cash collateral placements to non-banks and higher reverse repos

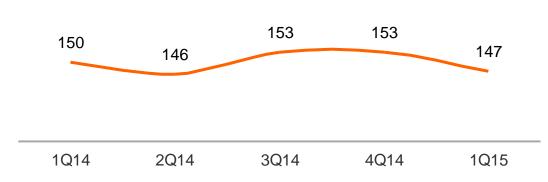


<sup>\*</sup> WUB run-off was EUR -0.5 bln and transfers to NN were EUR -0.2 bln in 1Q15

## Net interest margin down to 147 bps, driven by lower net interest results from FM and larger balance sheet

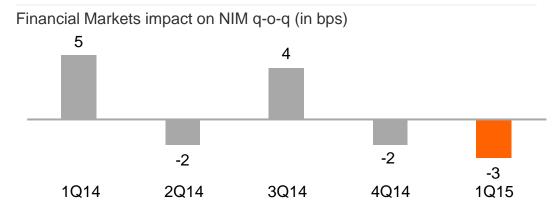
## Net interest margin (in bps)

NIM ING Bank (based on avg Balance Sheet)

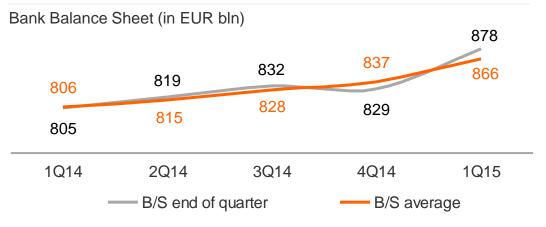


- Net interest margin ING Bank down 6 bps to 147 bps in 1Q15
  - 3 bps were attributable to lower net interest results at Financial Markets
  - 2 bps due to increase of average balance sheet. Increase B/S due to FX, Financial Markets and Bank Treasury
- Lending margins increased from 4Q14 due to higher margins in both Retail Banking and Commercial Banking
- Margin on customer deposits declined from 4Q14, due to lower reinvestment yields, partly offset by client savings rate reductions in several countries

### Financial Markets contribution to change in NIM can be volatile



#### Average Balance Sheet strongly up due to FX, FM and BT





## We further reduced client savings rates in 1Q15 and 2Q15 to offset the impact of record low interest rates

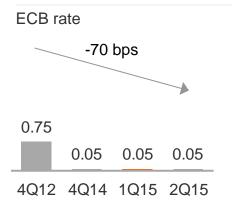
## Retail customer deposits, breakdown by business segment (in %, 1Q15)

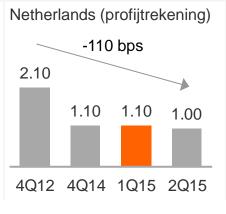


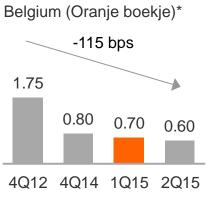
#### Further scope to protect NIM in low interest environment

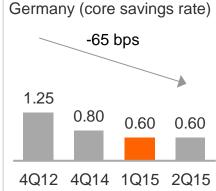
- In the first quarter, we reduced savings rates in Spain (1 Jan), Belgium (16 Feb) and Germany (20 March)
- ING further reduced client savings rates in 2Q15 in Belgium, the Netherlands, Italy and France
- We will continue to review our client rate proposition given low interest rate environment

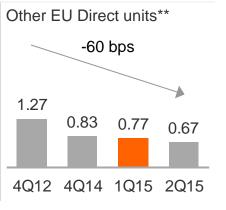
#### Deposit rates have come down following a reduction in ECB rates











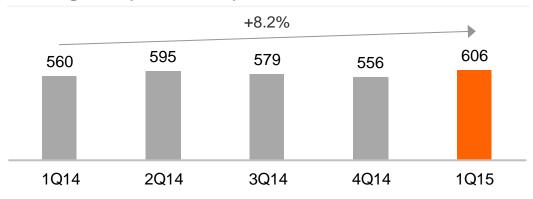
<sup>\*</sup> Please note that ING Belgium offers different savings products with rates varying between 0.20% and 0.70% (29/4), depending on terms & conditions. Oranje boekje includes a fidelity premium



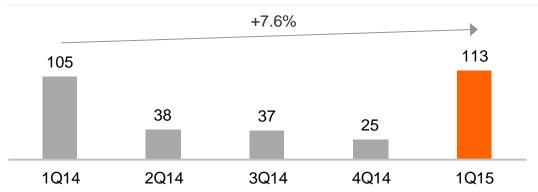
<sup>\*\*</sup> Unweighted average core savings rates France, Italy and Spain

## Non-interest income supported by higher commissions and strong results in Financial Markets and Bank Treasury

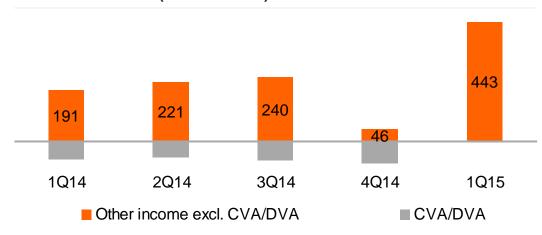
## Commission income supported by higher Industry Lending fees (in EUR mln)



## Increased investment income supported by capital gains (in EUR mln)



#### Other income... (in EUR mln)



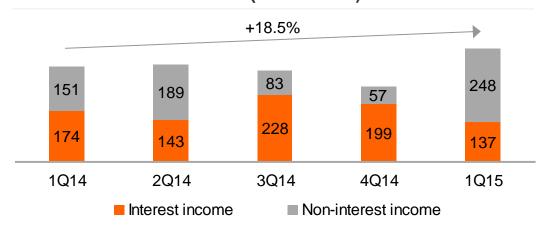
#### ...supported by Bank Treasury and Financial Markets

- Bank Treasury benefited from hedge ineffectiveness in the mortgage hedge accounting programmes
- Financial Markets posted a seasonal strong quarter
  - Strong increase Other income Financial Markets partly offset by lower net interest income Financial Markets
- CVA/DVA EUR -1 mln in 1Q15 vs EUR -66 mln in 1Q14

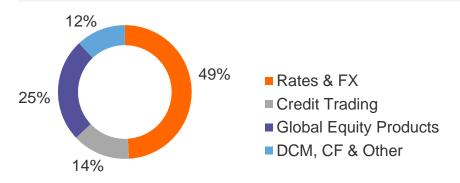


## Financial Markets posted a seasonally strong first quarter, up from 1Q14 which was a relatively weak first quarter

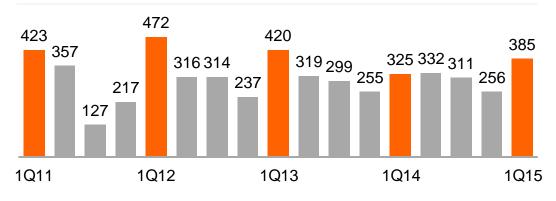
Income Financial Markets excl. CVA/DVA grew strongly in 1Q15 from 1Q14 and 4Q14 (in EUR mln)...



Increase income driven by flow business, reflected in Rates & FX and Credit Trading, which is largest part of income



...driven by seasonality with 1Q14 being relatively weak due to low volatility (income excl. CVA/DVA in EUR mln)

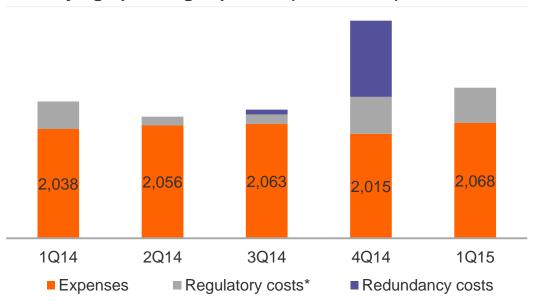


- Income excluding CVA/DVA up 18.5% from 1Q14 and up 50.4% from 4Q14
  - Both client and trading income were up
  - Increase income from Rates & FX and Credit Trading businesses, both in the developed and emerging markets
  - Income supported by higher market volatility and positive FX impacts
  - Compared with 4Q14, strong increase driven by seasonality



## We continue to be disciplined on costs, but annual regulatory expenses will weigh heavily on the expense base in 2015

#### **Underlying operating expenses (in EUR mln)**



#### **Cost savings (in EUR mln)**

	Announced	Cost savings achieved	Cost savings by 2017	Cost savings by 2018
Retail Banking	2011-13	361	480	480
NL	2014		195	260
ING Bank Belgium	2012	119	160	160
Commercial	2012	220	315	315
Banking	2014		25	40
Total Bank		700	1,175	1,255

- Expenses in the first quarter were impacted by additional regulatory costs, while expenses in the fourth quarter were impacted by redundancy costs and the Dutch bank tax
- Adjusted for these impacts, Vysya and FX, expenses increased by 2.4% from 1Q14 and 2.2% from 4Q14, reflecting investments for future growth and IT investments in Retail NL, partly offset by the benefits from the ongoing savings initiative
- The first quarter included the German contribution to the resolution fund. The contribution from other countries as well as the Dutch DGS and other additional regulatory expenses are expected to be implemented later this year (around 200-250 mln)



<sup>\*</sup> Regulatory costs include amongst others the bank taxes in the Netherlands and Belgium, the DGS in Poland and German contribution to the new resolution fund

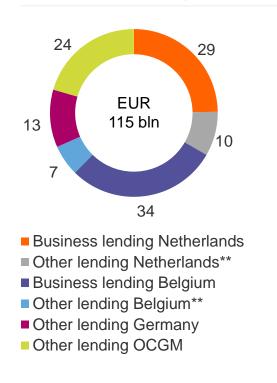
## **ING Bank asset quality**



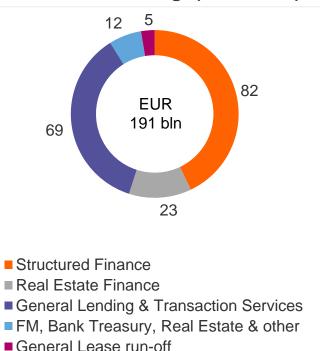
### A well diversified loan book

### Residential mortgages\* (in EUR bln) 51 134 **EUR** 280 bln 63 33 Netherlands ■ Belgium Germany Other Challengers & Growth Markets (OCGM)

#### Other retail lending\* (in EUR bln)



#### Commercial Banking\* (in EUR bln)



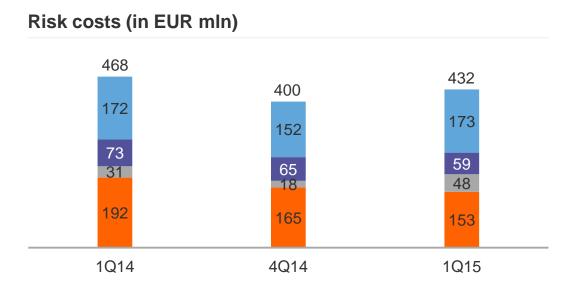
- ING Bank has a well diversified and collateralized loan book with a strong focus on own originated mortgages
- 67% of the portfolio is retail based



<sup>\* 31</sup> March 2015 lending and money market credit risk outstanding, including guarantees and letters of credit (off balance sheet positions)

<sup>\*\*</sup> Other lending excludes Business lending

### Risk costs slightly up from 4Q14; NPL ratio stable



NPL ratio	(in '	%)
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Total	3.0	3.0
Commercial Banking	3.3	3.3
Retail Challengers & Growth Markets	1.4	1.4
Retail Belgium	3.1	3.2
Retail Netherlands	3.9	3.9
	1Q15	4Q14

- Commercial Banking
- Retail Challengers & Growth Markets
- Retail Belgium
- Retail Netherlands
- Risk costs in Retail Banking increased by EUR 12 mln from 4Q14 to EUR 259 mln due to higher risk costs in Belgium
- Risk costs in Retail Netherlands decreased due to lower risk costs in Business Lending NL, mortgages and other
- Risk costs in Commercial Banking rose by EUR 21 mln from 4Q14 to EUR 173 mln due higher net additions in General Lending



## The quality of our Russian portfolio remains strong

#### **Exposure ING Bank to Russia (in EUR mln)**

	1Q15	4Q14	Change 1Q-4Q	Change 1Q-4Q at constant FX
Total Lending Credit O/S	5,927	6,189	-262	-767
Other*	932	843	89	-56
Total outstanding	6,859	7,032	-173	-823
Undrawn committed Facilities	1,221	1,050	171	59

Note: data is based on country of residence

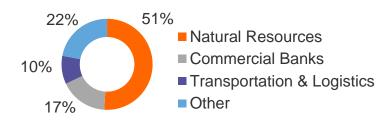
#### **NPL** ratio and Coverage ratio Russia

1Q15	4Q14
NPL ratio 3%	3%
Coverage ratio 16%	16%

#### **Lending outstanding per currency**



#### Lending breakdown by Industry



- Total outstanding to Russia has been reduced by EUR 173 mln from 4Q14, EUR 823 mln at constant FX
- The lending exposure to Russia covered by Export Credit Agencies (ECA) is stable at EUR 1.1 bln, despite reduction of overall lending portfolio
- Focus on mitigated exposures; ECA-covered, pre-export facilities, offshore collateralized and shorter tenors
- The quality of the portfolio remains strong with the NPL ratio stable at 3%



<sup>\*</sup> Other includes Investments, trading exposure and pre-settlement

## Coverage ratio Ukraine increased further to 62%

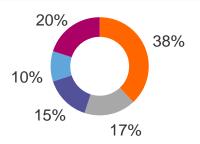
#### **Exposure ING Bank to the Ukraine (in EUR mln)**

	1Q15	4Q14	Change 1Q-4Q	Change 1Q-4Q at constant FX
Total Lending Credit O/S	1,217	1,214	3	-48
Other*	9	12	-3	-2
Total outstanding	1,226	1,226	0	-50
Undrawn committed Facilities	41	44	-3	-7

- Total outstanding to the Ukraine has remained stable at EUR 1,226 mln
- The NPL ratio increased to 38% in 1Q15, reflecting the economic recession in the Ukraine
- The coverage ratio increased to 62% in 1Q15

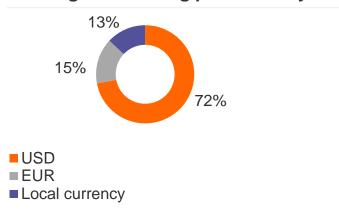
#### Lending breakdown by Industry

Note: data is based on country of residence

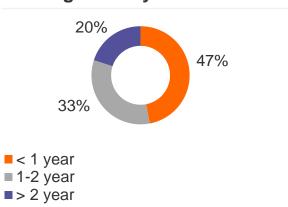


- Natural Resources
- Food, Beverages & Personal
- General industries
- Utilities
- Other

#### Lending outstanding per currency



#### **Lending maturity**





<sup>\*</sup> Other includes Investment, trading exposure and pre-settlement

## Exposure ING Bank to Oil & Gas Industry - oil price risk is limited

		Lending O/S		
Trade Finance	<ul> <li>Trade-related exposure; short-term self-liquidating trade finance, generally for major trading companies, either pre-sold or price hedged, not exposing the Bank to oil price risk</li> </ul>	48%		
Export Finance	<ul> <li>ECA covered loans in oil &amp; gas: typically 95-100% credit insured</li> </ul>	5%	87% of lending is not directly	
Corporate Lending	<ul> <li>Corporate Loans in oil &amp; gas sector: predominantly loans to investment grade integrated oil companies</li> </ul>	19%	exposed to oil price risk	
Midstream	<ul> <li>E.g. pipelines, tank farms, LNG terminals, etc.: these assets typically generate revenues from long-term tariff based contracts, not affected by oil price movements</li> </ul>	15%		
Offshore Drilling Companies	<ul> <li>Loans to finance drilling rigs, generally backed by 3-7 yr charter contracts and corporate guaranteed</li> </ul>	3%	Somewhat	
Other Offshore Services Companies	<ul> <li>Diversified portfolio of companies active in pipe laying, heavy lifting, subsea services, wind park installation, etc. Corporate guaranteed</li> </ul>	2%	exposed to oil price	
Reserve Based Lending	<ul> <li>Financing based on borrower's oil &amp; gas assets. Loans secured by reserves of oil &amp; gas. Includes smaller independent oil &amp; gas producers</li> </ul>	8%	Exposed to oil price risk but other risk mitigants provide	
Total Oil & Gas related exposure		EUR 30 bln	protection	

- Total oil & gas exposure increased by EUR 3 bln from 4Q14 to EUR 30 bln, mainly due to currency impacts
- ING has stress tested the Reserve Based Lending portfolio. Based on the current oil price environment, we see limited risk of increased loan losses

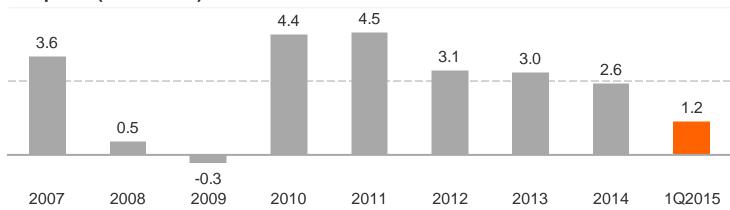


# ING Bank capital, liquidity and funding



## We have generated a sizeable amount of capital

#### Net profit (in EUR bln)



#### **Common equity Tier 1 generation (in EUR bln, phased-in)**



<sup>\*</sup> In 2014 change CET1 capital versus pro forma 2013 CRD IV

#### A strong profitability track record

- ING Bank reported only one small loss in history
- Average annual profitability of EUR 2.7 billion since 2007, including during the years of financial crisis
- 2014 was affected by -/- EUR 0.8 billion negative special items (pension deal, SNS levy, partly offset by gain on deconsolidation Vysya)
- A normalisation of credit losses will further improve the profitability

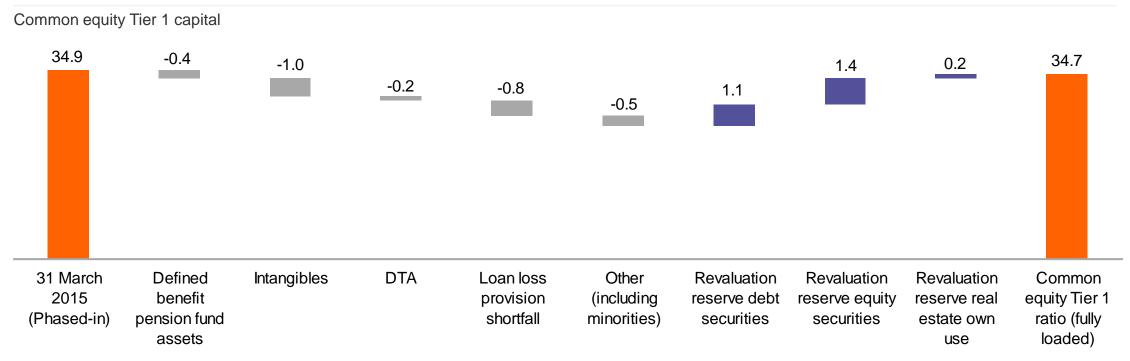
#### **Consistently generating capital**

- Average annual capital generation EUR 3.6 billion in the period 2007-2014
- Allowing EUR 9.3 billion of dividend upstreams in the years 2011-2014 to support the Group restructuring



## CRD IV Common equity Tier 1 ratio fully-loaded 11.4%

#### Impact CRD IV 1Q2015 (in EUR bln)

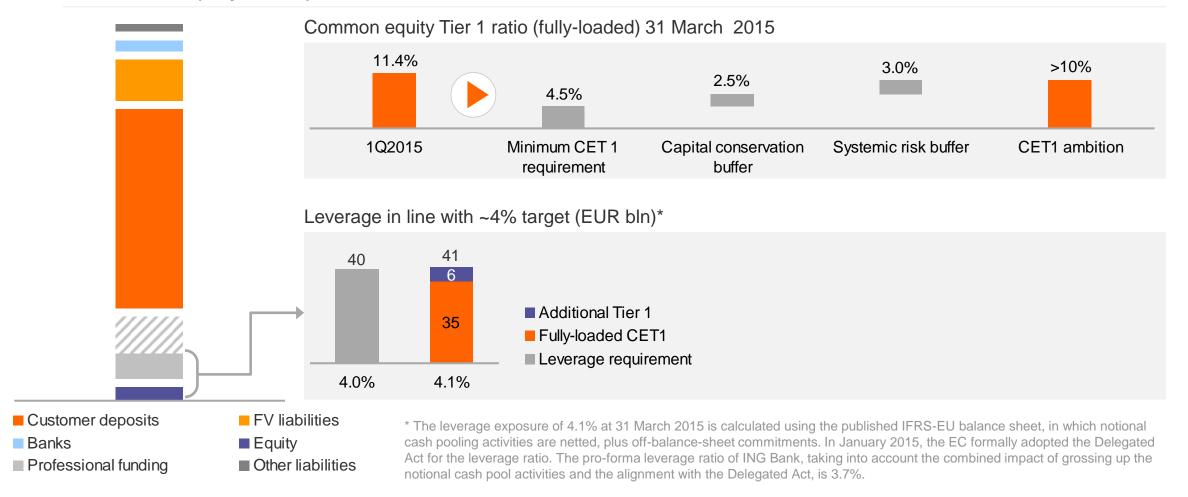


Total risk-weighted assets fully-loaded amount to EUR 303.6 billion at March 2015



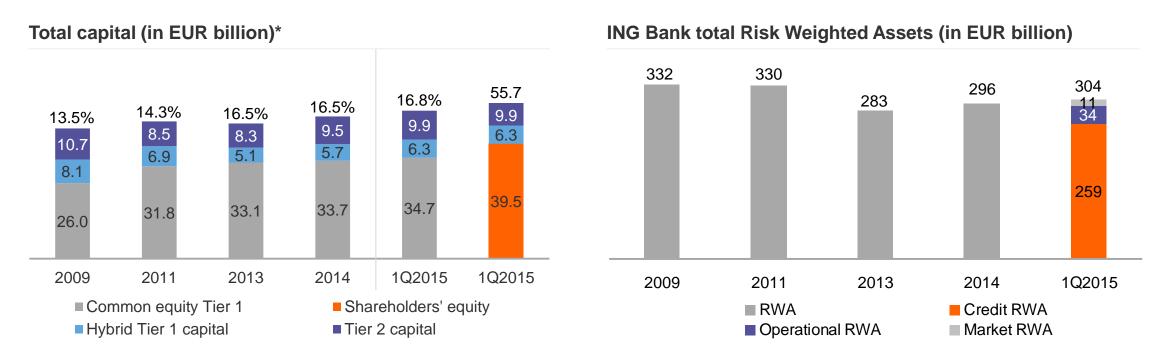
## Capital structure is strong

#### Total liabilities (fully-loaded) 31 March 2015





### ING Bank has a sizeable capital buffer



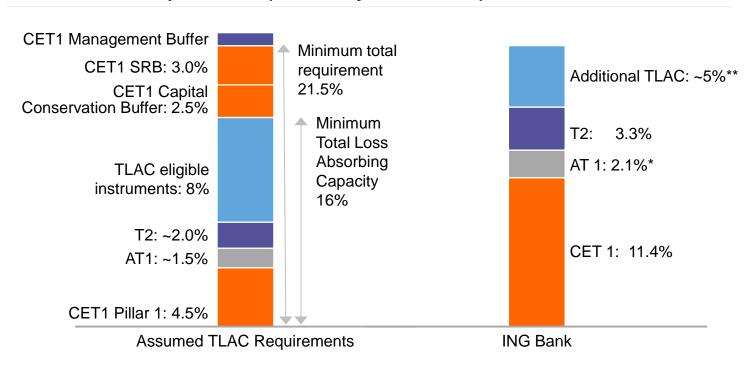
- ING Bank's total capital amounted to EUR 56 bln, or 6.4% of total balance sheet, at 31 March 2015
- The increase over the years up until 2013 was primarily driven by higher common equity Tier 1, which offset a reduction in Tier 2 capital
- After a reduction in 1Q14 due to the CRD IV implementation impact and pension deal; a comfortable capital buffer remains as per 2014, in large part due to the earnings capacity of the Bank
- The uptick in 2014 RWA is due to the CRD IV implementation and lending volume growth



<sup>\* 2009-2013</sup> are Basel II figures. As from 2014 figures are CRD IV fully-loaded.

## ING has flexibility to comply with expected TLAC requirements\*

#### Possible TLAC requirements (1Q15, fully loaded, in %)



## The Financial Stability Board's TLAC proposals

- TLAC proposals not yet final.
   Finalisation expected in November 2015
- Assuming TLAC requirements at 21.5% (including buffers), ING is well placed to meet requirements

#### TLAC versus funding needs

- ING Bank has EUR 68 billion of long-term professional funding maturing until the end of 2019
- Given the amount of long-term debt maturing, ING has ample flexibility to comply with expected TLAC requirements including the allowance of 2.5% for senior debt



<sup>\*</sup> Grandfathered loans will be replaced by CRD IV compliant hybrids in the coming years. TLAC proposals are still subject to change

<sup>\*\*</sup> Senior debt as a percentage of RWAs of 2.5% may be allowable for bail-in purposes

## Deposits are the primary source of funding

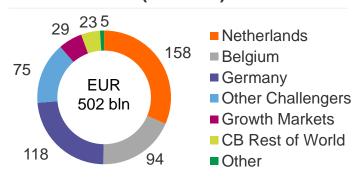
#### **Continued growth in deposits**

- 57% of the balance sheet is funded by customer deposits
- 85% of customer deposits is retail based

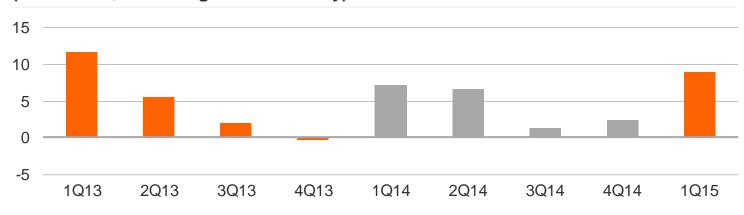
#### Total liabilities (31 March 2015, in %)



## ING Bank total customer deposits 31 March 2015 (EUR bln)



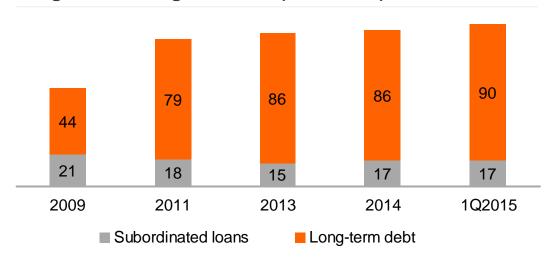
## Retail Banking net production customer deposits (in EUR bln, excluding Bank Treasury)



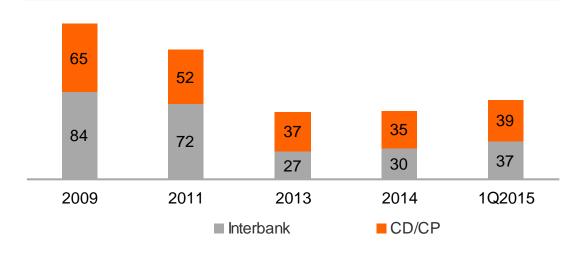


## Long-term debt issuance has increased over time

#### Long-term funding increased (in EUR bln)



#### **Short-term professional funding reduced (in EUR bln)**



#### **ING Bank NV ratings**

	Long term rating	Outlook	Short term rating
S&P	А	Negative	A-1
Moody's	A2	Under review*	P-1
Fitch	A+	Negative	F1+

#### **ING Bank N.V. covered bond programme**

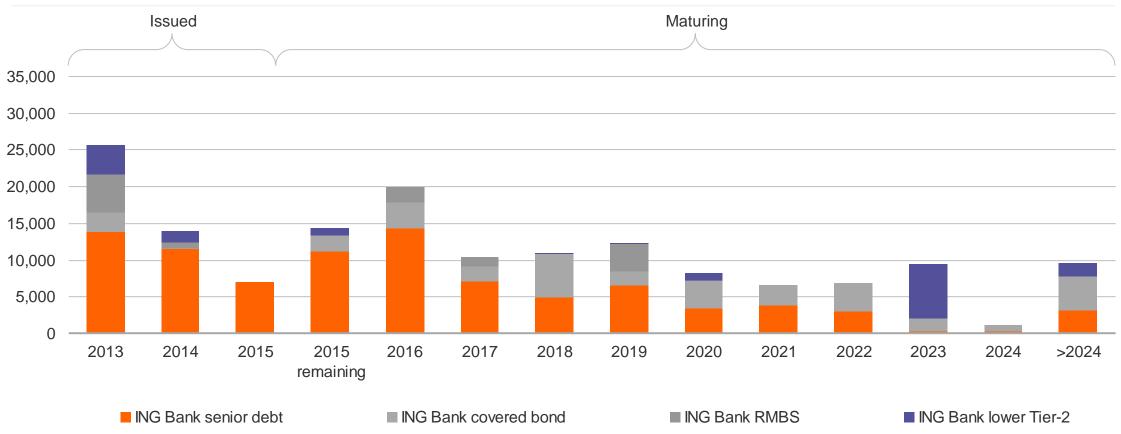
- ING Bank has a EUR 35 billion legislative AAA rated covered bond programme
- EUR 29.4 billion is outstanding
- Weighted average indexed LTV 81.05% as per 1Q15



<sup>\*</sup> Under review for one notch upgrade

## ING Bank has modest long-term funding needs

#### Maturity ladder outstanding long-term debt (in EUR million)

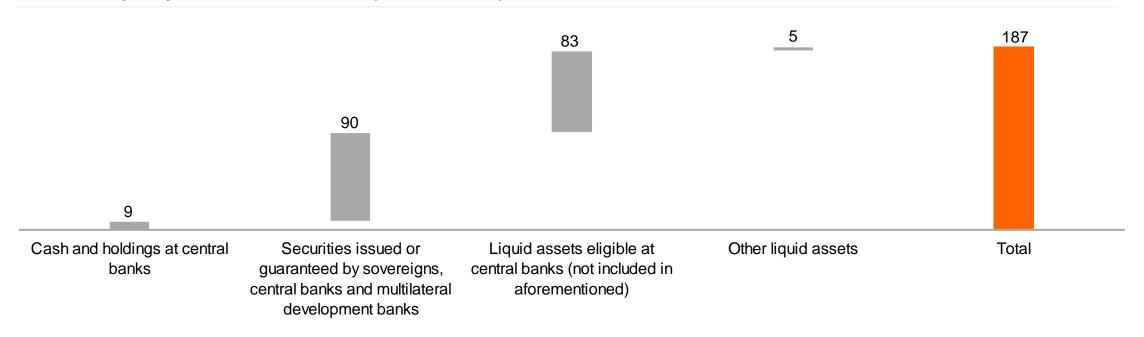




<sup>\*</sup> Figures shown for issued senior bonds are included with a tenor ≥ 1 year

## ING Bank has a sizeable liquidity buffer

#### ING Bank liquidity buffer 31 March 2015 (in EUR billion)



#### A sizeable liquidity buffer

- ING Bank has a sizeable liquidity buffer of EUR 187 billion
- This compares favourably to a balance sheet of EUR 878 billion
- LCR is > 100%, already meeting CRR/CRD IV requirements

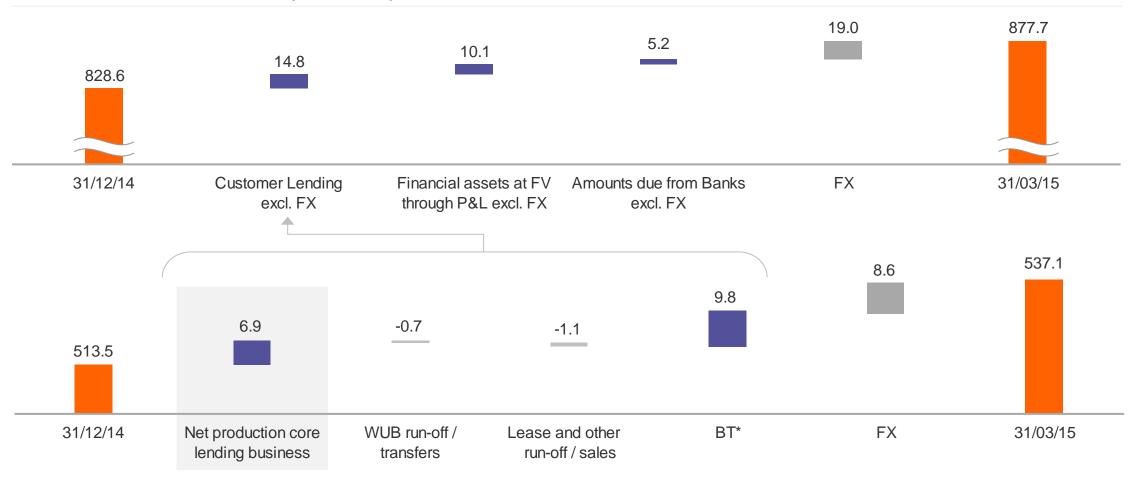


## **Appendix**



## Strong Balance Sheet increase in 1Q15 driven by FX, Customer Lending, including Bank Treasury, and Financial Markets

#### **Balance Sheet ING Bank, 1Q15 (in EUR bln)**



<sup>\*</sup> Net production in Bank Treasury (BT) reflects mainly cash collateral placements to non-banks and higher reverse repos



### Our core lending franchises grew by EUR 6.9 bln in 1Q15

#### **Customer lending, 1Q15 (in EUR bln)**



#### Our core lending franchises grew by EUR 6.9 bln, or 5.3% annualised, in 1Q15

- Retail Banking increased EUR 2.0 bln driven by Belgium and Challengers & Growth Markets
- Retail Germany slightly down as positive growth in Consumer lending was offset by a reduction in mortgages due to pre-payments
- Commercial Banking rose EUR 4.8 bln
  - Further increase in Industry Lending, in particular Structured Finance (EUR 2.2 bln)
  - Increase in Transaction Services mainly visible in Working Capital Solutions and International Cash Management

<sup>\*\*\*</sup> Lease run-off was EUR – 0.3 bln in 1Q15; Other run-off /sales was EUR -0.8 bln in 1Q15 and refers to Australian white label mortgage portfolio that is in run-off and was partly sold in 1Q15 \*\*\*\* Net production in Bank Treasury (BT) reflects mainly cash collateral placements to non-banks and higher reverse repos



<sup>\*</sup> CGM is Challenger & Growth Markets. IL is Industry Lending; GL&TS is General Lending & Transaction Services; Other includes Financial Markets \*\* WUB run-off was EUR -0.5 bln and transfer to NN was EUR -0.2 bln

## Reported ING Group capital structure at 31 March 2015

#### Reported ING Group capital structure - 31 March 2015

Hybrids <sup>I</sup>	0.9 <b>62.0</b>		62.0
Llubridal	0.0		
Hybrids <sup>B</sup>	6.3		
Group cash/debt	2.4	Anchor provision**	1.2
NN Group (54.6%)*	12.9	Hybrids	7.2
ING Bank	39.5	Equity	53.5

<sup>\*</sup> Shareholders' Equity of EUR 13,165 mln at 1Q15 minus FY 2014 net result from discontinued operations NN Group of EUR -247 mln on the classification of NN Group as held for sale per 30 September 2014

## Illustrative calculation of impact deconsolidation NN Group

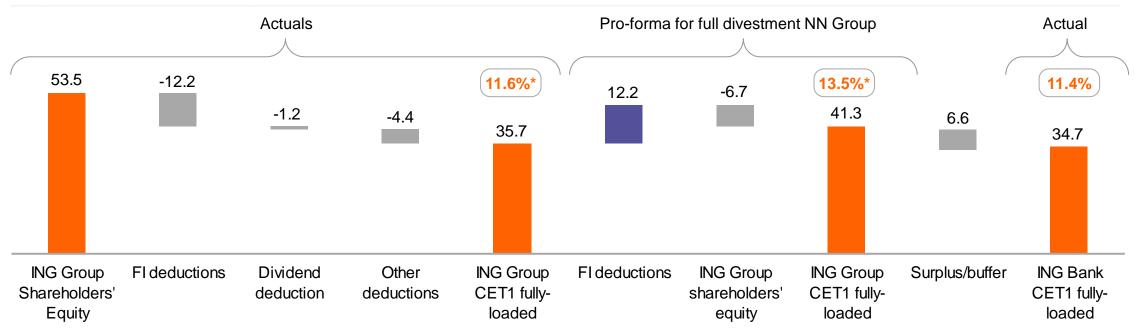
- We will divest our remaining 54.6% stake in NN Group over time, while maintaining an orderly market
- Our base case scenario for the divestment of our remaining stake in NN Group is a sell down through a series of followon offerings over the next 12-18 months
- Upon deconsolidation, the divestment result will reflect ING Group's remaining share (at transaction date) in the difference between the carrying value of NN Group and the market value
- Assuming full deconsolidation from 54.6% and share price NN Group of EUR 26.38 on 31 March 2015
  - Total impact on Group Equity of approximately EUR -6.7 bln, consisting of:
    - Difference between 54.6% MV being EUR 4.9 bln and 54.6% 1Q15 BV being EUR 12.9 bln
    - EUR -1.2 bln anchor provision
  - Total P/L impact of approximately EUR 0.1 bln. This reflects ING's EUR 6.8 bln share in the positive revaluation reserves



<sup>\*\*</sup> The IPO of NN Group had a negative impact on shareholders' equity of ING Group of EUR 4,264 mln (booked in 3Q14), of which EUR 1,012 mln for the 2nd and 3rd tranche of the mandatorily exchangeable notes in 2015/16. The difference between the market value and estimated IFRS carrying value of these notes has been deducted from proforma Group equity through a provision which is EUR 1,158 mln as of 31 March 2015

## **Group CET1 in excess of Bank**

#### Fully-loaded common equity Tier 1 capital (EUR bln and %)



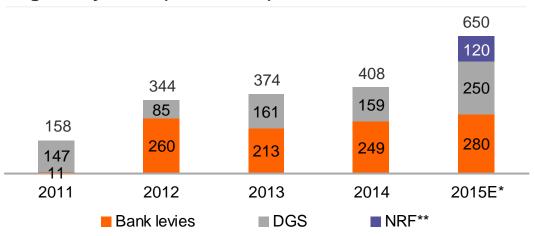
- The carrying value of NN Group (FI deductions) are deducted from Group Shareholders' equity
- The quarterly net profit was partially offset by a deduction from capital for regular future dividend payments based on ING's intention to pay a minimum of 40% of ING's annual net profit
- Other deductions are almost similar to those applied in the Bank
- The full impact from divestment of Insurance stakes will set ING Group CET1 significantly ahead of ING Bank CET1



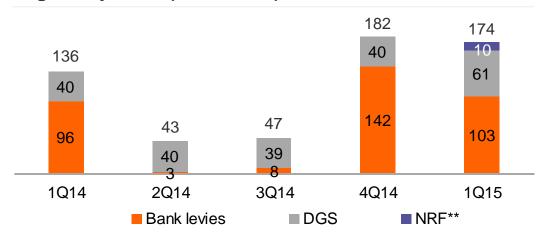
<sup>\*</sup> ING Group fully-loaded CET1 ratio in 1Q15 is based on RWAs of EUR 307.7 bln; Pro-forma Group fully-loaded is based on RWAs of EUR 305.8 bln

## Regulatory costs continue to increase and will weigh heavily on the expense base

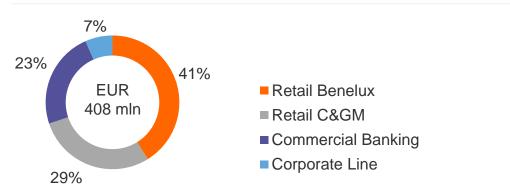
#### Regulatory costs (in EUR mln)



#### Regulatory costs (in EUR mln)

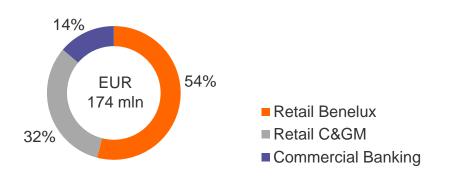


#### Regulatory costs by segment (2014)



#### \* 2015 is an estimate and subject to change

#### Regulatory costs by segment (1Q15)





<sup>\*\*</sup> National Resolution Fund (NRF)

## Important legal information

ING Group's Annual Accounts are prepared in accordance with International Financial Reporting Standards as adopted by the European Union ('IFRS-EU').

In preparing the financial information in this document, the same accounting principles are applied as in the 2014 ING Group Annual Accounts. All figures in this document are unaudited. Small differences are possible in the tables due to rounding.

Certain of the statements contained herein are not historical facts, including, without limitation, certain statements made of future expectations and other forward-looking statements that are based on management's current views and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. Actual results, performance or events may differ materially from those in such statements due to, without limitation: (1) changes in general economic conditions, in particular economic conditions in ING's core markets, (2) changes in performance of financial markets, including developing markets, (3) consequences of a potential (partial) break-up of the euro, (4) the implementation of ING's restructuring plan to separate banking and insurance operations, (5) changes in the availability of, and costs associated with, sources of liquidity such as interbank funding, as well as conditions in the credit markets generally, including changes in borrower and counterparty creditworthiness, (6) the frequency and severity of insured loss events, (7) changes affecting mortality and morbidity levels and trends, (8) changes affecting persistency levels, (9) changes affecting interest rate levels, (10) changes affecting currency exchange rates, (11) changes in investor, customer and policyholder behaviour, (12) changes in general competitive factors, (13) changes in laws and regulations, (14) changes in the policies of governments and/or regulatory authorities, (15) conclusions with regard to purchase accounting assumptions and methodologies, (16) changes in ownership that could affect the future availability to us of net operating loss, net capital and built-in loss carry forwards, (17) changes in credit ratings, (18) ING's ability to achieve projected operational synergies and (19) the other risks and uncertainties detailed in the Risk Factors section contained in the most recent annual report of ING Groe

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