## ING US STATISTICAL SUPPLEMENT

30 June 2007

**US Contribution to Insurance Americas and ING Group Results** 

(All amounts presented in US Dollars in millions unless otherwise indicated)



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## ING US STATISTICAL SUPPLEMENT BASIS OF PRESENTATION

- 1. Financial amounts disclosed herein are determined in accordance with International Financial Reporting Standards ("IFRS") as endorsed by the European Union. This report is for information purposes only and should be read in conjunction with the ING Groep N.V. Annual Report on Form 20-F filed with the United States Securities and Exchange Commission. "Underlying profit before tax" as used in the supplement refers to IFRS pre-tax income including realized gains on equity investments allocated by ING Group and excluding items in the ING Group Corporate segment, such as financing activities on core debt and the results of divestments. A reconciliation of "underlying profit before tax" and net profit for ING Group consolidated is provided in the quarterly financial press release. Sales, premiums, expenses, and FTE's reported in the supplement also exclude results of divestments.
- All amounts are in US Dollars in millions unless otherwise indicated.
- All amounts are unaudited.
- 4. Certain reclassifications have been made to the prior periods to conform to the current presentation. In Q2 2007, prior period sales for Investment Management (other third party business) were restated for money market accounts sold to institutional clients in order to conform with the current presentation. Sales of money market accounts are presented on a net flows basis consistent with how money market funds are reported within retail mutual funds and consistent with industry reporting.
- 5. Results are classified by ING Group's legal structure as either banking or insurance. ING US includes only the US insurance activities of Insurance Americas and does not include certain US banking activities.
- 6. Management determines its reporting segments based on the internal governance structure and considers, where practical, common industry product segmentation. For management reporting purposes, all investment management and administrative services performed on behalf of affiliated business units are provided on a transfer-cost pricing basis. As a result, Investment Management profit before tax reflects only the results of certain non-insurance proprietary investment portfolios and activities to manage third party assets, including retail mutual funds.
- 7. The profit before tax for the business units within the United States is presented before the effects of investment gains and losses. The Company believes this provides investors with a better measure of the on-going performance of these business units because it excludes the impact of investment gains and losses that tend to be variable from period to period. United States investment gains and losses are presented in total and include credit related investment gains (losses) net of recoveries of any previously impaired investments and net of DAC and policyholder reserve offsets; and interest and certain market related investment gains (losses) net of DAC and other policyholder reserve offsets. Interest and other market related investment gains (losses) includes realized results from disposals of fixed income investments, the adjustment under the effective interest method for interest sensitive assets required under IFRS; and valuation results from non-trading derivatives. Valuation results from non-trading derivatives include market value adjustments for derivatives net of the basis adjustment on the hedged asset or liability. In Q1 2007, investment gains (losses) include a gain on the disposition of a minority equity investment.
- 8. For certain experience rated products, the customer assumes investment (including realized capital gains and losses) and other risks, subject to, among other things, minimum principal and interest guarantees. For these products, interest related gains (losses) are offset by a corresponding increase/decrease to an Experience Rated Reserve ("ERR"). The ERR released in future periods is partly offset by amounts attributed to policyholders on a basis consistent with credited rates on these products.
- 9. Annual Premium Equivalent ("APE") represents 100% of annual premiums on new sales and 10% of single premium new sales consistent with the manner many European insurers report sales (APE includes sales of long-term contracts only, e.g. does not include retail mutual funds and other third party investment management sales, etc.). Sales (US basis) are presented in a manner consistent with other US companies and the calculation varies by product. Retirement Services sales represent initial deposits for the first twelve months. Variable Annuity and Fixed Annuity sales are reported on a cash basis before any reinsurance consistent with insurance industry standards from LIMRA/VARDS. Individual Life Insurance and Employee Benefits sales are reported based on the calculation of weighted annual premium consistent with internal reporting. Group Reinsurance sales are based on annualized premium at policy issue date, before any retrocession. Institutional Markets sales represent gross asset production. Investment Management retail mutual funds sales are reported on a cash basis. Investment Management other third party sales represent cash deposits from new and existing third party clients, except for money market accounts which are reported on a net flows basis.



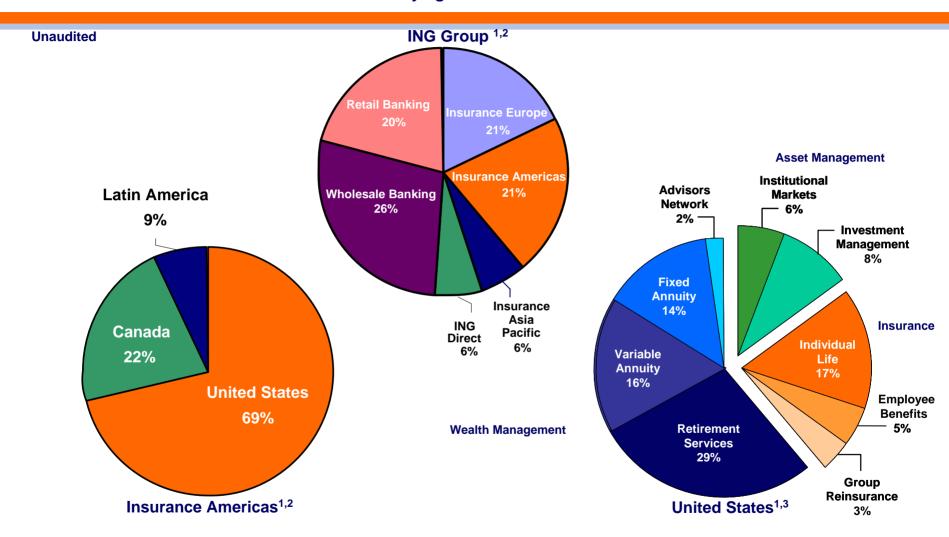
## ING US STATISTICAL SUPPLEMENT BASIS OF PRESENTATION

- Value of New Business ("VNB") is an indicator of the economic value created from sales of long-term contracts such as retirement plans, annuities, and life insurance. It represents the present value of the estimated future after-tax profits generated by new sales during the period, less the cost of holding the required capital associated with these new sales. The US long-term discount rate used to calculate VNB was adjusted from 7.9% to 8.3% as of October 1, 2006, retroactive for all sales since January 1, 2006. The internal rate of return ("IRR") on new business, on an US dollar basis, represents the discount rate at which the present value of estimated future profits equals the investment in new business (e.g. the projected return on the investment in new business). The IRR on a Euro basis represents the US dollar basis IRR adjusted for expected US currency movements relative to the euro in order to make IRRs more comparable by country ("Currency Risk Adjustment"). The currency risk adjustment for the US was adjusted as of October 1, 2006, retroactive for all sales since January 1, 2006. Please refer to the ING Group 2006 Embedded Value Report for more details related to VNB and IRR.
- 11. Gross Premiums exclude deposits from investment contracts as defined by IFRS 4, primarily guaranteed investment contracts and immediate annuities without life contingencies.

  Other premiums include gross premiums related to divested business units ceded to the acquiring companies.
- 12. Composite margins represent the net margin for fixed annuities, variable annuity fixed account options and retirement services accumulation products.
- 13. Capital, excluding AOCI, as reflected in the Segment Balance Sheet is maintained at levels sufficient to meet rating agency and regulatory requirements. Capital includes shareholders equity, external debt and loans from parent companies. The composition of the capital is managed at the ING Group level. Accumulated other comprehensive income ("AOCI") represents unrealized gains and losses, net of ERR, DAC, tax, and other policyholder offsets.
- 14. Certain information within the supplement titled "General Account" reflects the results of the insurance legal entities and related consolidating adjustments. General Account excludes the holding company and other non-insurance company affiliates' investment information.
- 15. Investments, as reflected in the Segment Balance Sheet, include fixed income securities, mortgage loans, equity investments, real estate investments, policy loans, and limited partnerships. Fixed income securities are reported at market value in the balance sheet and at amortized cost as noted for all other presentations.
- General Account Assets by Asset Class and General Account Gross Investment Income exclude affiliated common stock, investments held under Modco Reinsurance agreements, and cash related to treasury operations. The General Account Assets by Asset Class includes short-term investment borrowings and due and accrued interest. The General Account Gross Investment Income includes the interest expense associated with short-term investment borrowings. General Account Gross Investment Income before investment gains (losses) includes prepayment fee income, realized gains on equity investments allocated by ING Group, the amortization of realized results on ERR products, and market value adjustments related to limited partnerships and real estate. Interest and other market related investment gains (losses) include realized results from disposals of fixed income investments (net of ERR offsets), the adjustment under the effective interest method for interest sensitive assets required under IFRS; and valuation results from non-trading derivatives. Valuation results from non-trading derivatives include market value adjustments for derivatives net of the basis adjustment on the hedged asset or liability
- 17. General Account portfolio yields are calculated by dividing [pre-tax gross investment income before or after credit related investment gains (losses) as designated and before the financial impact of derivatives that hedge equity-related liability exposure] by [average invested assets at amortized cost and ERR]. Equity-related derivatives are utilized to hedge the market exposure related to indexed annuities and guaranteed benefits for variable products.
- Assets under management (AUM) is an internal performance measure used by ING US since a significant portion of its revenue is based upon asset values. These revenues increase or decrease with a rise or fall, correspondingly, in the level of AUM. General Account AUM represents balance sheet assets for which the Company bears the investment risk. Separate Account AUM represent assets on the balance sheet classified as "investments for the risk of policyholders" in which the policyholder bears the investment risk. Institutional/Mutual Funds AUM represent assets for which investment management services are provided but do not represent balance sheet assets.
- 19. Assets under administration (AUA) represent accumulated assets on contracts under which Retirement Services provides one or more services, such as record keeping, principal quarantees, etc. These contracts are not insurance contracts and the assets are excluded from the balance sheet and sales or deposits are not reported as premiums.
- 20. Certain key financial information, operating profit data and statistical measures have been incorporated herein to provide supplemental data that indicate trends in the US business. The impacts of accounting changes and other nonrecurring items are excluded from certain trend information, as disclosed.

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# US Contribution to Insurance Americas and ING Group Results Six Months Ended 30 June 2007 Underlying Profit Before Tax



<sup>&</sup>lt;sup>1</sup> Excludes amounts reported in the ING Group Corporate Segment.



<sup>&</sup>lt;sup>2</sup> Percentages based on results in Euros.

<sup>&</sup>lt;sup>3</sup> Excludes credit and interest related investment gains (losses) and amounts reported in "Other"

## Highlights

30 June 2007

#### Unaudited

Underlying Profit Before Tax	Q2 006
Insurance	
Asset Management 144 106 79 Other 37 7 14 Underlying Profit Before Investment Gains (Losses) 1,041 707 564 Investment Gains (Losses) (7) (86) (27) Total US 1,034 621 537  Assets Under Management and Administration Wealth Management 1 165,903 147,391 Insurance 22,269 21,335 Asset Management 79,554 66,056 Other (646) (1,227) Total US 267,080 233,555  Portfolio Yield After Credit Gains (Losses) 6.29% 6.03% 6.39% Composite Margins After Credit Gains (Losses) 1,76% 1.58% 1.86%  Wealth Management Sales Highlights (US Basis): Retirement Services Accumulation Products 3,213 3,478 1,552 Variable Annuity 3,502 3,550 1,915  Value of New Business (at Current Discount Rates) Wealth Management 8 1 128 45 Total US 99 125 64  Year to Date Internal Rate of Return on New Business Wealth Management (US Dollar Basis) 12.5% 13.6% Total US (US Dollar Basis) 11.2% 11.9% Total US (Euro Basis) 10.2% 11.5%	219
Other         37         7         14           Underlying Profit Before Investment Gains (Losses)         1,041         707         564           Investment Gains (Losses)         (7)         (86)         (27)           Total US         1,034         621         537           Assets Under Management and Administration           Wealth Management         165,903         147,391         1           Insurance         22,269         21,335         2           Asset Management         79,554         66,056         66,056           Other         (646)         (1,227)           Total US         267,080         233,555           Portfolio Yield After Credit Gains (Losses)         6.29%         6.03%         6.39%           Composite Margins After Credit Gains (Losses)         1.76%         1.58%         1.86%           Wealth Management Sales Highlights (US Basis):         3,213         3,478         1,552           Variable Annuity         3,502         3,550         1,915           Value of New Business (at Current Discount Rates)         81         128         45           Total US         99         125         64           Year to Date Internal Rate of Return on New Business <th< td=""><td>66</td></th<>	66
Underlying Profit Before Investment Gains (Losses)   1,041   707   564     Investment Gains (Losses)   (7)   (86)   (27)     Total US   1,034   621   537     Assets Under Management and Administration     Wealth Management   165,903   147,391     Insurance   22,269   21,335     Asset Management   79,554   66,056     Other   (646)   (1,227)     Total US   267,080   233,555     Portfolio Yield After Credit Gains (Losses)   6,29%   6,03%   6,39%     Composite Margins After Credit Gains (Losses)   1,76%   1,58%   1,86%     Wealth Management Sales Highlights (US Basis):     Retirement Services Accumulation Products   3,213   3,478   1,552     Variable Annuity   3,502   3,550   1,915     Value of New Business (at Current Discount Rates)     Wealth Management   81   128   45     Total US   99   125   64     Year to Date Internal Rate of Return on New Business     Wealth Management (US Dollar Basis)   12,5%   13,6%     Total US (US Dollar Basis)   11,2%   11,9%     Total US (Euro Basis)   10,2%   11,5%	52
Investment Gains (Losses)	(13)
Total US	324
Assets Under Management and Administration	(34)
Wealth Management       165,903       147,391         Insurance       22,269       21,335         Asset Management       79,554       66,056         Other       (646)       (1,227)         Total US       267,080       233,555         Portfolio Yield After Credit Gains (Losses)       6.29%       6.03%       6.39%         Composite Margins After Credit Gains (Losses)       1.76%       1.58%       1.86%         Wealth Management Sales Highlights (US Basis):       81       1.552       1.552         Variable Annuity       3,502       3,550       1,915         Value of New Business (at Current Discount Rates)       81       128       45         Total US       99       125       64         Year to Date Internal Rate of Return on New Business       12.5%       13.6%         Total US (US Dollar Basis)       11.2%       11.9%         Total US (Euro Basis)       10.2%       11.5%	290
Insurance	
Asset Management 79,554 66,056 Other (646) (1,227)  Total US 267,080 233,555  Portfolio Yield After Credit Gains (Losses) 6.29% 6.03% 6.39% Composite Margins After Credit Gains (Losses) 1.76% 1.58% 1.86%  Wealth Management Sales Highlights (US Basis): Retirement Services Accumulation Products 3,213 3,478 1,552 Variable Annuity 3,502 3,550 1,915  Value of New Business (at Current Discount Rates)  Wealth Management 81 128 45 Total US 99 125 64  Year to Date Internal Rate of Return on New Business  Wealth Management (US Dollar Basis) 12.5% 13.6% Total US (US Dollar Basis) 11.2% 11.9% Total US (Euro Basis) 10.2% 11.5%	
Other         (646)         (1,227)           Total US         267,080         233,555           Portfolio Yield After Credit Gains (Losses)         6.29%         6.03%         6.39%           Composite Margins After Credit Gains (Losses)         1.76%         1.58%         1.86%           Wealth Management Sales Highlights (US Basis):         Retirement Services Accumulation Products         3,213         3,478         1,552           Variable Annuity         3,502         3,550         1,915           Value of New Business (at Current Discount Rates)         81         128         45           Total US         99         125         64           Year to Date Internal Rate of Return on New Business         12.5%         13.6%           Wealth Management (US Dollar Basis)         11.2%         11.9%           Total US (Euro Basis)         10.2%         11.5%	
Total US   267,080   233,555	
Portfolio Yield After Credit Gains (Losses) 6.29% 6.03% 6.39%  Composite Margins After Credit Gains (Losses) 1.76% 1.58% 1.86%  Wealth Management Sales Highlights (US Basis):  Retirement Services Accumulation Products 3,213 3,478 1,552  Variable Annuity 3,502 3,550 1,915  Value of New Business (at Current Discount Rates)  Wealth Management 81 128 45  Total US 99 125 64  Year to Date Internal Rate of Return on New Business  Wealth Management (US Dollar Basis) 12.5% 13.6%  Total US (US Dollar Basis) 11.2% 11.9%  Total US (Euro Basis) 10.2% 11.5%	
Composite Margins After Credit Gains (Losses)       1.76%       1.58%       1.86%         Wealth Management Sales Highlights (US Basis):         Retirement Services Accumulation Products       3,213       3,478       1,552         Variable Annuity       3,502       3,550       1,915         Value of New Business (at Current Discount Rates)         Wealth Management       81       128       45         Total US       99       125       64         Year to Date Internal Rate of Return on New Business         Wealth Management (US Dollar Basis)       12.5%       13.6%         Total US (US Dollar Basis)       11.2%       11.9%         Total US (Euro Basis)       10.2%       11.5%	
Wealth Management Sales Highlights (US Basis):         Retirement Services Accumulation Products       3,213       3,478       1,552         Variable Annuity       3,502       3,550       1,915         Value of New Business (at Current Discount Rates)         Wealth Management       81       128       45         Total US       99       125       64         Year to Date Internal Rate of Return on New Business         Wealth Management (US Dollar Basis)       12.5%       13.6%         Total US (US Dollar Basis)       11.2%       11.9%         Total US (Euro Basis)       10.2%       11.5%	6.11%
Retirement Services Accumulation Products       3,213       3,478       1,552         Variable Annuity       3,502       3,550       1,915         Value of New Business (at Current Discount Rates)         Wealth Management       81       128       45         Total US       99       125       64         Year to Date Internal Rate of Return on New Business         Wealth Management (US Dollar Basis)       12.5%       13.6%         Total US (US Dollar Basis)       11.2%       11.9%         Total US (Euro Basis)       10.2%       11.5%	1.60%
Variable Annuity       3,502       3,550       1,915         Value of New Business (at Current Discount Rates)       81       128       45         Wealth Management       81       128       45         Total US       99       125       64         Year to Date Internal Rate of Return on New Business       81       12.5%       13.6%         Wealth Management (US Dollar Basis)       11.2%       11.9%       11.9%         Total US (US Dollar Basis)       10.2%       11.5%       11.5%	
Value of New Business (at Current Discount Rates)         Wealth Management       81       128       45         Total US       99       125       64         Year to Date Internal Rate of Return on New Business         Wealth Management (US Dollar Basis)       12.5%       13.6%         Total US (US Dollar Basis)       11.2%       11.9%         Total US (Euro Basis)       10.2%       11.5%	2,062
Wealth Management       81       128       45         Total US       99       125       64         Year to Date Internal Rate of Return on New Business         Wealth Management (US Dollar Basis)       12.5%       13.6%         Total US (US Dollar Basis)       11.2%       11.9%         Total US (Euro Basis)       10.2%       11.5%	1,876
Total US  Year to Date Internal Rate of Return on New Business  Wealth Management (US Dollar Basis)  Total US (US Dollar Basis)  Total US (Euro Basis)  10.2%  11.5%  64  13.6%  11.9%  11.9%  11.5%	
Year to Date Internal Rate of Return on New BusinessWealth Management (US Dollar Basis)12.5%13.6%Total US (US Dollar Basis)11.2%11.9%Total US (Euro Basis)10.2%11.5%	77
Wealth Management (US Dollar Basis)  Total US (US Dollar Basis)  Total US (Euro Basis)  12.5%  13.6%  11.2%  11.9%  10.2%  11.5%	62
Total US (US Dollar Basis)       11.2%       11.9%         Total US (Euro Basis)       10.2%       11.5%	
Total US (Euro Basis) 10.2% 11.5%	
Cross Bramiums 44 FFA 42 204 F 766	
91055 Fleithums 11,334 12,301 3,700	6,231
Operating Expenses 990 926 505	473
Headcount 8,675 8,504	



## **Underlying Profit Before Tax**

30 June 2007

#### Unaudited

	200	)7	2006				
(US Dollars in Millions)	Q2	Q1	Q4	Q3	Q2	Q1	
Underlying Profit Before Investment Gains (Losses)							
Wealth Management							
Retirement services	161	129	115	107	136	111	
Variable annuity	83	79	84	66	34	54	
Fixed annuity	85	61	63	65	49	50	
Advisors Network	8_	9	5	7		1	
	337	278	267	245	219	216	
Insurance							
Individual life	97	70	63	64	43	55	
Employee benefits	27	23	24	32	19	19	
Group reinsurance	10_	18_	20	10_	4	19	
	134	111	107	106	66	93	
Asset Management							
Institutional markets	35	25	24	31	28	26	
Investment management	44	40	49	35_	24	28	
	79	65	73	66	52	54	
Other	14	23	6	(4)	(13)	20	
Total US	564	477	453	413	324	383	
Investment Gains (Losses), net of Related DAC/Reserve Offsets							
Credit related investment gains (losses)	(2)	2	26	15	2	7	
Interest and other market related investment gains (losses)	(25)	(10)	(3)	(11)	(36)	(59)	
Gain on disposition of minority equity investment		28			-		
	(27)	20_	23_	4	(34)	(52)	
Underlying Profit Before Tax	537	497	476	417	290	331	



## Sales (US Basis) and Annual Premium Equivalent (APE)

naudited	200	7	2006			
(US Dollars in Millions)	Q2	Q1	Q4	Q3	Q2	Q1
Sales (US Basis)						
Wealth Management						
Retirement services						
Accumulation products	1,552	1,661	1,760	1,684	2,062	1,416
Stable value products	675	298	395	265	462	952
Variable annuity	1,915	1,587	1,667	1,652	1,876	1,674
Fixed annuity						
Indexed annuities	338	354	489	547	690	573
Other fixed annuities	27	37	67	109	83	56
Insurance						
Individual life	72	61	58	53	58	64
Employee benefits	30	142	29	35	28	172
Group reinsurance	5	8	17	1	1	18
Asset Management						
Institutional markets	1,516	1,167	1,274	1,020	617	596
Investment management						
Retail mutual funds	1,756	2,155	1,839	1,188	1,364	1,253
Other third-party investment management	2,532	3,062	2,826	2,120	2,949	716
Annual Premium Equivalent (APE)						
Wealth Management						
Retirement services						
Accumulation products	448	503	492	459	492	466
Stable value products	67	30	40	27	46	95
Variable annuity	191	159	166	165	187	167
Fixed annuity	36	39	55	66	77	63
Insurance						
Individual life	74	62	58	56	58	67
Employee benefits	30	142	18	43	24	167
Group reinsurance	5	8	17	1	1	18
Asset Management						
Institutional markets	151	117	127	102	62	60
Total US	1,002	1,060	973	919	947	1,103

Note: See definition of Sales and APE in Basis of Presentation, footnote 9.



#### Value of New Business and Internal Rate of Return

#### 30 June 2007

Unaudited	200	7				
	Q2	Q1	Q4	Q3	Q2	Q1
(US Dollars in Millions)						
Value of New Business ("VNB")						
Wealth Management						
Retirement services	32	18	26	23	29	19
Variable annuity	14	17	10	21	35	26
Fixed annuity	(1)	1	2	6	13	6
	45	36	38	50	77	51
Insurance						
Individual life	9	(21)	(22)	(21)	(16)	(7)
Employee benefits	3	13	4	2	2	10
Group Reinsurance	1	3	3	1	1	4
	13	(5)	(15)	(18)	(13)	7
Asset Management						
Institutional markets	6	4	3	3	2	2
Other			(2)	(1)	(4)	3
Value of New Business (at Current Discount Rate)	64	35	24	34	62	63
Effect of change in discount rate (A)			(25)	7	9	9
Value of New Business	64	35	(1)	41	71	72
Year to Date Internal Rate of Return ("IRR")						
US Dollar Basis						
Wealth Management						
Retirement services	14.4%	12.4%	13.2%	13.0%	13.0%	12.5%
Variable annuity	13.0%	13.3%	14.3%	14.6%	14.8%	14.0%
Fixed annuity	9.0%	8.6%	10.8%	11.7%	12.4%	11.5%
	12.5%	11.8%	13.0%	13.3%	13.6%	13.0%
Insurance						
Individual life	7.1%	4.2%	1.2%	1.7%	3.5%	5.8%
Employee benefits	12.3%	12.3%	11.2%	11.0%	11.2%	11.6%
Group Reinsurance	19.3%	18.8%	18.5%	17.6%	16.7%	16.5%
	9.0%	7.8%	6.0%	6.5%	7.7%	9.6%
Asset Management Institutional markets	44.20/	42.00/	4.4.40/	45 40/	4.4.00/	40.70/
Institutional markets	14.3%	13.0%	14.4%	15.1%	14.2%	12.7%
Total US (US Dollar Basis)	11.2%	10.2%	11.2%	11.5%	11.9%	12.0%
Currency / Risk Adjustment (B)	-1.0%	-0.9%	-0.9%	-0.4%	-0.4%	-0.4%
Total US (Euro Basis)	10.2%	9.3%	10.3%	11.1%	11.5%	11.6%

<sup>(</sup>A) Effective October 1, 2006, the US long-term discount rate (used to calculate VNB) was adjusted from 7.9% to 8.3%, retroactive for all sales since January 1, 2006 The effect of the change in discount rate on VNB was retroactively applied to prior quarters in the exhibit above in order to reflect VNB for each quarter at the current discount rate (8.3%) and to exclude the retroactive adjustment reflected in Q4 2006 VNB results. See footnote 10 in Basis of Presentation for more details on VNB.

<sup>(</sup>B) Effective October 1, 2006, the US IRR country risk adjustment (used to adjust the IRR for expected US currency movements to the euro) was adjusted, retroactive for all sales since January 1, 2006. See footnote 10 in Basis of Presentation for more details on IRR.

## **ING US Statistical Supplement**

#### 30 June 2007

### **Gross Premiums**

#### Unaudited

	200	)7				
(US Dollars in Millions)	Q2	Q1	Q4	Q3	Q2	Q1
Wealth Management						
Retirement services	2,098	2,417	2,286	2,134	2,192	2,360
Variable annuity	1,980	1,646	1,722	1,727	1,920	1,706
Fixed annuity	380	410	562	670	784	650
	4,458	4,473	4,570	4,531	4,896	4,716
Insurance						
Individual life	476	465	497	460	486	515
Employee benefits	371	370	419	340	342	342
Group reinsurance	80	87	81	70	93	94
	927	922	997	870	921	951
Other	381	393	428	344	414	403
Total US	5,766	5,788	5,995	5,745	6,231	6,070



#### **ING US Statistical Supplement**

## **Operating Expenses and Headcount**

30 June 2007

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	200	07		20	06	
(US Dollars in Millions)	Q2	Q1	Q4	Q3	Q2	Q1
Operating Expenses						
Wealth Management	259	240	241	230	238	233
Insurance	130	125	133	120	123	123
Asset Management	116	119	113	104	100	105
Other		1	2	4_	12_	(8)
	505	485	489	458	473	453
(FTE basis)						
Headcount	8,675	8,615	8,602	8,539	8,504	8,386



#### **ING US Statistical Supplement**

#### **Composite Margins**

30 June 2007

#### Unaudited

	20	07		200	)6	
	Q2	Q1	Q4	Q3	Q2	Q1
Earned rate	5.96%	5.72%	5.71%	5.75%	5.70%	5.67%
Credited rate	4.08%	4.05%	4.07%	4.06%	4.10%	4.13%
Net margin before investment gains (losses)	1.88%	1.67%	1.64%	1.69%	1.60%	1.54%
Credit related investment gains (losses)	-0.02%	0.00%	0.00%	0.02%	0.00%	0.01%
Net margin after credit related investment gains (losses)	1.86%	1.67%	1.64%	1.71%	1.60%	1.55%

#### Note:

Composite margins include fixed annuities, variable annuity fixed account options, and retirement services accumulation products. Net margin represents earned rate less credited rate. Earned rate represents investment results divided by average statutory reserves. The credited rate represents credited interest divided by average contract holder account values (for Indexed Annuities, the credited interest on the host contract portion of the contract holder account value is divided by the average host contract values). The earned rate includes the amortization of realized results on ERR products, internal and external investment expenses, and excludes credit and interest related investment gains (losses) and non-investment operating expenses.

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# General Account Gross Investment Income by Asset Class Portfolio Yield and Investment Gains (Losses)

30 June 2007

Unaudited						
Griddelica	20	07		20	06	
(US Dollars in Millions)	Q2	Q1	Q4	Q3	Q2	Q1
Gross Investment Income by Asset Class:						
Fixed Income Securities:						
Government/Agency	2	7	5	5	8	14
Public corporate	336	331	340	362	371	379
Private corporate	217	201	204	205	205	194
Residential mortgage-backed securities	199	193	190	192	189	196
Asset-backed securities/Commercial						
mortgage-backed securities	207	194	182	175_	157	131_
Total Fixed Income Securities	961	926	921	939	930	914
Mortgage loans	161	161	163	161	167	175
Policy loans	35	35	33	33	33	34
Other	153	63	121	100	56	(7)
Total before investment gains (losses)	1,310	1,185	1,238	1,233	1,186	1,116
Credit related investment gains (losses)	(4)	1	25	12	-	7
Interest and other market related investment gains (losses)	(37)	(28)	(5)	(25)	(48)	(74)
Total after investment gains (losses)	1,269	1,158	1,258	1,220	1,138	1,049
Portfolio yield before investment gains (losses)	6.41%	6.18%	6.19%	6.18%	6.11%	5.92%
Credit related investment gains (losses)	-0.02%	0.01%	0.14%	0.07%	0.00%	0.04%
Portfolio yield after credit related investment gains (losses)	6.39%	6.19%	6.33%	6.25%	6.11%	5.96%



## **Segment Balance Sheet**

#### Unaudited

(US Dollars in Millions)	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2006 Q2	2006 Q1
Cash	1,689	1,515	1,408	2,203	2,191	2,291
Investments	86,992	86,467	86,160	86,045	83,350	84,791
Investments for risk of policyholders	95,581	89,850	87,399	80,868	76,813	76,646
Reinsurance contracts	6,294	6,230	6,233	6,231	6,186	6,581
Fixed assets	55	53	149	129	121	101
Other assets	4,447	4,176	3,796	4,288	4,217	3,765
Deferred acquisition costs / Value of business acquired	9,241	8,744	8,803	8,615	8,982	8,532
TOTAL ASSETS	204,299	197,035	193,948	188,379	181,860	182,707
Insurance and investment contracts	78,535	78,226	78,184	78,228	76,782	78,065
Life insurance provision for risk of policyholders	95,581	89,850	87,399	80,868	76,813	76,646
Investment financing (A)	7,000	6,541	6,917	6,907	6,830	7,006
Other liabilities	10,146	9,075	8,561	9,790	10,349	9,283
TOTAL LIABILITIES	191,262	183,692	181,061	175,793	170,774	171,000
Capital, excluding AOCI	13,688	13,431	13,029	12,692	12,141	12,240
Accumulated Other Comprehensive Income	(651)	(88)	(142)	(106)	(1,055)	(533)
TOTAL CAPITAL	13,037	13,343	12,887	12,586	11,086	11,707
TOTAL LIABILITIES AND CAPITAL	204,299	197,035	193,948	188,379	181,860	182,707
US Financial Strength Ratings						
Moody's	Aa3	Aa3	Aa3	Aa3	Aa3	Aa3
Standard & Poor's	AA	AA	AA	AA	AA	AA

<sup>(</sup>A) Includes Intercompany Guaranteed Investment Contract (GICs), GIC-backed medium term notes, and short-term investment financing (dollar rolls and repos)



## ING US Statistical Supplement 30 June 2007

## General Account Assets by Asset Class

#### Unaudited

	2007		2006				
(US Dollars in Millions)	Q2	Q1	Q4	Q3	Q2	Q1	
Fixed income securities:							
Government/Agency	210	289	792	382	515	1,194	
Public corporate	23,538	23,064	22,811	25,399	26,049	27,001	
Private corporate	13,406	13,476	13,768	13,215	13,169	12,814	
Residential mortgage-backed							
securities	13,767	13,947	13,720	13,712	13,817	13,778	
Asset-backed securities/Commercial							
mortgage-backed securities	15,583	15,355	14,663	13,874	13,149_	11,973	
Total Fixed income securities	66,504	66,131	65,754	66,582	66,699	66,760	
Mortgage loans	10,105	10,135	10,348	10,262	10,273	10,209	
Common	334	257	174	159	132	124	
Preferred	374	125	133	134	144	144	
Other	806_	822	538_	306	206_	193	
Equity	1,514	1,204	845	599	482	461	
Real estate	163	163	163	164	163	164	
Policy loans	2,472	2,467	2,445	2,395	2,377	2,369	
Short term investments and pending settlements	1,024	929	1,297	654	685	149	
Other assets	1,917	1,540	1,490	974	824	876	
	83,699	82,569	82,342	81,630	81,503	80,988	

Note:

Fixed income securities are reported above at amortized cost.



## ING US Statistical Supplement 30 June 2007

## General Account Fixed Income Securities by Credit Quality and Weighted Average Credit Quality

#### Unaudited

	20	07	2006			
(US Dollars in Millions)	Q2	Q1	Q4	Q3	Q2	Q1
Government/Agency	1%	1%	1%	1%	1%	2%
AAA	43%	43%	42%	41%	40%	38%
AA	8%	8%	7%	7%	6%	6%
A	18%	18%	20%	21%	22%	23%
BBB	26%	26%	26%	27%	27%	27%
BB	3%	3%	3%	3%	3%	3%
B & below	1%	1%	1%	0%	1%	1%
	100%	100%	100%	100%	100%	100%
Total Fixed income securities	66,504	66,131	65,754	66,582	66,699	66,760
Weighted Average Credit Quality	A+	A+	A+	A+	A+	A+

Note:

Fixed income securities are reported above at amortized cost.



#### **Assets Under Management / Assets Under Administration**

#### Unaudited

(US Dollars in Millions)	General Account	Separate Account	Institutional/ Mutual Funds	Total AUM - Assets Under Management	AUA - Assets Under Administration	Total AUM + AUA
Wealth Management						
Retirement services						
Accumulation products	22,902	44,953	1,642	69,497	11,949	81,446
Stable value products					15,642	15,642
Variable annuity	1,406	45,962		47,368		47,368
Fixed annuity	21,447			21,447		21,447
	45,755	90,915	1,642	138,312	27,591	165,903
Insurance						
Individual life	15,264	3,265		18,529		18,529
Employee benefits	2,309	18		2,327		2,327
Group reinsurance	1,413			1,413		1,413
	18,986	3,283	-	22,269	-	22,269
Asset Management						
Institutional markets	11,595			11,595		11,595
Investment management						
Retail mutual funds			29,180	29,180		29,180
Other third-party investment management	2,704		36,075	38,779		38,779
	14,299	-	65,255	79,554	-	79,554
Other	354	1,383		1,737		1,737
ING Mutual funds included in ING product			(2,383)	(2,383)		(2,383)
Total	79,394	95,581	64,514	239,489 (A)	27,591	267,080

<sup>(</sup>A) – Assets Under Management of \$239,489 reflected above exclude assets supporting surplus, short-term investment financing (dollar rolls and repos), and other liabilities, and also exclude General Account unrealized gains and losses. Including these amounts, Assets Under Management on June 30, 2007, are \$247,087 million.



### **Account Value Rollforward**

30 June 2007

Jnaudited						
	2007					
(US Dollars in Millions)	Q2	Q1	Q4	Q3	Q2	Q1
Retirement services - Accumulation products						
Beginning of period	78,245	77,274	74,126	72,445	71,993	69,149
Deposits	2,661	3,094	2,813	2,568	3,329	2,863
Withdrawals/Benefits	(2,599)	(3,059)	(2,732)	(2,280)	(2,153)	(2,504)
Market performance/Interest credited	3,139	936	3,067	1,393	(724)	2,485
End of period	81,446	78,245	77,274	74,126	72,445	71,993
Variable annuity						
Beginning of period	44,649	43,594	40,563	38,852	38,743	36,428
Deposits	1,980	1,646	1,723	1,727	1,920	1,706
Withdrawals/Benefits	(1,316)	(1,179)	(1,129)	(1,052)	(1,015)	(1,035)
Market performance/Interest credited	2,055	588	2,437	1,036	(796)	1,644
End of period	47,368	44,649	43,594	40,563	38,852	38,743
Fixed annuity						
Beginning of period	21,720	21,871	21,759	21,492	21,149	21,046
Deposits	390	421	577	684	805	665
Withdrawals/Benefits	(954)	(811)	(711)	(648)	(717)	(796)
Market performance/Interest credited	291	239	246	231	255	234
End of period	21,447	21,720	21,871	21,759	21,492	21,149
Investment management - Retail mutual funds						
Beginning of period	27,665	27,047	24,388	23,971	23,898	22,697
Deposits	1,756	2,155	1,839	1,188	1,364	1,253
Withdrawals/Benefits	(1,510)	(1,611)	(1,231)	(1,108)	(1,270)	(1,189)
Market performance/Interest credited	1,269	74	2,051	337	(21)	1,331
Transfer to ING affiliate	<u>-</u> _	<u> </u>	<u> </u>	<u> </u>	<u> </u>	(194)
End of period	29,180	27,665	27,047	24,388	23,971	23,898



## Deferred Acquisition Costs and Value of Business Acquired Rollforward

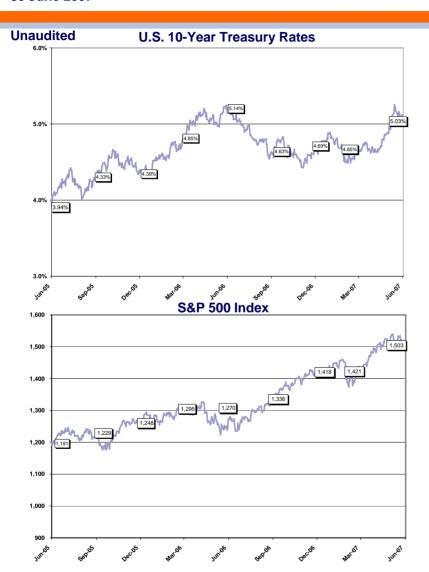
30 June 2007

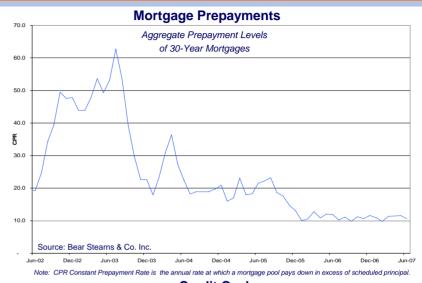
Jnaudited						
	200	7		2006	i	
(US Dollars in Millions)	Q2	Q1	Q4	Q3	Q2	Q1
Retirement services						
Beginning of period	2,162	2,203	2,157	2,215	2,079	1,999
Capitalization	67	67	74	66	69	68
Amortization	(32)	(51)	(26)	(45)	22	(35)
Adjustment for unrealized gains (losses)	60	(12)	(2)	(79)	45	47
Cumulative effect of change in accounting principle	<u>-</u>	(45)	<u> </u>	<u> </u>		
End of period	2,257	2,162	2,203	2,157	2,215	2,079
Variable annuity						
Beginning of period	2,615	2,602	2,530	2,512	2,508	2,409
Capitalization	156	127	133	133	147	131
Amortization	(76)	(100)	(60)	(97)	(150)	(41)
Adjustment for unrealized gains (losses)	21	(9)	(1)	(18)	7	9
Cumulative effect of change in accounting principle		(5)	<u> </u>	<u> </u>	-	
End of period	2,716	2,615	2,602	2,530	2,512	2,508
Fixed annuity						
Beginning of period	1,077	1,096	1,077	1,261	1,052	858
Capitalization	45	47	68	76	88	72
Amortization	(55)	(29)	(37)	(10)	(33)	(30)
Adjustment for unrealized gains (losses)	162	(37)	(12)	(250)	154	152
End of period	1,229	1,077	1,096	1,077	1,261	1,052
Individual life						
Beginning of period	2,774	2,772	2,717	2,854	2,751	2,631
Capitalization	100	72	66	53	65	68
Amortization	(43)	(44)	(6)	(44)	(42)	(45)
Adjustment for unrealized gains (losses)	94	(21)	(5)	(146)	80	97
Cumulative effect of change in accounting principle		(5)		<u>-</u>		
End of period	2,925	2,774	2,772	2,717	2,854	2,751
Other						
Beginning of period	116	130	134	140	142	148
Capitalization	9	9	10	8	9	7
Amortization	(11)	(12)	(13)	(14)	(11)	(12)
Adjustment for unrealized gains (losses)	-	-	(1)	-	-	(1)
Cumulative effect of change in accounting principle	114	(11)			- 440	
End of period	114	116	130	134	140	142
Total						
Beginning of period	8,744	8,803	8,615	8,982	8,532	8,045
Capitalization	377	322	351	336	378	346
Amortization	(217)	(236)	(142)	(210)	(214)	(163)
Adjustment for unrealized gains (losses)	337	(79)	(21)	(493)	286	304
Cumulative effect of change in accounting principle End of period	9,241	(66) <b>8,744</b>	8.803	8.615	8,982	8,532
Life of period	3,241	0,144	0,003	0,013	0,302	0,332

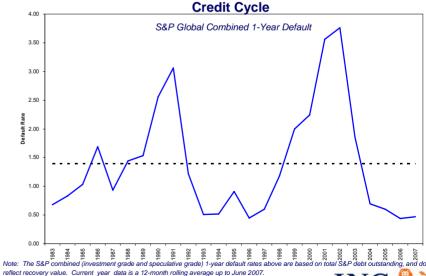


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# Economic Trends Impacting US Businesses US 10 Year Treasury Rate, Mortgage Prepayments, S&P 500 Index and Credit Cycle







20

## **US Dollar to Euro Currency Exchange Rates**

#### Unaudited

	20	07				
(US Dollars to Euros)	Q2	Q1	Q4	Q3	Q2	Q1
In come Otatament (come as)	4 00407	4.04500	4.05077	4.04000	4 00005	4.40040
Income Statement (average)	1.33137	1.31598	1.25677	1.24306	1.22905	1.19816
Balance Sheet (ultimo)	1.34975	1.33090	1.31825	1.26645	1.27110	1.20980

Note

The currency exchange rates represented above are utilized by ING Group to convert the US dollar denominated financial results to Euros.



## **Descriptions of Business Units**

#### **Additional Items**

Business Unit	Product Set / Markets
Wealth Management	
Retirement Services	Tax-deferred employer-sponsored retirement savings plan in small case corporate, health, education, government markets and Rollover IRA and Payout annuities
Annuities	Fixed, Indexed, Variable, and Payout annuities for pre-retirement wealth accumulation and post retirement income management, sold through multiple channels
Advisors Network	Broker-dealer network offering full-service brokerage, fee-based advisory, insurance and trust services to independent contractor representatives and financial institutions
Insurance	
Individual Life Insurance	Universal, Variable, Term, BOLI products distributed through independent channels to meet personal and business needs of a broad range of customers from the middle market to the mass affluent
Employee Benefits	Life, Stop-Loss, Disability and Voluntary Employee paid products sold to medium and large sized businesses
Group Reinsurance	Group life, accident and specialty reinsurance; group disability reinsurance; medical / managed care reinsurance
Asset Management	
Institutional Markets	Stable value GICs and synthetic GICs, funding agreements (including asset backed commercial paper, municipal reinvestment, FHLB funding), medium term notes, and principal protection wraps and products
Investment Management	Domestic and international equity, fixed income and alternative investment management strategies for the General Account and 3rd party clients delivered through mutual fund, institutional and high net worth retail products. Retail mutual funds and closed end funds sold through multiple channels
Other	
Other	Includes investment income on assets backing surplus in excess of amounts held at business unit level and results from run-off business lines including the deferred loss amortization related to the prior year divestment of Individual Reinsurance.

