Fourth Quarter 2012 Results

ING posts Full-Year 2012 underlying net profit EUR 2,603 mln

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CEO

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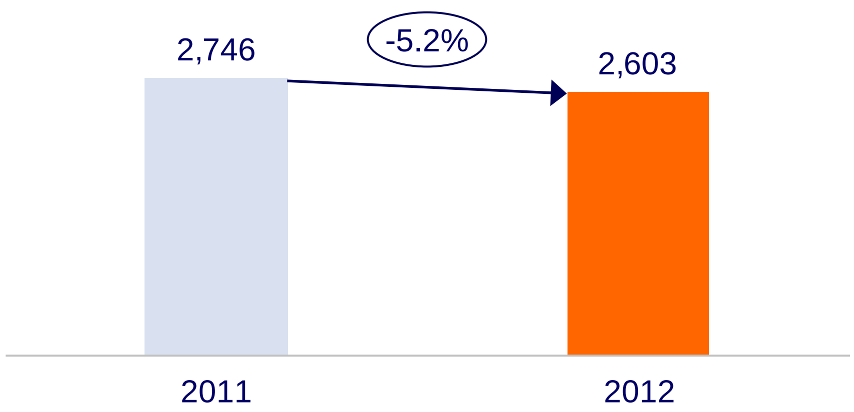
www.ing.com

Key points

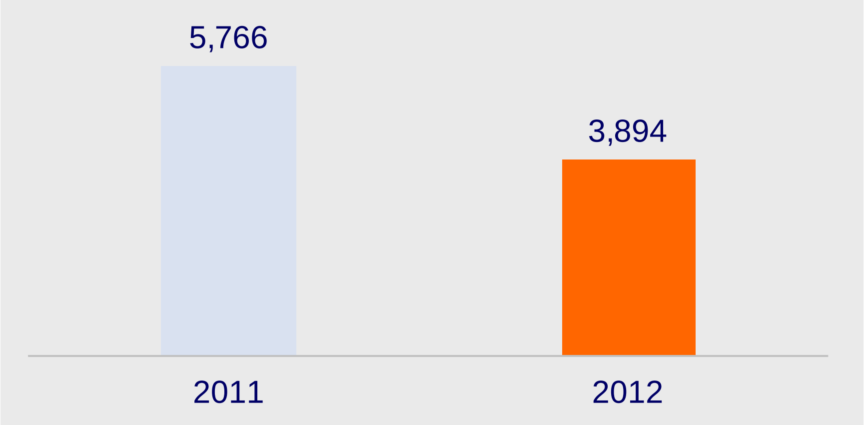
- ING Group's results held up well in 2012 amid weak environment in Europe: underlying net profit declined 5.2% to EUR 2,603 mln
- ING continues to take actions to complete its restructuring and de-risk the balance sheet, and we are preparing our businesses for the future
- The Group 4Q12 results were impacted by the Dutch bank tax, and various market related items: underlying net profit EUR 373 mln
- Bank 4Q12 underlying result before tax was EUR 184 mln, reflecting negative credit adjustments, de-risking losses and the Dutch bank tax
- Insurance 4Q12 operating result improved versus 3Q12 to EUR 296 mln as the investment spread strengthened to 132 bps. Underlying result before tax rose to EUR 272 mln

Full year 2012 underlying net profit declined 5.2% to EUR 2,603 mln

Underlying net result ING Group (in EUR mln)



Net result ING Group (in EUR mln)



Divestments, discontinued operations and special items (after tax, in EUR mln)

	2012
Underlying net result Group	**2,603**
Gains/losses on divestments	1,714
Results from divested units	87
Result from discontinued operations	550
Special items	
- Restructuring costs	-452
- Other special items	-608
Net result Group	**3,894**

Restructuring programmes will lead to structural savings of more than EUR 1 bln by 2015

Restructuring programmes (in EUR mln)

		Announced	Cost savings by 2015	Total cost savings	FTE reduction	After-tax restructuring provisioning
Bank	Retail Banking NL (1)	3Q11	330	330	2,700	232
	Retail Banking NL (2)	4Q12	100	120	1,400	111
	ING Bank Belgium	4Q12	150	150	1,000	0
	Commercial Banking	3Q12	260	315	1,000	129
	Total Bank		840	915	6,100	472
Insurance	Insurance Europe (NN)	3Q12	200	200	1,350	148
ING Group			1,040	1,115	7,450	620

- ING has taken a total of EUR 452 mln after tax restructuring costs in 2012 for Retail NL, Commercial Banking and Insurance Europe to drive future performance and reduce annual expenses by a combined EUR 1 bln by 2015
- Retail Netherlands has already achieved EUR 162 mln of savings, so cost savings still to be achieved by 2015 amounts to EUR 880 mln for ING Group, of which EUR 680 mln for the Bank
- The strategic review in Commercial Banking is ongoing and may lead to further changes in the future

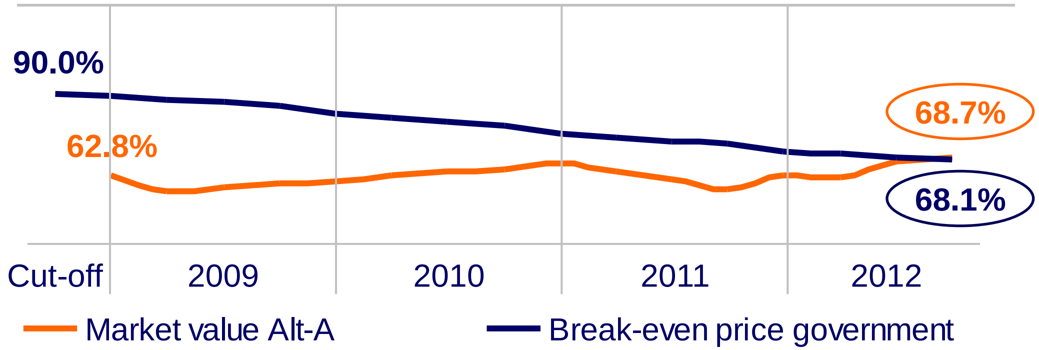
ING is maintaining momentum in restructuring

Delivering on EC restructuring in 2012

- ✓ Sale of ING Direct USA
- ✓ Sale of Insurance Malaysia
- ✓ Sale of Insurance Hong Kong and Thailand
- ✓ S-1 filed for US Insurance IPO
- ✓ Solution agreed with EC on WUB sale
- ✓ Extended deadlines agreed with EC
- ✓ Repaid EUR 1.125 bln core Tier 1 securities
- ✓ Reduced core debt by EUR 1 bln
- Sales process Insurance Korea and Japan ongoing
- Insurance US preparing for IPO in 2013
- Insurance Europe preparing for base case IPO

More than EUR 10 bln paid to the Dutch State (in EUR bln)

Average market value of Alt-A above break-even price government



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Progressing towards stand-alone balance sheets

ING Group 31 December 2012

ING Bank	37	Equity	54
ING Insurance	27	CT1 securities	2
Hybrids[B]	7	Core Debt	7
Hybrids[I]	2	Hybrids	9
	73		73

- EUR 0.75 bln CT1 securities repaid for a total of EUR 1.125 bln
- EUR 1.0 bln Group core debt reduced, funded by dividend from ING Bank
- EUR 1.25 bln Insurance hybrid redeemed, funded by Insurance Malaysia sale proceeds
- Sale of Insurance Hong Kong and Thailand for EUR 1.6 bln expected to close in 1Q13. Dividend upstream to Group will be assessed once all Asian divestments are completed

ING Insurance

Asia, Europe & US	28.4	Equity	27.3
IC Debt (Europe)	3.0	Hybrids (G)	2.5
IC Debt (US)	0.4	Debt $_{\text{Subord}}$	0.5
Sul America, ING Re & Other*	1.8	Other Debt**	3.3
	33.6		33.6

Europe***

Benelux	12.3	Equity	11.9
CRE	1.4	IC Hybrid Debt	3.0
IIM Europe	0.4		
CL/Other	0.8		
	14.9		14.9

US

Insurance	10.2	Equity	10.4
CB VA	2.2	IC Debt	0.4
IIM US	0.3	Other Debt	2.5
CL/other	0.6		
	13.3		13.3

Asia***

Japan	2.0	Equity	6.1
Korea	2.7		
HK / Thailand	0.9		
JV's	0.3		
IIM Asia	0.2		
	6.1		6.1

- Sale/IPO of Insurance with EUR 27 bln of equity should be more than sufficient to eliminate EUR 7 bln Core Debt at Group level, but time is necessary to execute with care
- First step is to ensure strong stand-alone balance sheets for the US and Europe as we prepare for base case of IPOs

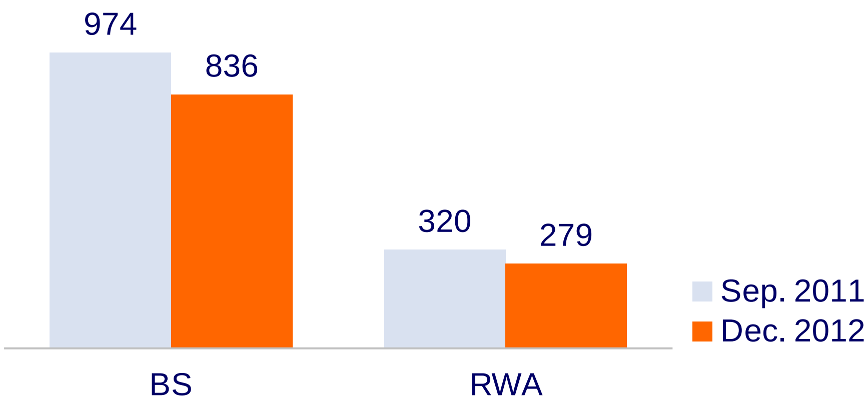
* Includes Sul America (EUR 0.4 bln) and ING Re related to Japanese SPVA guarantees (EUR 1.0 bln)
** Excludes EUR 2.5 bln of Other Debt in the US
*** Pro-forma

ING Bank is already meeting most Basel III requirements

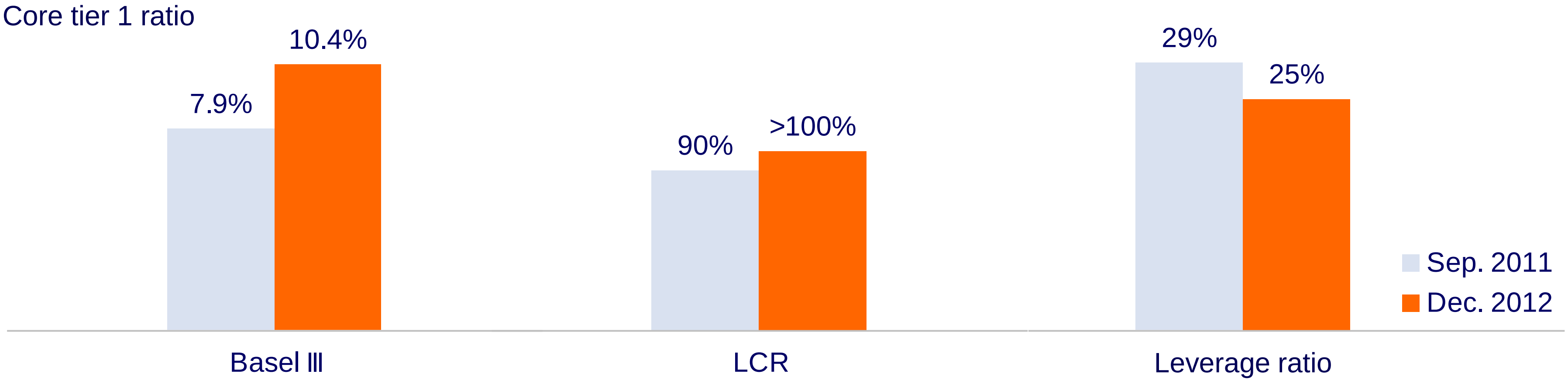
Priorities for 2012-2013 set at the IR Day in January 2012

- ✓ Accelerate transition to Basel III
- ✓ Limit balance sheet and RWA growth
- ✓ Execute balance sheet optimisation
- ✓ Further simplify the business portfolio
- ✓ Prudent approach to capital and funding given unstable market conditions

Balance sheet and RWA reduced strongly (in EUR bln)

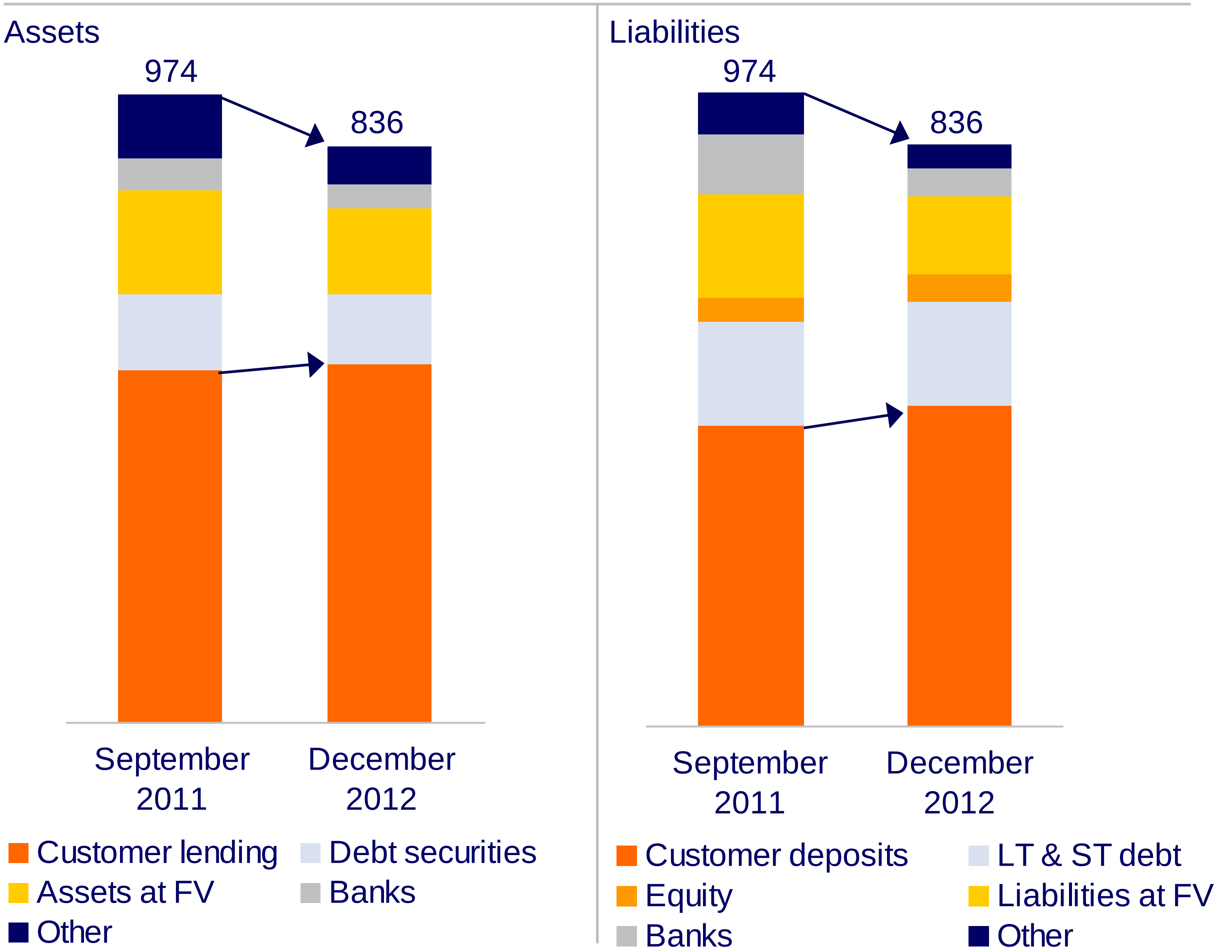


Basel III ratios met



ING Bank's balance sheet optimisation is on track

ING Bank (in EUR bln)*

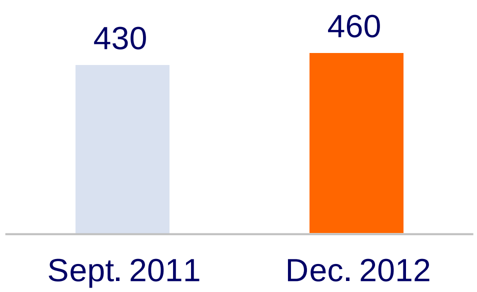


- The total balance sheet was reduced by EUR 137 bln since September 2011, of which EUR 85 bln was related to the sale of ING Direct USA and Canada
- Customer deposits increased by EUR 30 bln
- Customer lending continued to increase, primarily in Retail Banking
- Short-term professional funding reduced by EUR 62 bln, while increasing long-term debt
- The debt securities portfolio has been reduced by EUR 9 bln since September 2011
- Financial assets at fair value were reduced by EUR 24 bln to allow growth in customer lending. December 2012 was seasonally low towards year-end 2012

* Sep 2011: Pro-forma (adjusted for transfer ING Direct Canada/UK to assets/liabilities held for sale)

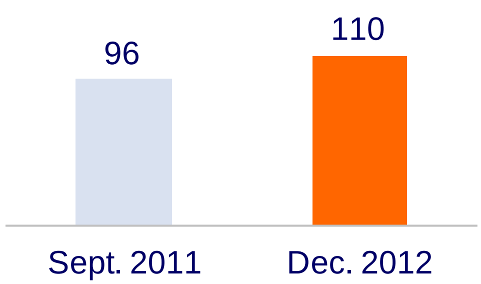
Short-term funding reduced while growing deposits

Strong customer deposit growth



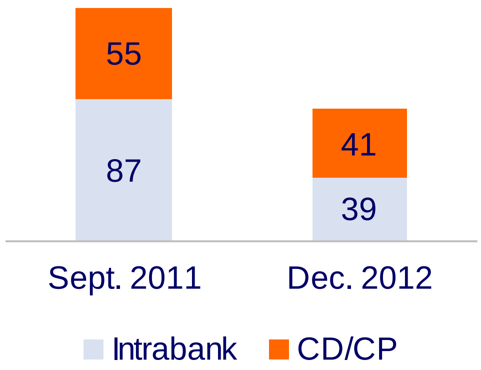
- ING continued to grow its deposit base, primarily driven by Retail Banking units
- ING will continuously focus on increasing market share in corporate and mid-corporate deposits by investing to improve its Payments & Cash Management offering

Long-term funding increased



- Long-term funding has increased by EUR 14 bln benefitting from the strong credit profile of ING Bank
- In 2012, ING Bank issued EUR 33 bln of debt with a tenor of more than a year compared with EUR18 bln of long-term debt maturing in the whole of 2012

Short-term professional funding reduced



- Short-term professional funding has been actively reduced by EUR 62 bln since September 2011
- Bank deposits taken were replaced by savings and long-term debt issuance
- CD/CP was lowered in all currencies while tenors have been lengthened

Sep 2011: Pro-forma

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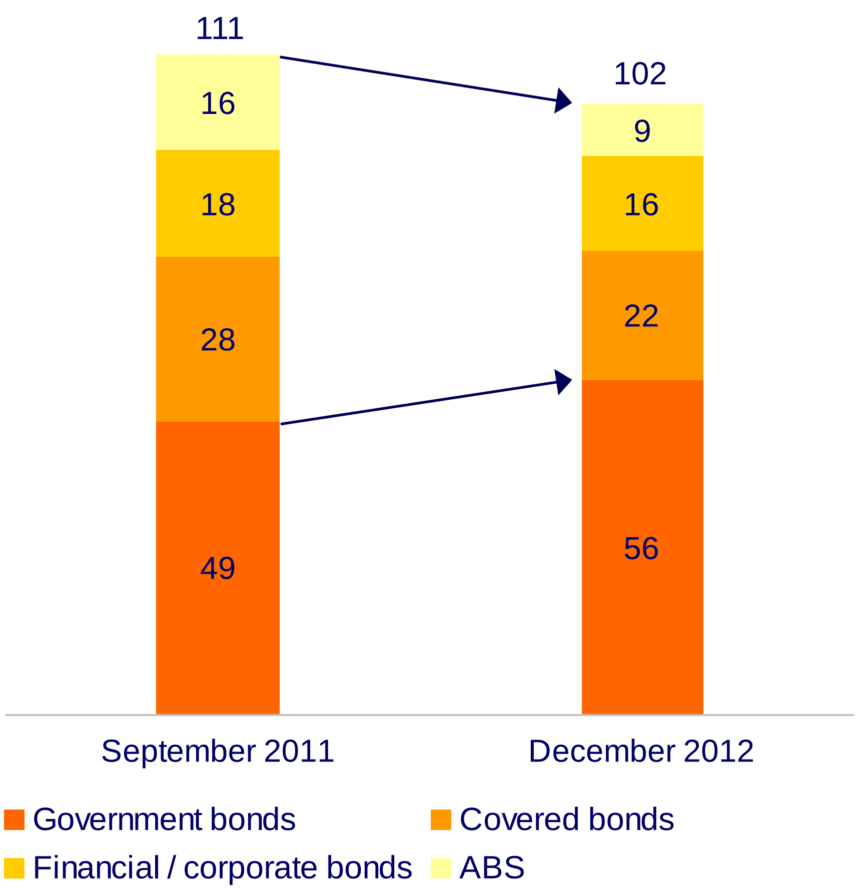
Quality of debt securities portfolio improved significantly

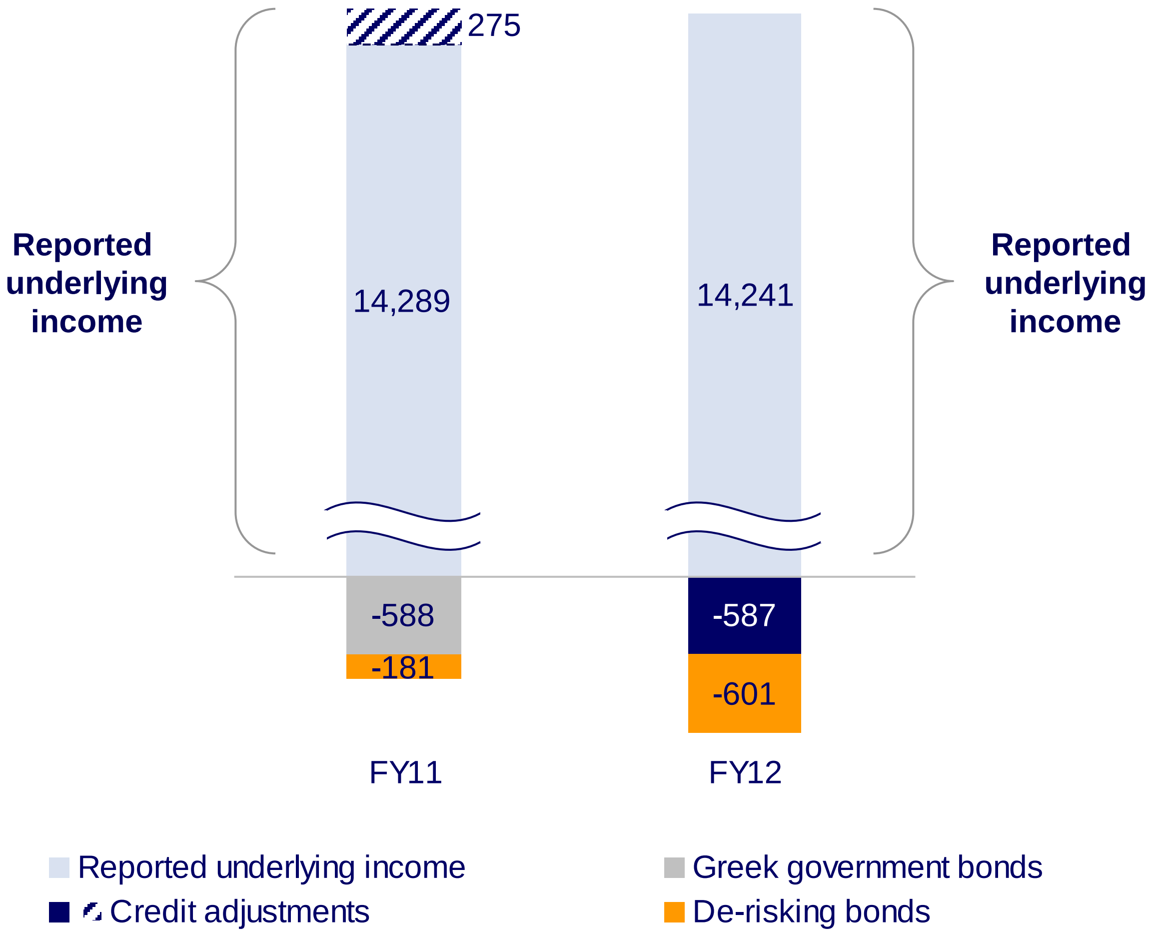
ING Bank: Debt securities portfolio (in EUR bln)



- ING Bank has been transforming the debt securities portfolio into a liquidity book as part of the overall strategy to optimise the balance sheet
- In 2012, ING Bank sold EUR 6 bln of debt securities as part of the planned de-risking program, resulting in a pre-tax loss of EUR 0.6 bln and reducing RWA by EUR 7 bln
- These sales were concentrated in ABS, while purchases were core-European government bonds and AAA covered bonds
- In addition, ING Bank sold EUR 3.5 bln of bonds to facilitate the sale of ING Direct UK
- The quality of the fixed income portfolio improved substantially: a positive revaluation reserve of EUR 1.3 bln after tax at 31 December 2012
- The portfolio is now more liquid and Basel III compliant
- ING Bank has completed the planned de-risking of its investment portfolio, however we will continue to actively manage the portfolio and take selective action where desired

ING Bank income in 2012 was negatively impacted by EUR 1.2 bln of de-risking losses and credit adjustments

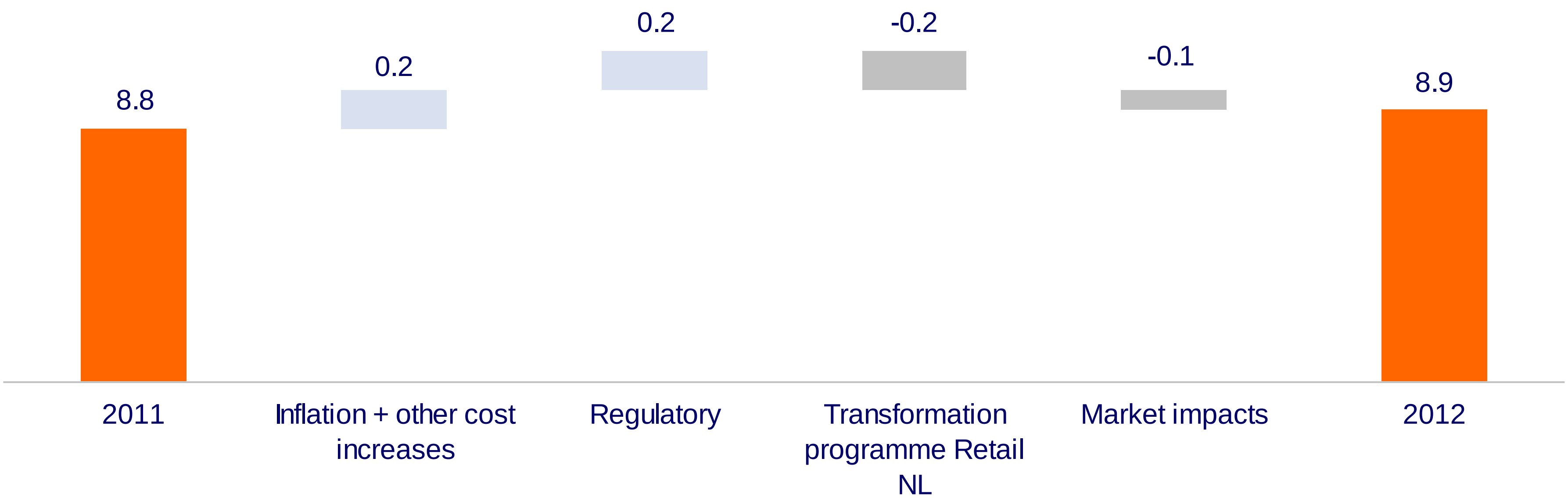
Underlying income impacted by volatile items (in EUR mln)



- 2012 income included EUR 601 mln in losses from de-risking of the bond portfolio. This planned programme has been completed
- Credit adjustments moved from a positive EUR 275 mln to a negative EUR 587 mln as credit spreads narrowed
  - EUR -457 mln Commercial Banking
  - EUR -131 mln Corporate Line
- Underlying income, adjusted for impairments on Greek government bonds, de-risking losses and credit adjustments, increased by 4.4%

ING Bank offset most of the pressure on expenses in 2012

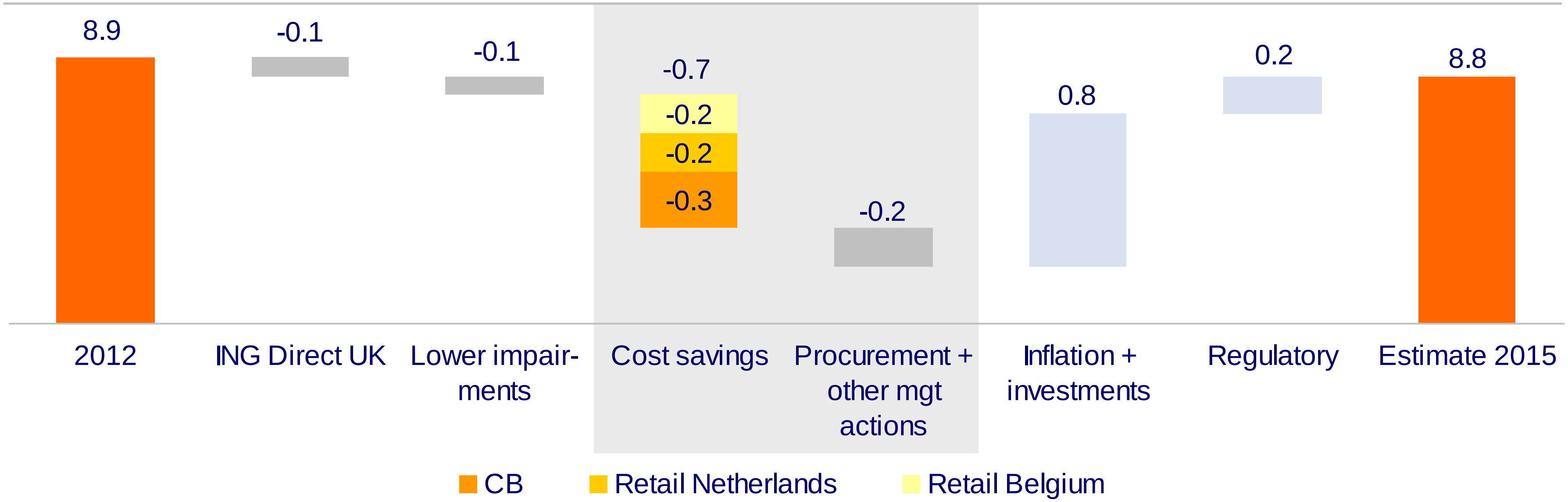
Underlying operating expenses (in EUR bln)



- Operating expenses increased modestly by EUR 0.1 bln, or 0.9% in FY12, despite EUR 0.4 bln of regulatory and inflationary pressure
- Regulatory costs of EUR 0.2 bln, including the Dutch bank tax of EUR 175 mln, were largely offset by the impact from the transformation programme in the Netherlands announced in November 2011
- Market impacts were lower compared with 2011 reflecting lower impairments on Real Estate Development projects

And we will continue to do so

Underlying operating expenses (in EUR bln)

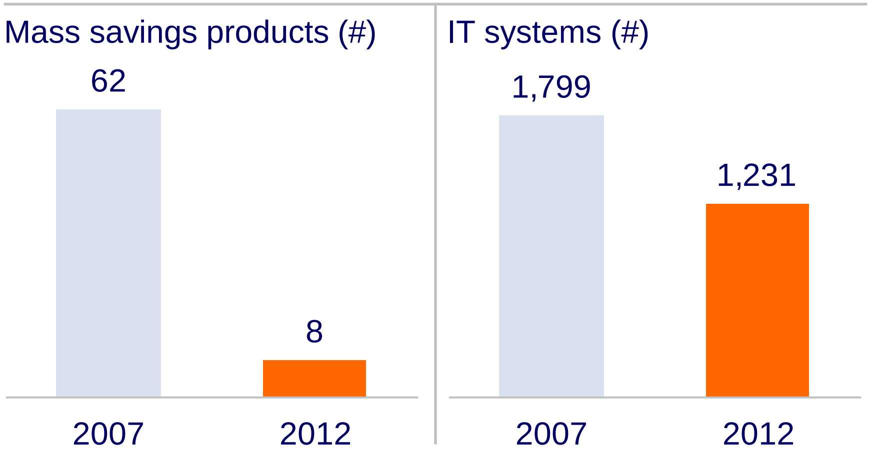


- Between now and 2015, we continue to offset the impact from normal inflation and regulatory costs by structural cost savings of EUR 0.9 bln
- In Retail Banking Benelux, our push towards operational excellence and mobile banking will result in EUR 0.4 bln of additional cost savings per annum by 2015
- The previously announced Commercial Banking review is expected to result in EUR 0.3 bln of annual cost savings by 2015
- Procurement initiatives and other management actions are expected to save EUR 0.2 bln per year by 2015
- As a consequence of the nationalisation of SNS, ING will be required to pay a one-time levy to the Dutch state of EUR 300-350 mln in 2014

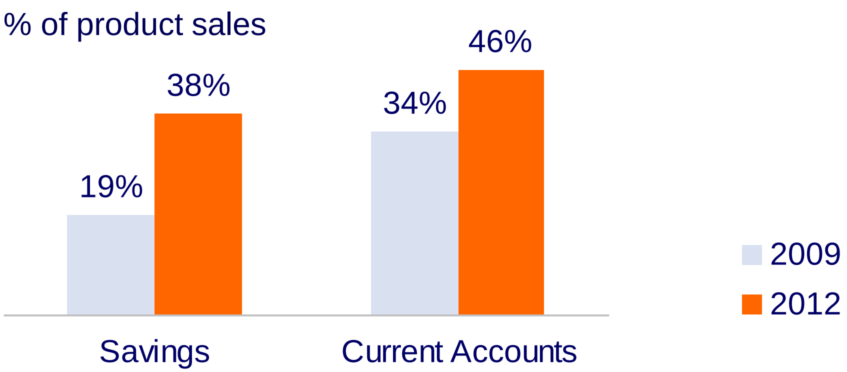
Retail Benelux is adapting to customer preferences, and investing in operational excellence ….

- New technologies have been embraced faster than anticipated
- In the Netherlands, internet is the leading channel with 60% of sales and mobile traffic increased from 9 mln to 25 mln visits per month in just one year
- IT systems in the Netherlands are phased out as processes are optimised
  - 568 applications out of 1,800 have already been de-commissioned since 2007
  - Total IT applications will be reduced by 50% by year-end 2013
- Product offering being simplified

Netherlands: Simplifying products and systems



Belgium: Greater use of digital services



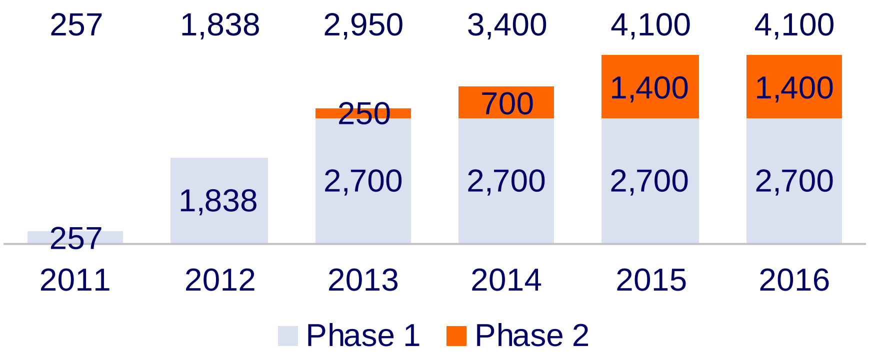
Netherlands: Customer preferences are changing

...resulting in further cost savings in the Netherlands

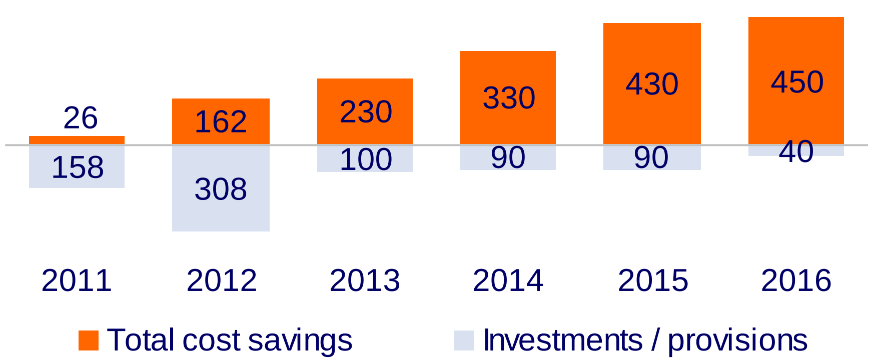
- In November 2011, we announced measures to decrease overhead and improve efficiency resulting in EUR 330 mln of structural cost savings. To date EUR 162 mln has already been realised
- A second phase of optimisation has begun through additional streamlining of IT, integration of mobile banking offerings as well as responding to lower volumes in certain products
- The second phase will add another EUR 100 mln structural cost savings from 2015 (EUR 120 mln from 2016) through a reduction of 1,400 FTEs
- EUR 100 mln of additional IT-investments in the coming three years to support these initiatives
- Combined further cost savings estimated at EUR 430 mln by 2015

Strong reduction in operating expenses (in EUR mln)

FTE reductions



Cumulative cost savings (in EUR mln)



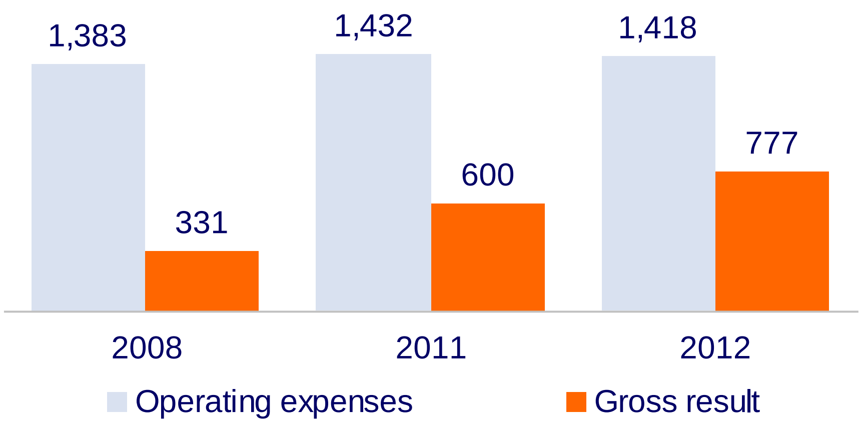
...and EUR 150 mln of cost savings in Belgium

- ING Bank Belgium is accelerating strategic projects further aligning its products and services with the new mobile banking environment
- New technologies have been embraced faster than anticipated
- Employment to be reduced by 1,000 FTEs by the end of 2015, through natural attrition
- Leading to EUR 150 mln in cost savings by 2015

Structural cost savings of EUR 150 mln by 2015

		2013	2014	2015
P&L impact	FTE	300	700	1,000
	Cost savings	35	90	150

Gross result up while keeping operating expenses stable*
(in EUR mln)



As client balances continued to increase*
(in EUR bln)

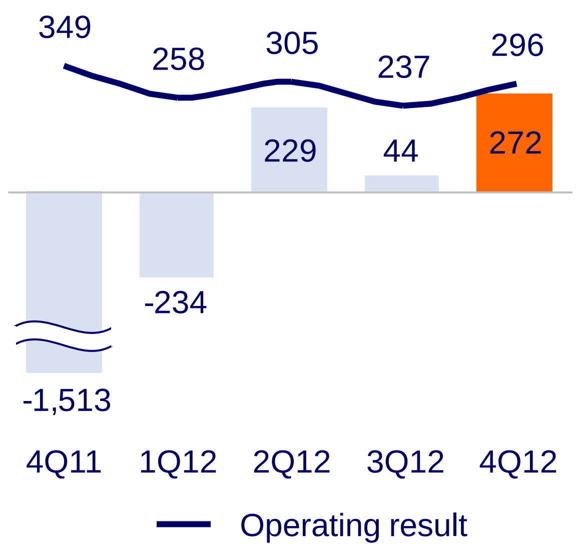
* Retail Belgium

Fourth quarter 2012 results

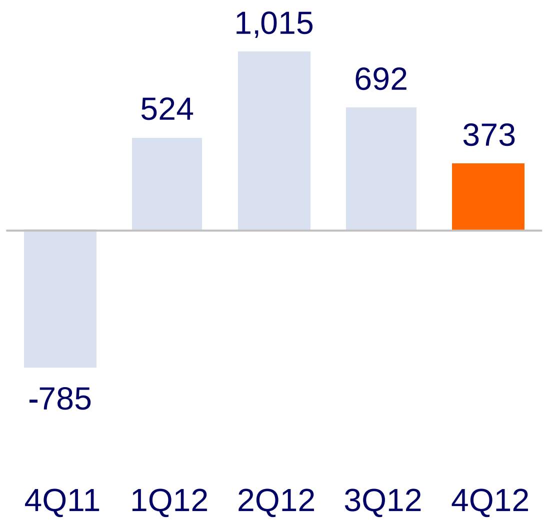
Fourth quarter results impacted by incidental items

Bank underlying pre-tax result
(in EUR mln)

Insurance underlying pre-tax result
(in EUR mln)



ING Group underlying net result
(in EUR mln)



- ING Bank recorded a fourth-quarter underlying result before tax of EUR 184 mln, including EUR 175 mln for the Dutch bank tax, EUR 188 mln of negative credit adjustments, and EUR 126 mln in losses from de-risking of mainly southern European debt securities.
- The 4Q12 operating result of Insurance increased 24.9% to EUR 296 mln compared with EUR 237 mln in the third quarter of 2012, supported by a higher investment margin

ING Bank

Bank adjusted gross result down 2.2% year-on-year

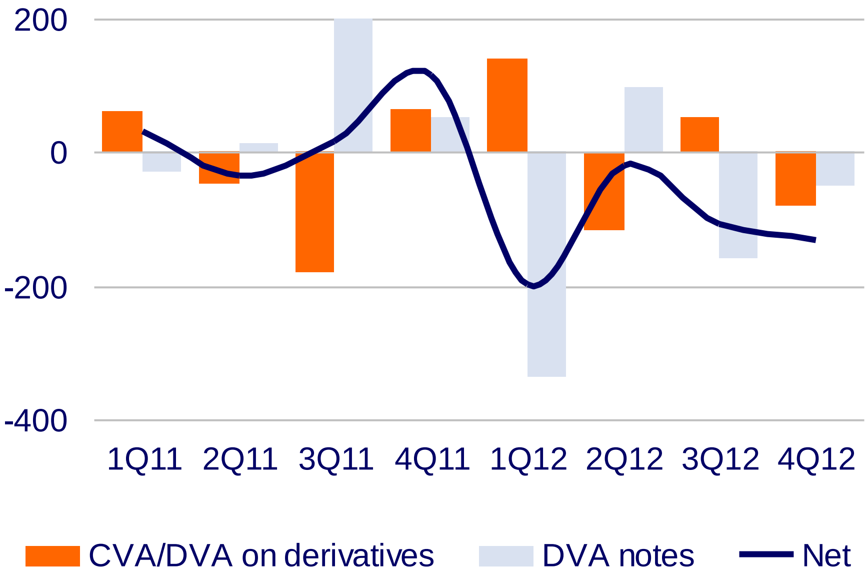
Gross result (in EUR mln)

	4Q2012	4Q2011	% Change	3Q2012	% Change
Reported gross result	772	1,109	-30.4%	1,537	-49.8%
Impairments					
Impairments on Greek government bonds	0	-133		0	
Other impairments on debt / equity securities	-7	-32		-10	
RED development projects	-15	-55		-37	
De-risking					
Realised losses on de-risking bonds investments	-126	-79		-258	
Realised losses on de-risking RE investments	-25	-30		0	
Other					
Dutch bank tax	-175	0		0	
Credit Adjustments Commercial Banking	-131	116		-107	
Credit Adjustments Corporate Line	-56	4		-66	
Gain on sale equity stake in Capital One	0	0		323	
Other market impacts	32	15		63	
Adjusted gross result	1,275	1,304	-2.2%	1,631	-21.8%

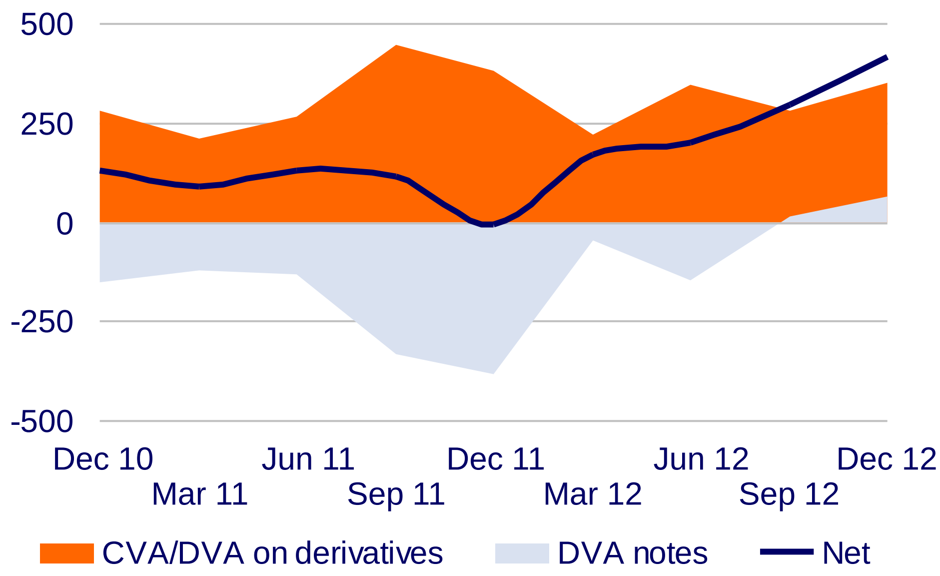
- Adjusted income increased 1.0% year-on-year and decreased 8.2% quarter-on-quarter
- Adjusted expenses increased 2.9% year-on-year and were up 2.1% quarter-on-quarter

Credit adjustments at Commercial Banking had net negative impact of EUR - 131 mln in 4Q12

P/L impact credit adjustments* (in EUR mln)



Cumulative CVA/DVA (in EUR mln)

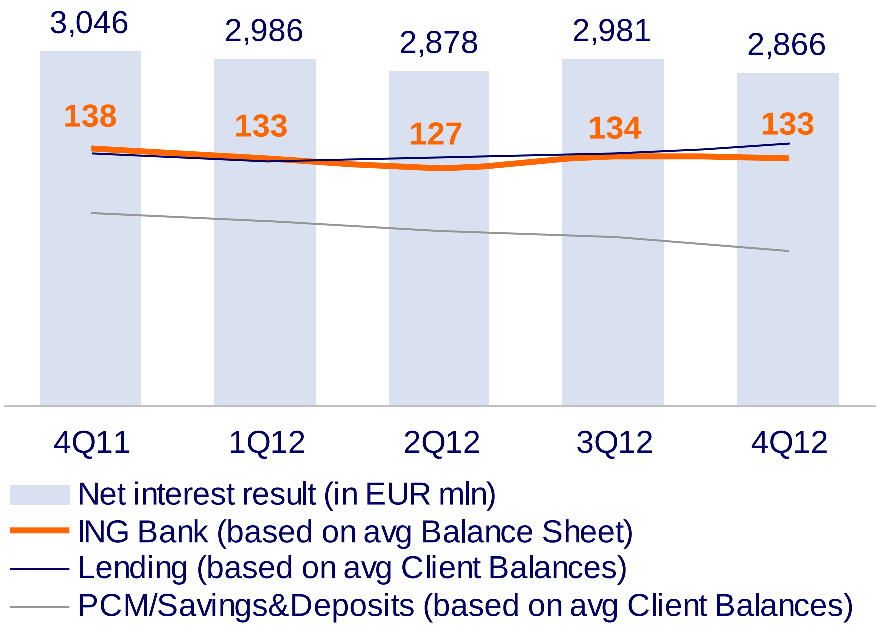


- The tightening of spreads on ING's own structured notes led to a DVA loss of EUR -50 mln and loss on credit revaluations on derivatives of EUR -81 mln
- Under normal circumstances, CVA and DVA move in opposite directions and loosely offset each other
- Credit adjustments are changes in the valuation, but not a realised loss/gain unless a real credit event occurs

* Credit adjustments Commercial Banking refer to net Credit Valuation Adjustments (CVA) and Debt Valuation Adjustments (DVA)

Net interest margin held up well at 133 bps

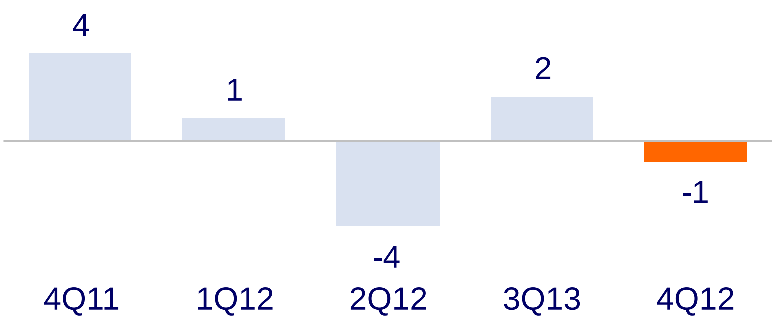
Underlying interest margin by quarter (in bps)



- Decline in net interest result versus 3Q12 driven by Financial Markets and Bank Treasury
- Lending margin up despite higher funding costs
- Savings margins declined slightly due to lower re-investment return and de-risking

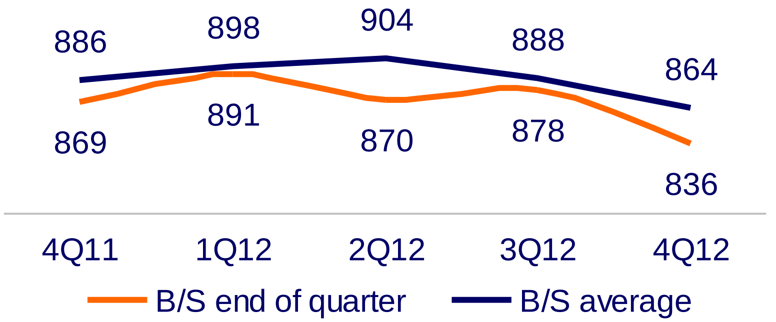
FM contribution to NIM can be volatile

Financial markets impact on NIM Q-on-Q (in bps)



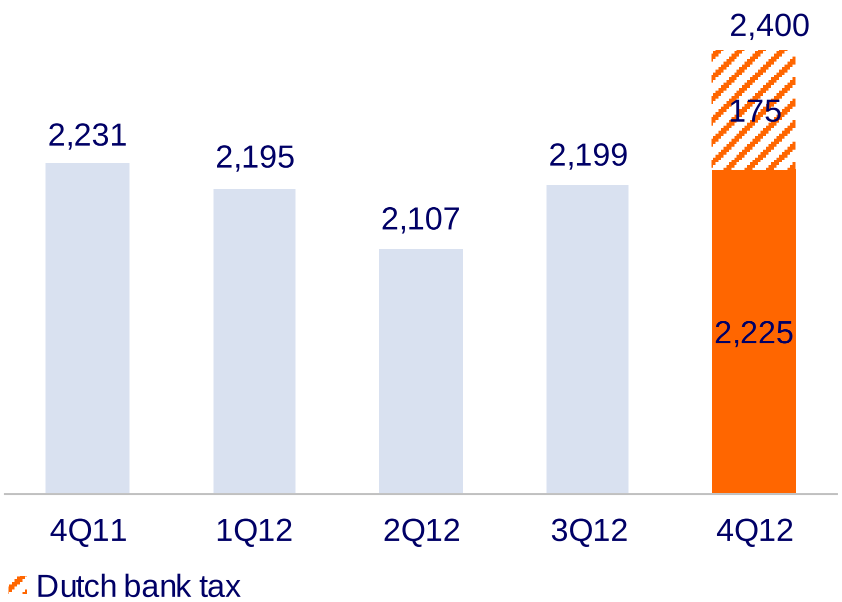
NIM supported by lower average B/S in Q412

Bank Balance Sheet (in EUR bln)

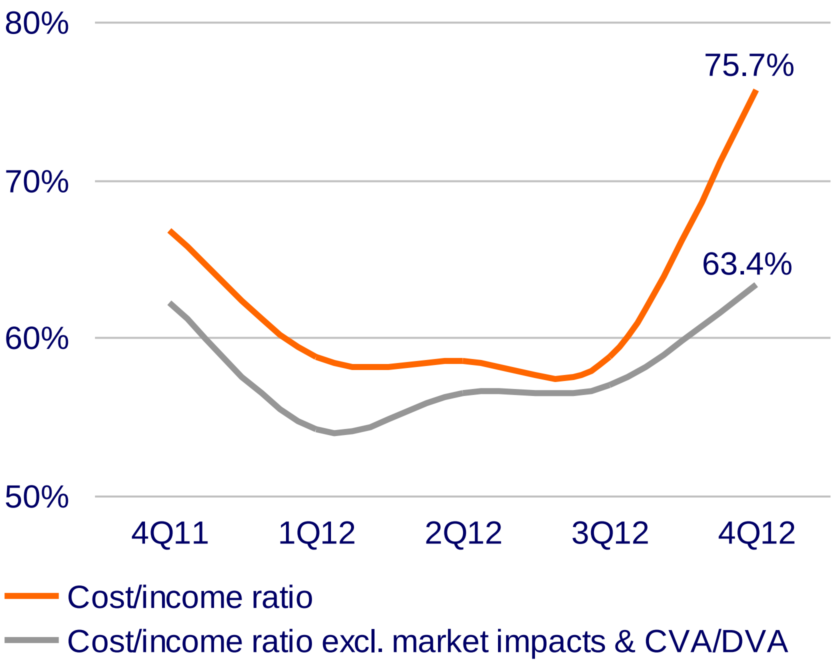


Operating expenses, excluding bank tax, flat y-o-y

Operating expenses (in EUR mln)



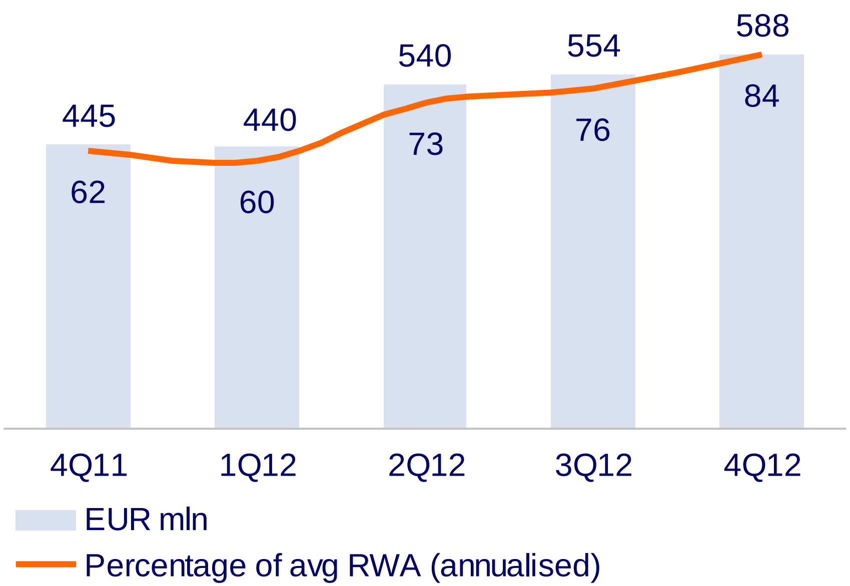
Underlying cost/income ratio (in %)



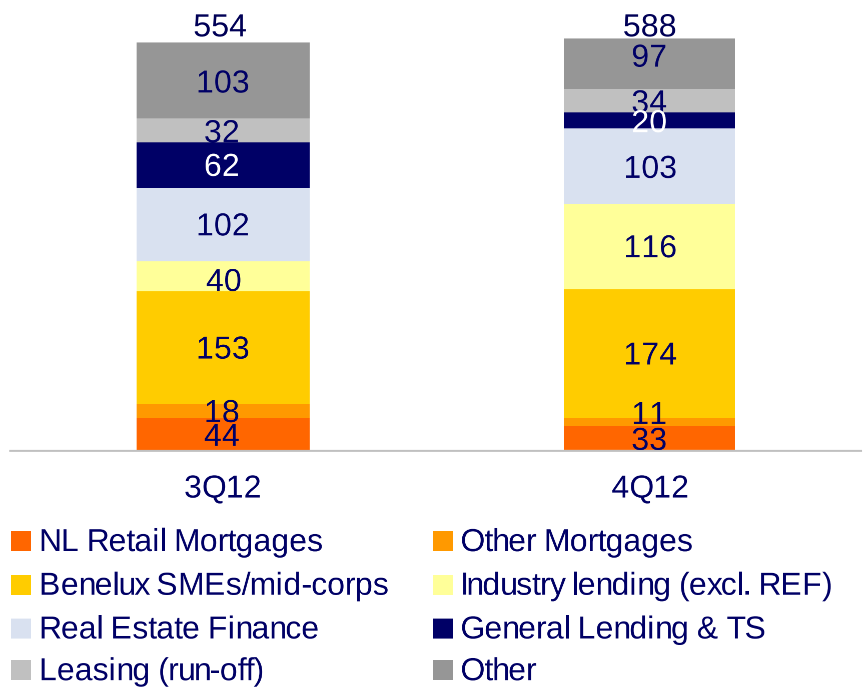
- Operating expenses negatively impacted by Dutch bank tax of EUR 175 mln
- Operating expenses, excluding bank tax, down 0.3% year-on-year and up 1.2% quarter-on-quarter, mainly due to marketing expenditures
- Cost/income ratio was 75.7%, or 63.4% excluding market impacts, Dutch bank tax and credit adjustments

Risk costs increased as economy weakened

Underlying additions to loan loss provisions
(in EUR mln and bps of avg RWA)



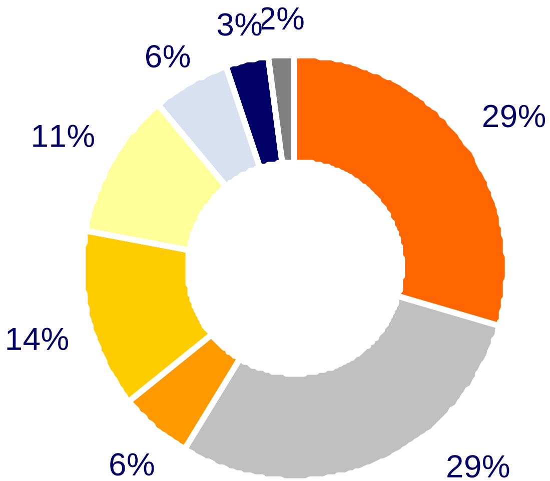
Underlying additions to loan loss provisions
(in EUR mln)



- Increase in risk costs versus 3Q12 driven by Industry Lending
- Risk costs at Industry Lending rose by EUR 77 mln from 3Q12, mainly at Structured Finance, where provisions were concentrated in the relatively small Acquisition Finance portfolio
- ING expects risk costs to remain elevated amid weak economic climate

NPL ratio increased slightly to 2.5%

ING Bank's loan book (in %)



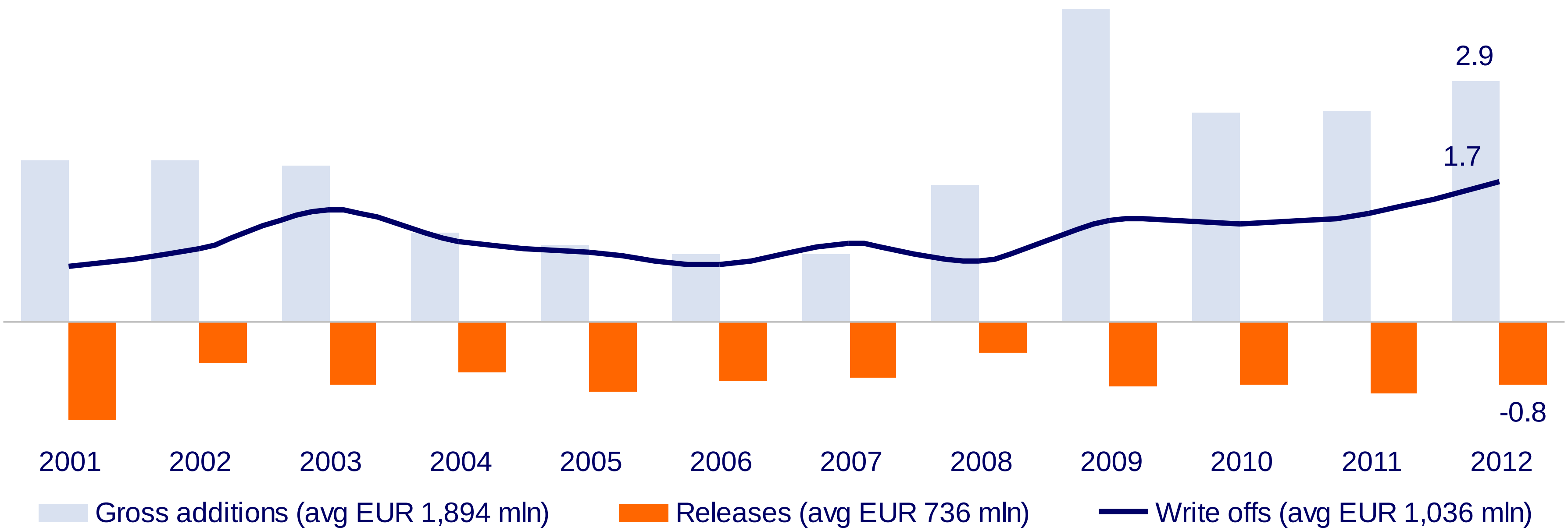
NPL ratio (in %)

	3Q12	4Q12
Residential mortgages		
- Netherlands	1.3	1.4
- Other	0.9	1.0
Commercial lending		
- Corporate loans	3.9	3.5
- Mid-corps/SMEs	4.6	5.4
- Structured Finance	2.4	2.5
- RE Finance	8.0	7.6
- Leasing	7.8	8.4
- Other	0.8	0.7
Total / average	2.3	2.5

- The NPL ratios in Mid-corps/SMEs, Real Estate Finance and Leasing remained relatively high in the fourth quarter
- NPL ratio for Dutch mortgages increased slightly to 1.4%

Loan book is well collateralised and provisions have historically exceeded write-offs

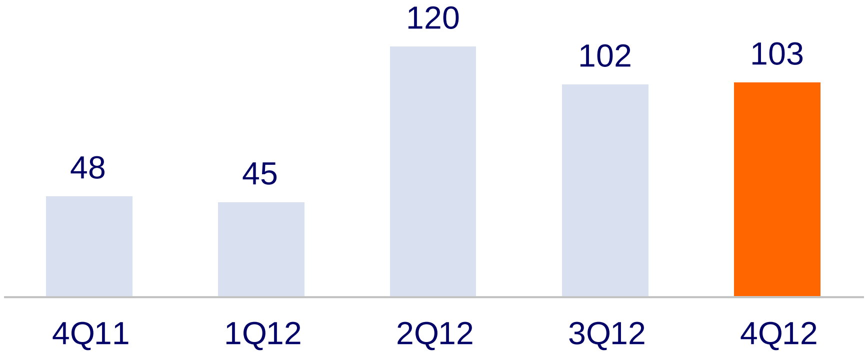
Provisions have structurally outweighed write-offs (in EUR bln)



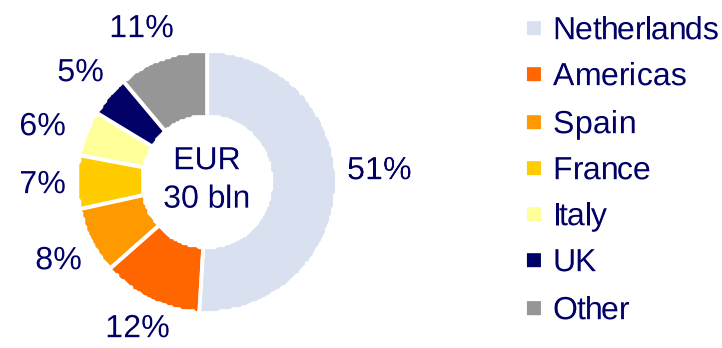
- Provisions and write-offs have increased, reflecting the recessionary environment
- Historical trend demonstrates prudent provisioning: average annual releases of 40% versus write-offs of 60%
- ING's coverage ratio, defined as the stock of provisions divided by the NPLs, was 37% at 4Q12
- ING's loan book is well collateralised: approximately 80% of the portfolio consists of asset-based lending such as mortgages, Real Estate Finance, Leasing and Structured Finance

Risk costs of Real Estate Finance remain elevated

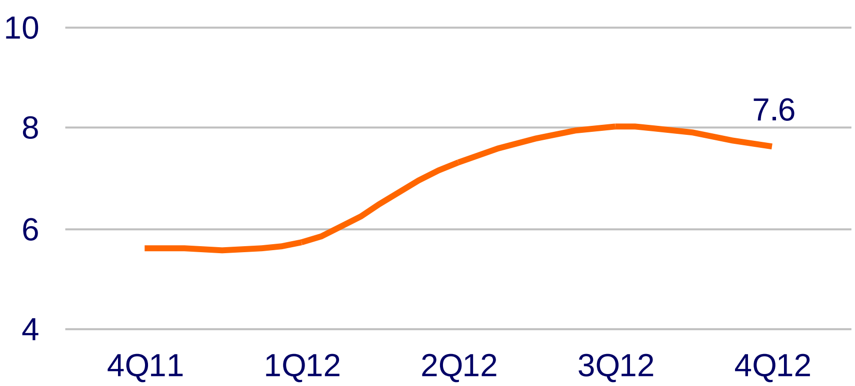
Risk costs (in EUR mln)



Real Estate Finance portfolio by country of residence (Dec 12)



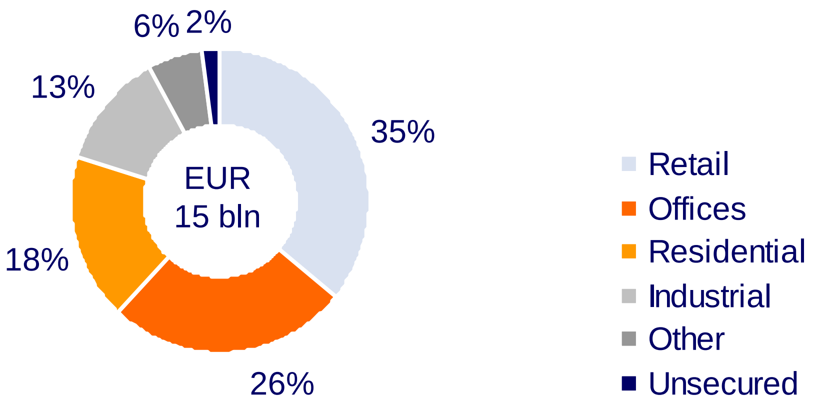
Non-performing loans ratio (in %)



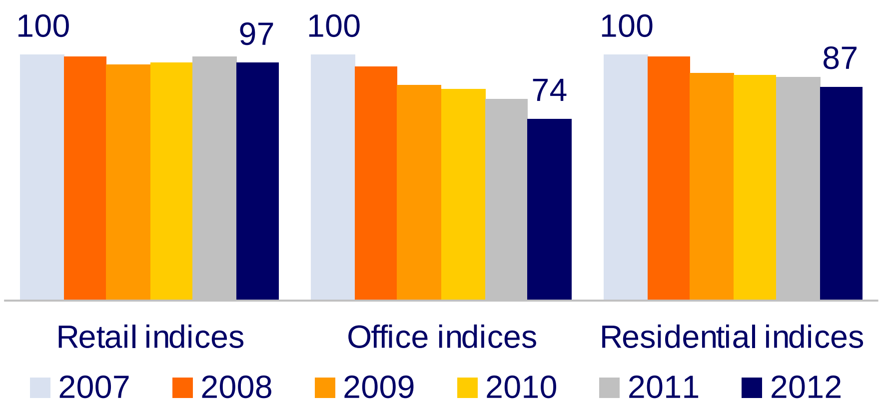
- Risk costs Real Estate Finance remained stable versus 3Q12 and were concentrated in the Netherlands and Spain
- NPL ratio declined slightly to 7.6%, down from 8.0%
- The NPL ratio in Spain remained high at 19%, but risk costs on this portfolio declined to EUR 30 mln. Provisioning is fully aligned with Bank of Spain requirements for local banks
- Construction is less than 1% of total REF portfolio
- Risk costs in REF are expected to remain elevated given deteriorating European commercial real estate markets

Dutch REF portfolio is well diversified

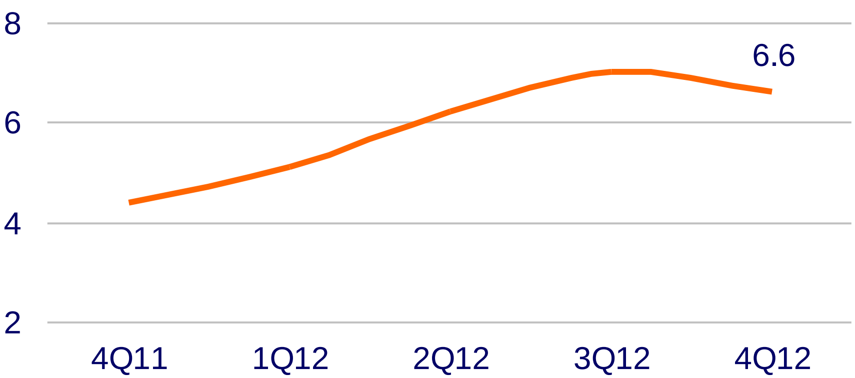
REF NL Lending Assets by sector (31 Dec 12)



Price development NL (ROZ/IPD indices, %)



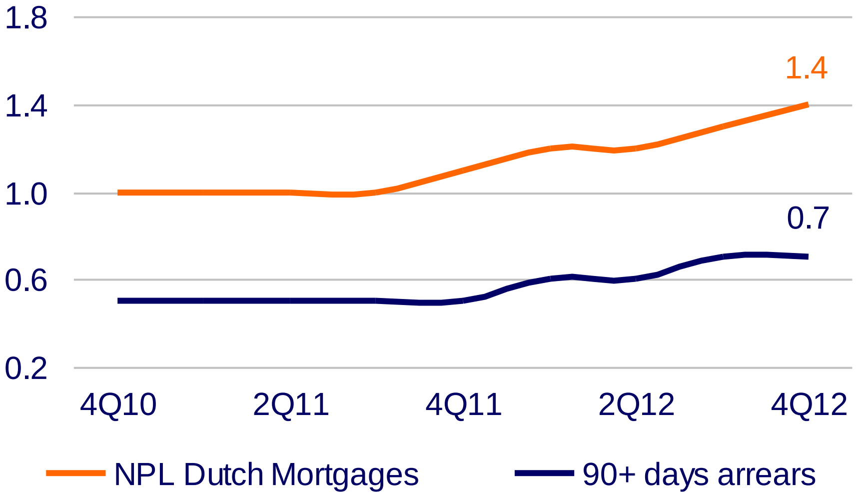
Non-performing loans ratio REF NL (in %)



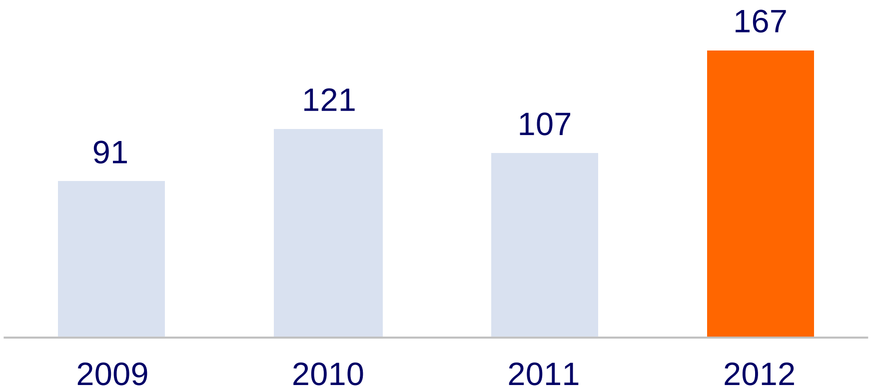
- The REF portfolio in the Netherlands is well diversified
- REF primarily finances prime real estate properties with diversified rent rolls and quality tenants
- Construction is only 1.5% of Dutch REF portfolio and pre-sold/pre-rented for 70%. No NPLs on this portfolio
- Average LTV of Dutch REF portfolio is 73%
- Back test of sales prices realised by clients selling properties since 2010 shows the sales price to be on average above or in line with REF appraisals

NPL ratio on Dutch mortgages increased slightly to 1.4%

Non-performing loans ratio (in %)



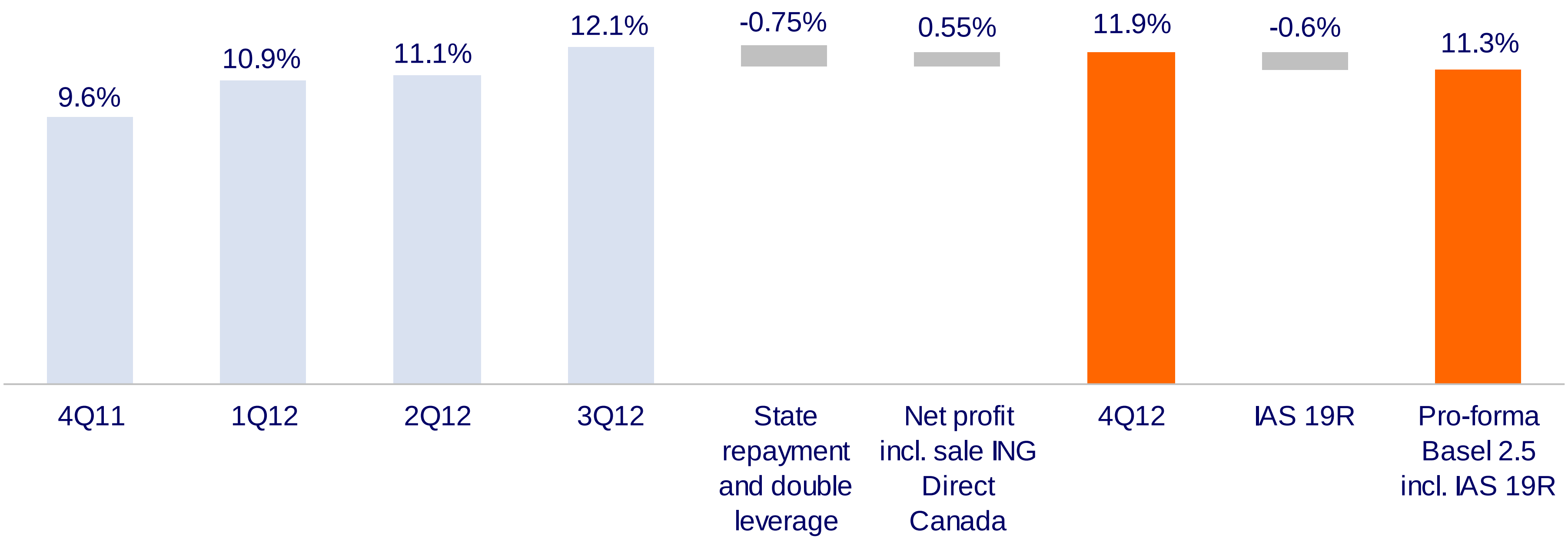
Risk costs (in EUR mln)



- Risk costs declined to EUR 33 mln in 4Q12, from EUR 44 mln in both 4Q11 and 3Q12
- On a full year basis, risk costs are up by EUR 60 mln in 2012 versus 2011, mainly due to lower house prices
- The NPL ratio increased slightly to 1.4%. At ING, the customer is classified as non-performing if 90 days in arrears, and only returns to performing after complete repayment of the total overdue
- The percentage of just 90+ arrears remained low at 0.7%
- The relatively low NPL ratio is due to relatively low unemployment in the Netherlands, which is among the lowest in Europe
- Risk costs are expected to remain elevated, driven by further house price declines in 2013 and higher unemployment

Core Tier 1 ratio of 11.9% after state repayment

ING Bank core Tier 1 ratio (in %)



- IAS 19R on pensions came into effect on 1 January 2013 requiring immediate recognition of actuarial gains and losses through equity
- Based on 31 December figures, this would have an impact of -60 bps on the Bank's core Tier 1 ratio
- This deduction was already included in the fully loaded Basel III pension impact

Pro-forma Basel III core Tier 1 ratio 10.4%

Impact Basel III (including IAS 19R) 4Q2012 (pro-forma) (In EUR bln)

	Core Tier 1 capital	RWAs	CT1 ratio
31 Dec 2012 (including IAS 19R)	31.5	278.7	11.3%
Impact Basel III RWAs		+26.5	
Deduct minorities	-0.5		
Basel III impact upon implementation date	31.0	305.2	10.2%
Revaluation reserve debt securities*	+1.3		
Revaluation reserve equity securities	+1.4		
Revaluation reserve real estate own use	+0.3		
Defined benefit pension fund assets	-0.6		
Intangibles	-0.5		
DTA	-0.8		
Other	-0.4		
Pro-forma core Tier 1 ratio (fully loaded)	31.7	305.2	10.4%
Management actions		-7.0	+20 bps

* Dutch regulator plans to phase out the non-exclusion of this revaluation reserve over 2014-2018

Basel III core Tier 1 ratio

- Timing of CRD IV implementation and final form are uncertain
- Estimated RWA impact has been reduced, reflecting increased use of central counterparty clearing
- As a result of these changes, the impact of Basel III is estimated at -110 bps on introduction and +20 bps phased in effect
- Management actions were expected to reduce RWAs by at least EUR 18 bln, of which EUR 11 bln has been achieved so far

ING Insurance

Insurance results up both y-o-y and sequentially

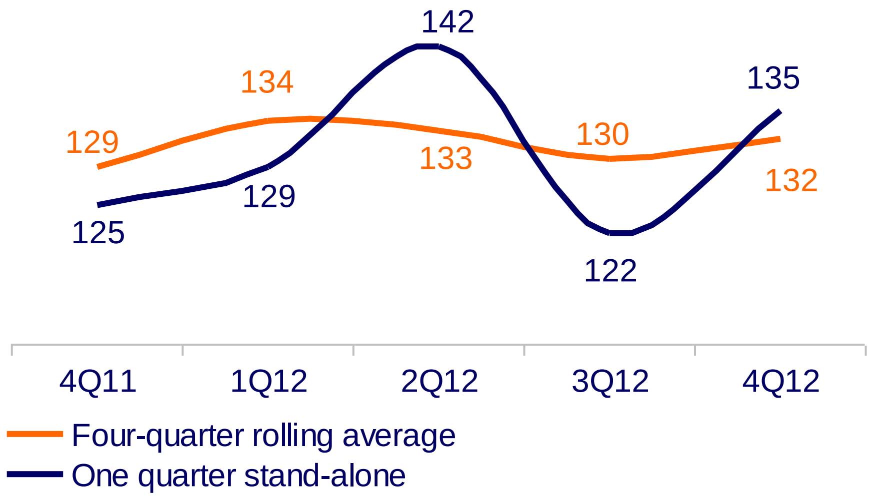
Insurance result (in EUR mln)

- Operating results from Insurance improved from the third quarter, supported by a higher investment margin
- Underlying results improved sharply from 4Q11, which included a charge for assumption changes in the US VA, and from 3Q12, driven by gains on hedges as US VA maintained its focus on protecting regulatory capital

Investment margin improved significantly

Investment Margin (in EUR mln)

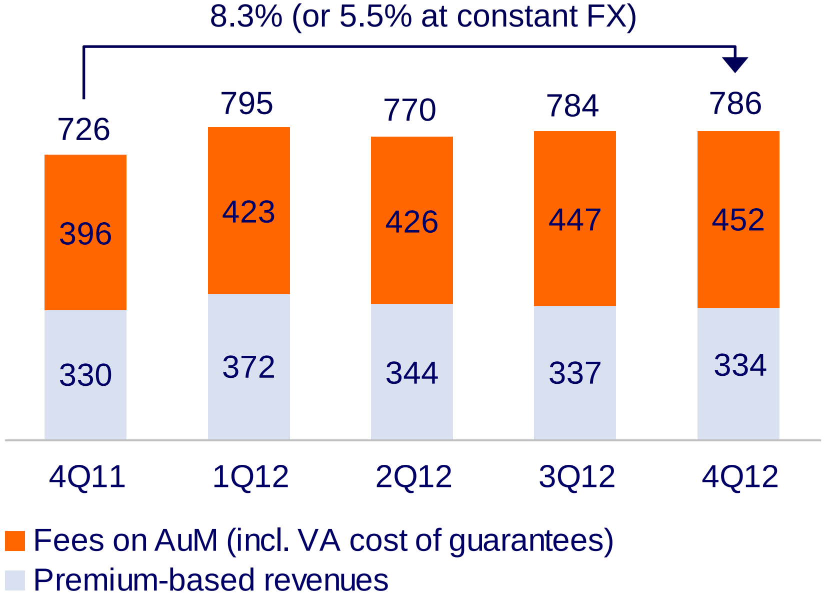
Investment spread (in bps) Life GA



- The investment margin rose 8.2% from a year ago and 9.0% from the third quarter to EUR 447 mln, reflecting a release of EUR 51 mln from the provision for profit sharing in the Netherlands as well as growth in the general account invested assets in the US Retirement business
- The four-quarter rolling average investment spread strengthened to 132 basis points as the higher average investment margin outweighed the average growth in Life general account invested assets

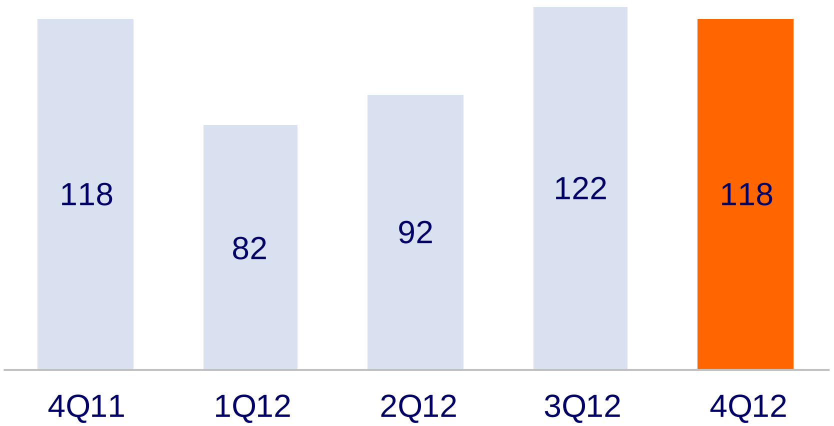
Fees & premium-based revenues up on both quarters

Fees and premium-based revenues (in EUR mln)



- Fees and premium-based revenues totalled EUR 786 mln, up 5.5% excluding currency effects compared with 4Q11 and up 2.3% from the 3Q12
- The increase versus 4Q11 was driven by the US, mainly as a result of the improvement in equity markets, higher inflows in the Retirement business, and higher fees in IM

Technical margin (in EUR mln)

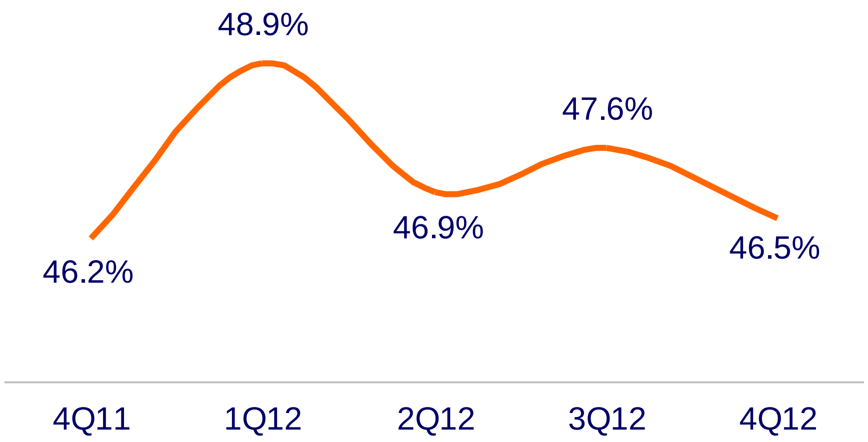


- Technical margin stable versus 4Q11, as decline in Benelux was offset by improvement in the US
- Results declined slightly from 3Q12, reflecting lower mortality results in the Benelux in 4Q12 and non-recurring reserve releases in the US Closed Block VA in 3Q12

Administrative expenses remained under control

Life & IM administrative expenses (in EUR mln)

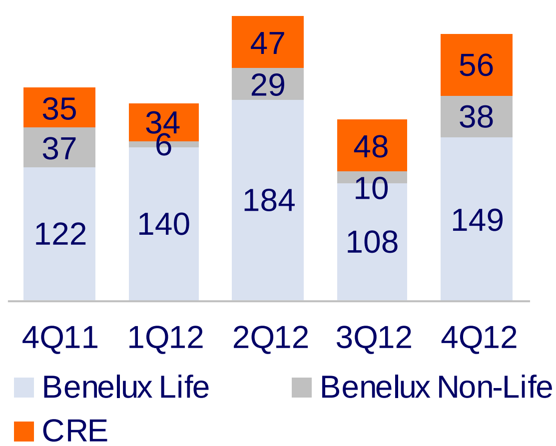
Life & IM administrative expenses/operating income ratio (%)



- Life & Investment Management administrative expenses rose 5.5% year-on-year, excluding currency effects, primarily due to a EUR 45 mln non-recurring reduction in pension plan liabilities in the US in 4Q11. Expenses were lower in the Benelux and Central and Rest of Europe
- Compared with the third quarter, administrative expenses were up 2.4%, driven by higher staff expenses in ING Investment Management, and restructuring costs

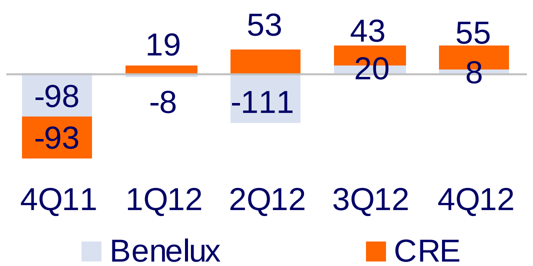
Europe posted improved results, driven by a higher investment margin and lower expenses

Operating result (in EUR mln)



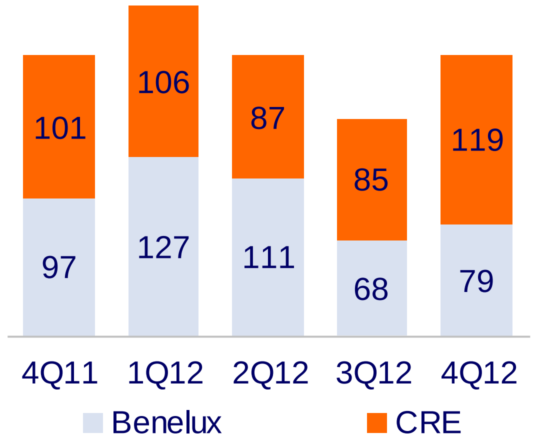
- Benelux Life operating result up, driven by higher investment margin and lower expenses
- A release from the provision for profit sharing in the Netherlands helped offset the impact from de-risking and low interest rates

Underlying result (in EUR mln)



- The underlying result in the Benelux continued to be impacted by negative non-operating items, which reflect the volatile markets, de-risking measures and hedging to protect regulatory capital

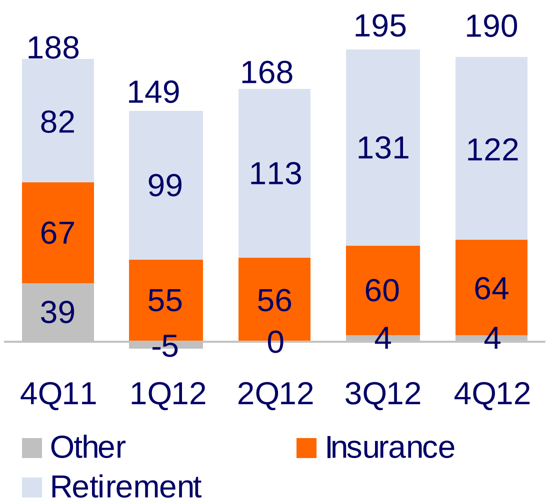
Sales (APE, in EUR mln)



- CRE sales up versus 4Q11 and 3Q12, driven by higher pension sales
- Sales in the Benelux down versus 4Q11 due to decline in Individual Life

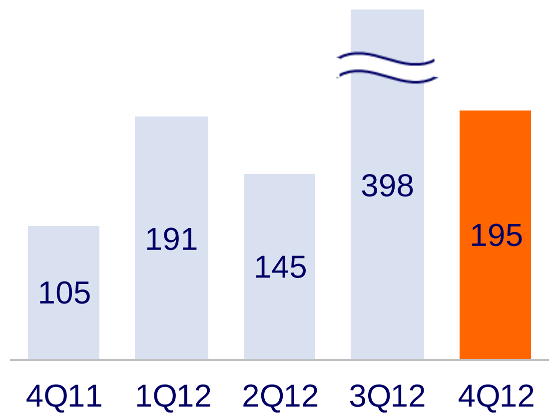
Insurance US continued to show strong results

Operating result (in EUR mln)



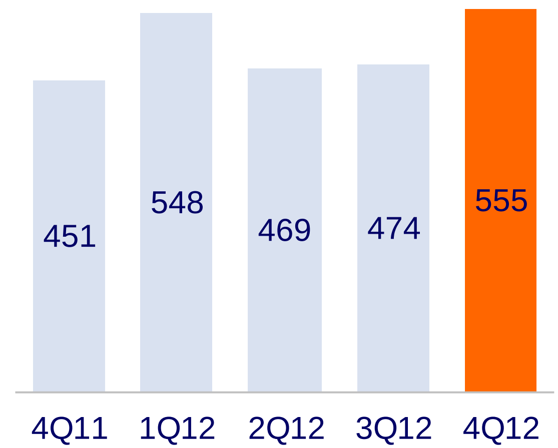
- Operating result down 2.1% at constant currencies versus 4Q11, which benefited from a EUR 34 mln one-off reduction in pension plan liabilities
- Excluding that release, result was up 15.4% driven by higher income

Underlying result (in EUR mln)



- 4Q12 result reflects positive CMO revaluations while private equity returns were negative last year
- 3Q12 includes EUR 173 mln in net favourable DAC unlocking

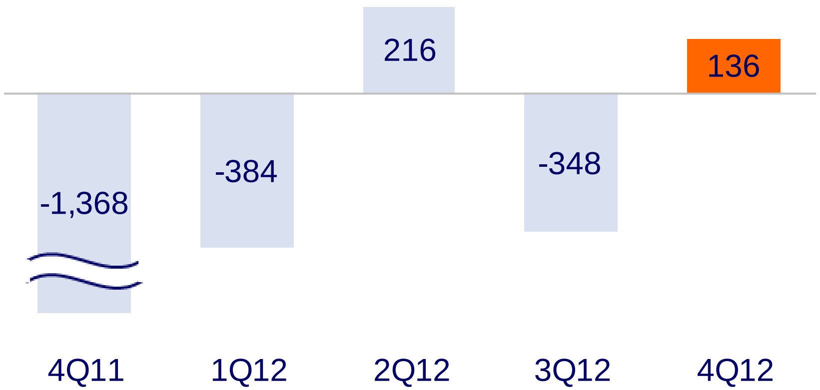
Sales (APE, in EUR mln)



- Sales grew 18.9% versus 4Q11 and 21.5% versus 3Q12, excluding currencies, fuelled by higher Retirement sales, which was offset by intentionally lower Individual Life sales

US Closed Block VA reports improved results

Underlying result (in EUR mln)



Estimated IFRS earnings sensitivities (in EUR mln)

Equity Market Return	4Q12	RAT 50 Sufficiency
-25%	1,150	100
-15%	700	300
-5%	250	550
+5%	-100	750
+15%	-350	850
+25%	-550	1,000

- The underlying result before tax was EUR 136 mln in the fourth quarter, reflecting gains on equity hedges as equity markets declined in the quarter
- On an operating basis, the US Closed Block VA reported a loss of EUR 27 mln compared with a loss of EUR 7 mln in 4Q11 and a loss of EUR 31 mln in 3Q12

- Reserve adequacy has improved to the 72% confidence level. As a result, reserves are projected to remain adequate even in a 25% down shock scenario
- While the focus on capital protection continues to cause IFRS P/L volatility, the positive variance to expected sensitivities in the quarter was primarily driven by market outperformance of the underlying funds

ING U.S. progressing on stand-alone capital structure

US capitalisation has further improved

Estimated combined RBC ratio in %

Estimated RBC ratio at 531% versus 425% target

- Increase reflects actions taken to improve capital efficiency
- RBC ratio excludes offshore reinsurer, SLDI
- SLDI capitalisation partially based on USD 1.5 bln Contingent Capital LOC with ING Bank which was established to offset the impact of the VA assumption change in lieu of a cash capital injection in 4Q11

US has made progress towards stand-alone capital position

Debt to capital ratio

US GAAP – 4Q12 (USD bln)

Total Debt	3.8
Shareholders' Equity excluding AOCI and NCI *	10.2
Total Capitalisation	14.0
Debt to Capital ratio	27.3%

* Accumulated other comprehensive income (AOCI) and non-controlling interests (NCI)

Efforts continue to achieve:

- Financial leverage of 25% debt to capital ratio (4Q12 27.3%)
- Redemption of USD 1.5 bln Contingent Capital Letter of Credit (LOC) between SLDI and ING Bank
- Extending debt maturities: standalone capital market access demonstrated with two senior debt issues of USD 850 mln (10 year notes) in July 2012, and USD 1.0 bln (5 year notes) in February 2013

Wrap up

Wrap up

- ING Group's results held up well in 2012 amid weak environment in Europe: underlying net profit declined 5.2% to EUR 2,603 mln
- ING continues to take actions to complete its restructuring and de-risk the balance sheet, and we are preparing our businesses for the future
- The Group 4Q12 results were impacted by the Dutch bank tax, and various market related items: underlying net profit EUR 373 mln
- Bank 4Q12 underlying result before tax was EUR 184 mln, reflecting negative credit adjustments, de-risking losses and the Dutch bank tax
- Insurance 4Q12 operating result improved versus 3Q12 to EUR 296 mln as the investment spread strengthened to 132 bps. Underlying result before tax rose to EUR 272 mln

ING

Disclaimer

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 2011 ING Group Annual Accounts. The Financial statements for 2012 are in progress and may be subject to adjustments from subsequent events. 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 Groep N.V. Any forward-looking statements made by or on behalf of ING speak only as of the date they are made, and, ING assumes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information or for any other reason. This document does not constitute an offer to sell, or a solicitation of an offer to buy, any securities.

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