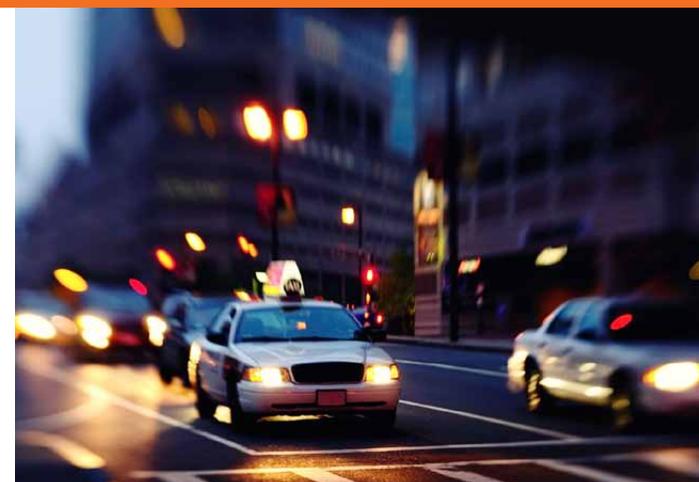


## ING GROUP STATISTICAL SUPPLEMENT



Second quarter 2013

# INTRODUCTION

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## General comments

- The Group Statistical Supplement is published on a quarterly basis.
- In addition to the Group Statistical Supplement information that follows the Quarterly Report, trended information is included in the Historical Trend Data document on [www.ing.com/investorrelations](http://www.ing.com/investorrelations).
- Allocation keys are used to calculate segmental information; e.g. Life vs. Non-life, Retail vs. Commercial banking and product information. These allocation keys might be refined over time.
- ING analyses its results on an underlying basis. Underlying results are derived from results based on IFRS as adopted by the European Union (IFRS-EU), i.e. IFRS-EU result, excluding the impact of divestments, discontinued operations and special items. In case of a divestment, historical results are revised by excluding both the transaction gain/loss and the operating results of the divested unit.
- As of 1 January 2013, ING applies the revised IAS 19 'Employee Benefits', which was already reflected in the 1Q2013 Group Statistical Supplement. The most significant change relates to the accounting for defined benefit pension obligations and the corresponding plan assets. IAS 19 has been implemented retrospectively; as a result, comparative results for previous periods have been restated and are presented as if the new requirements were always applied.
- For insurance we include a life margin analysis tying to an operating result before tax which eliminated most market volatility from the underlying result before tax.
- Rounding could cause some small differences.
- All figures are unaudited.

## Discontinued operations

- The net result of the Asia insurance and Investment management operations has been transferred to 'net result from discontinued operations'.

## Supplemental data in terms of financial data, risk data and countries include:

- Breakdown shareholders' equity
- Maturity ladder outstanding long-term debt
- Capital base
- Funding mix ING Bank N.V.
- Overview of Investments for ING Group, ING Bank N.V., Insurance EurAsia and Insurance ING U.S.
- Income statement for each segment
- Condensed income statement for product groups within Commercial banking
- Income statement for corporate lines
- Client Balances Roll forward
- Additional detail is included for Retail Banking International
- Additional detail is included for Insurance US (excluding Closed Block VA) and US Closed Block VA.
- Investment Management: different breakdowns of Assets under Management and an Assets under Management roll-forward
- Full geographical breakdown of banking results

# TABLE OF CONTENTS

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<b>1. ING Group</b>	<b>4</b>	<b>4. Insurance ING U.S.</b>	<b>33</b>
1.1 Profit and loss: Banking and Insurance	4	4.1 Profit and loss	33
1.2 Consolidated Balance sheet: Assets	5	4.2 Margin analysis	36
1.3 Consolidated Balance sheet: Total equity and liabilities	6	4.3 Client Balances: Life Insurance & Investment Management	39
1.4 Total equity	7	4.4 Additional information: Insurance US	40
1.5 Cash flow statement	8	4.5 Additional information: Investment Management	44
1.6 Capital base	9	4.6 Additional information: US Closed Block VA	45
1.7 Funding	10		
1.8.1 Investments: Group	11	<b>5. Insurance Other</b>	<b>46</b>
1.8.2 Investments: ING Bank N.V.	12	5.1 Profit and loss	46
1.8.3 Investments: Insurance EurAsia	13	5.2 Margin analysis	47
1.8.4 Investments: Insurance US	14		
<b>2. Banking</b>	<b>15</b>		
2.1 Profit and loss	15		
2.2 Client Balances	18		
2.3 Additional information Retail Banking International	19		
2.4 Geographical split	20		
<b>3. Insurance EurAsia</b>	<b>23</b>		
3.1 Profit and loss	23		
3.2 Margin analysis	26		
3.3 Client Balances: Life Insurance & Investment Management	29		
3.4 Additional information: Key figures by country	30		
3.5 Additional information: Benelux Non-life	31		
3.6 Additional information: Investment Management	32		

# ING GROUP 1.1 PROFIT AND LOSS

ING Group: Profit and loss															
in EUR million	Total Group <sup>1)</sup>			Banking			Insurance EurAsia			Insurance ING U.S.			Insurance Other		
	2Q2013	2Q2012 <sup>2)</sup>	1Q2013	2Q2013	2Q2012 <sup>2)</sup>	1Q2013	2Q2013	2Q2012 <sup>2)</sup>	1Q2013	2Q2013	2Q2012 <sup>2)</sup>	1Q2013	2Q2013	2Q2012 <sup>2)</sup>	1Q2013
Gross premium income	4,479	4,811	5,785				1,498	1,774	2,848	2,983	3,039	2,938	-2	-2	-1
Interest result Banking operations	2,978	2,831	2,892	3,006	2,856	2,916									
Commission income	963	928	920	582	577	554	165	152	149	229	208	217	-14	-9	
Total investment & other income	1,076	2,766	976	265	161	394	713	795	640	82	1,827	-160	23	-1	110
<b>Total underlying income</b>	<b>9,495</b>	<b>11,338</b>	<b>10,572</b>	<b>3,853</b>	<b>3,594</b>	<b>3,863</b>	<b>2,376</b>	<b>2,721</b>	<b>3,637</b>	<b>3,294</b>	<b>5,074</b>	<b>2,995</b>	<b>7</b>	<b>-12</b>	<b>109</b>
Underwriting expenditure	4,645	6,586	5,829				1,729	2,312	3,047	2,917	4,262	2,784	-2	12	-1
Staff expenses	1,707	1,643	1,739	1,236	1,213	1,239	269	266	286	197	165	216	5		-2
Other expenses	1,140	1,112	1,166	828	775	855	146	160	149	162	213	151	4	-36	11
Intangibles amortisation and impairments	26	56	39	26	56	39									
Operating expenses	2,874	2,811	2,944	2,090	2,044	2,133	415	426	434	359	378	367	10	-36	9
Interest expenses Insurance operations	70	88	69				48	87	69	35	38	35	21	2	-3
Addition to loan loss provisions	616	540	561	616	540	561									
Other	4	8	4				2	6	2	2	2	2			
<b>Total underlying expenditure</b>	<b>8,207</b>	<b>10,032</b>	<b>9,407</b>	<b>2,706</b>	<b>2,582</b>	<b>2,694</b>	<b>2,194</b>	<b>2,831</b>	<b>3,552</b>	<b>3,313</b>	<b>4,680</b>	<b>3,187</b>	<b>29</b>	<b>-21</b>	<b>5</b>
<b>Underlying result before tax</b>	<b>1,288</b>	<b>1,305</b>	<b>1,167</b>	<b>1,147</b>	<b>1,011</b>	<b>1,169</b>	<b>182</b>	<b>-110</b>	<b>85</b>	<b>-19</b>	<b>394</b>	<b>-192</b>	<b>-22</b>	<b>10</b>	<b>104</b>
Taxation	369	179	342	283	257	331	47	-31	19	44	-42	2	-5	-5	-10
Minority interests	-23	18	24	23	20	30	4		2	-48		-6	-2	-2	-2
<b>Underlying net result</b>	<b>942</b>	<b>1,109</b>	<b>800</b>	<b>840</b>	<b>734</b>	<b>809</b>	<b>131</b>	<b>-79</b>	<b>64</b>	<b>-15</b>	<b>436</b>	<b>-189</b>	<b>-15</b>	<b>17</b>	<b>116</b>
Net gains/losses on divestments	-16	-188	940			-6	-4	-186	945		18		-12	-19	
Net result from divested units		8	-38		11	-37		-3	-1						
Net result from discontinued operations <sup>3)</sup>	-98	111	155				-98	111	155						
Special items after tax	-41	252	-53	-22	202	-23	-10	63	-21	-8	-9	-6	-1	-3	-3
<b>Net result</b>	<b>788</b>	<b>1,293</b>	<b>1,804</b>	<b>819</b>	<b>948</b>	<b>744</b>	<b>20</b>	<b>-93</b>	<b>1,142</b>	<b>-23</b>	<b>445</b>	<b>-195</b>	<b>-28</b>	<b>-6</b>	<b>114</b>

1) Including intercompany eliminations.

2) The comparative figures of 2012 have been restated to reflect the new pension accounting requirements under IFRS which took effect on 1 January 2013.

3) The results of Insurance/IM Asia have been transferred to "net result from discontinued operations".

# ING GROUP 1.2 CONSOLIDATED BALANCE SHEET: ASSETS

ING Group: Assets										
in EUR million	ING Group		ING Bank N.V.		Insurance EurAsia		Insurance ING U.S.		Insurance Other/Holdings/Eliminations	
	30 Jun 2013	31 Mar 2013	30 Jun 2013	31 Mar 2013	30 Jun 2013	31 Mar 2013	30 Jun 2013	31 Mar 2013	30 Jun 2013	31 Mar 2013
Cash and balances with central banks	18,699	12,816	16,928	10,554	5,899	5,494	1,330	1,764	-5,458	-4,996
Amounts due from banks	43,034	47,262	43,027	47,262					7	
<b>Financial assets at fair value through P&amp;L</b>										
- trading assets	125,562	135,434	124,979	134,850	597	596			-14	-12
- investments for risk policyholders	99,566	103,060			24,517	25,615	75,049	77,445		
- non-trading derivatives	9,183	12,582	6,140	8,262	2,370	2,883	993	1,729	-320	-292
- other	4,765	6,000	2,603	3,900	100	81	2,061	2,018		1
<b>Investments</b>										
- Available-for-sale investments	188,741	192,398	75,182	73,325	56,032	58,172	57,512	60,900	14	1
of which equity securities	7,117	7,162	1,937	2,096	5,106	4,992	73	74		
of which debt securities	181,624	185,236	73,245	71,229	50,926	53,180	57,438	60,826	14	1
- Held-to-maturity investments	3,936	4,108	3,936	4,108						
<b>Loans and advances to customers</b>										
- securities at amortised cost and IABF	26,819	27,691	20,469	21,215	6,350	6,477				-1
- customer lending	529,447	538,774	508,696	523,679	10,619	10,731	8,472	8,699	1,660	-4,335
Reinsurance contracts	5,129	5,266			273	283	4,855	4,983		
Investments in associates	2,101	2,284	864	901	869	881	70	73	298	429
Real estate investments	1,219	1,224	151	153	790	793	6	6	272	272
Property and equipment	2,627	2,689	2,311	2,360	180	189	136	141		-1
Intangible assets	2,748	2,691	1,694	1,777	404	420	808	652	-158	-158
Deferred acquisition costs	5,212	4,810			725	745	4,486	4,065		
Assets held for sale	48,981	56,012	4,033		48,068	55,019			-3,120	993
<b>Other assets</b>										
- deferred tax assets	1,920	1,837	1,657	1,743	-53	-226			316	320
- other	23,909	23,783	17,262	17,062	4,334	4,168	2,720	2,695	-407	-142
<b>Total assets</b>	<b>1,143,598</b>	<b>1,180,720</b>	<b>829,933</b>	<b>851,152</b>	<b>162,075</b>	<b>172,321</b>	<b>158,498</b>	<b>165,169</b>	<b>-6,908</b>	<b>-7,922</b>

# ING GROUP 1.3 CONSOLIDATED BALANCE SHEET: TOTAL EQUITY AND LIABILITIES

ING Group: Total equity and liabilities										
in EUR million	ING Group		ING Bank N.V.		Insurance EurAsia		Insurance ING U.S.		Insurance Other / Holdings / Eliminations	
	30 Jun 2013	31 Mar 2013	30 Jun 2013	31 Mar 2013	30 Jun 2013	31 Mar 2013	30 Jun 2013	31 Mar 2013	30 Jun 2013	31 Mar 2013
Shareholders' equity	49,881	54,438	34,424	36,548	16,553	18,253	9,763	10,091	-10,859	-10,454
Minority interests	3,885	1,133	835	873	67	70	182	170	2,801	20
Non-voting equity securities	2,250	2,250							2,250	2,250
<b>Total equity</b>	<b>56,016</b>	<b>57,821</b>	<b>35,260</b>	<b>37,421</b>	<b>16,620</b>	<b>18,323</b>	<b>9,945</b>	<b>10,262</b>	<b>-5,808</b>	<b>-8,185</b>
Subordinated loans	8,645	8,883	15,467	15,840	3,500	3,500			-10,322	-10,457
Debt securities in issue	139,904	146,535	129,963	137,082			2,486	1,949	7,455	7,504
Other borrowed funds	12,227	13,815			2,541	3,240	195	1,063	9,491	9,512
<b>Insurance and investment contracts</b>										
Life insurance provisions excluding provisions for risk of policyholders	120,939	124,144			60,733	61,987	60,206	62,157		
Provision for life insurance for risk of policyholders	91,891	94,907			22,989	23,933	68,902	70,974		
Provision for unearned premiums and unexpired risks	532	630			532	630				
Claims provision	3,308	3,326			3,276	3,293			32	33
Investment contracts for risk of company	4,470	4,767			841	845	3,629	3,922		
Investment contracts for risk of policyholders	7,793	8,254			1,646	1,784	6,147	6,470		
<b>Total Insurance and Investment contracts</b>	<b>228,934</b>	<b>236,028</b>			<b>90,018</b>	<b>92,472</b>	<b>138,884</b>	<b>143,524</b>	<b>32</b>	<b>32</b>
Amounts due to banks	35,156	37,425	35,156	37,425						
Customer deposits and other funds on deposits	470,955	470,645	475,672	477,987					-4,717	-7,341
<b>Financial liabilities at fair value through profit and loss</b>										
Trading liabilities	90,757	97,102	90,757	97,102						
Non-trading derivatives	14,207	17,644	11,578	14,740	632	625	2,289	2,684	-293	-405
Designated as at fair value through profit and loss	12,716	13,100	12,716	13,100						
Liabilities held for sale	44,934	50,476	3,742		44,158	49,688			-2,966	788
<b>Other liabilities</b>										
Deferred tax liabilities	1,824	2,637	1,010	1,215	1,243	1,434	-160	191	-269	-203
Other	27,323	28,610	18,612	19,239	3,364	3,041	4,861	5,498	486	832
<b>Total liabilities</b>	<b>1,087,582</b>	<b>1,122,899</b>	<b>794,673</b>	<b>813,731</b>	<b>145,456</b>	<b>153,999</b>	<b>148,553</b>	<b>154,907</b>	<b>-1,103</b>	<b>262</b>
<b>Total equity and liabilities</b>	<b>1,143,598</b>	<b>1,180,720</b>	<b>829,933</b>	<b>851,152</b>	<b>162,075</b>	<b>172,321</b>	<b>158,498</b>	<b>165,169</b>	<b>-6,908</b>	<b>-7,922</b>

# ING GROUP 1.4 TOTAL EQUITY

ING Group: Total equity										
in EUR million	ING Group		ING Bank N.V.		Insurance EurAsia		Insurance ING U.S. <sup>1)</sup>		Insurance Other / Holdings / Eliminations	
	30 Jun 2013	31 Mar 2013	30 Jun 2013	31 Mar 2013	30 Jun 2013	31 Mar 2013	30 Jun 2013	31 Mar 2013	30 Jun 2013	31 Mar 2013
Share capital	921	919	525	525			40	40	356	353
Share premium	16,034	16,034	16,542	16,542	10,721	10,678	18,194	18,104	-29,423	-29,289
Revaluation reserve equity securities	2,055	2,260	1,176	1,312	906	973	11	14	-38	-39
Revaluation reserve debt securities	5,579	9,639	778	1,166	3,854	5,586	981	2,924	-34	-36
Revaluation reserve crediting to life policyholders	-3,507	-5,214			-2,957	-3,552	-550	-1,662		
Revaluation reserve cashflow hedge	2,124	2,557	-877	-745	3,066	3,395	-7	8	-58	-101
Other revaluation reserve	814	254	326	326	11	6	3	8	474	-86
Remeasurement of the net defined benefit asset/liability	-1,716	-1,756	-1,167	-1,051	-389	-347	-160	-358		
Currency translation reserve	-1,298	-546	-535	-147	-541	-323			-222	-77
Treasury shares	-19	-267							-19	-267
Retained earnings and other reserves	28,893	30,558	17,656	18,620	1,882	1,838	-11,556	-8,988	20,911	19,088
<b>Shareholders' equity</b>	<b>49,881</b>	<b>54,438</b>	<b>34,424</b>	<b>36,548</b>	<b>16,553</b>	<b>18,253</b>	<b>6,956</b>	<b>10,091</b>	<b>-8,052</b>	<b>-10,455</b>
Minority interests	3,885	1,133	835	873	67	70	2,989	170	-6	20
Non-voting equity securities	2,250	2,250							2,250	2,250
<b>Total equity</b>	<b>56,016</b>	<b>57,821</b>	<b>35,260</b>	<b>37,421</b>	<b>16,620</b>	<b>18,323</b>	<b>9,945</b>	<b>10,262</b>	<b>-5,808</b>	<b>-8,185</b>
<b>Key figures</b>										
Shareholders' equity per share in EUR	13.00	14.28								
Shares outstanding in the market (in million)	3,836	3,811								

1) These figures represent ING's 71.25% shareholding in Insurance ING U.S. as per 30 June 2013.

# ING GROUP 1.5 CASH FLOW STATEMENT

## ING Group: Cash flow statement

in EUR million	ING Group		ING Bank N.V.		Insurance EurAsia		Insurance ING U.S.		Insurance Other / Holdings / Eliminations	
	2Q2013	2Q2012	2Q2013	2Q2012	2Q2013	2Q2012	2Q2013	2Q2012	2Q2013	2Q2012
<b>Net cash flow from operating activities</b>	<b>6,954</b>	<b>-13,161</b>	<b>11,565</b>	<b>-16,975</b>	<b>-133</b>	<b>2,284</b>	<b>-1,369</b>	<b>1,237</b>	<b>-3,109</b>	<b>293</b>
<b>Investments and advances:</b>										
Associates	-8	-3	-9	-1	1	-2				
Available-for-sale investments	-48,959	-39,640	-33,243	-20,083	-2,499	-5,092	-13,201	-14,465	-16	
Held-to-maturity investments		-16				-16				
Real estate investments	-1	-2		-1	-1	-1				
Property and equipment	-91	-85	-82	-62	-5	-15	-4	-8		
Assets subject to operating leases	-91		-91							
Investments for risk of policyholders	-17,028	-13,409			-3,485	-4,895	-13,543	-8,513		
Other investments	-88	-106	-61	-99	-24	-5	-3	-2		
<b>Disposals and redemptions:</b>										
Group companies	-208				-208					
Associates	193	5	1	1	51	4			141	
Available-for-sale investments	43,687	34,294	28,030	19,066	2,782	3,379	12,875	11,849		
Held-to-maturity investments	170	315	170	315						
Real estate investments		7		7						
Property and equipment	10	12	9	11	1	1				
Assets subject to operating leases										
Investments for risk of policyholders	18,901	14,184			4,293	5,085	14,608	9,098		
Loan portfolio	794	1,848	794	1,848						
Other investments	7	4	1	1	6	3				
<b>Net cash flow from investing activities</b>	<b>-2,712</b>	<b>-2,592</b>	<b>-4,481</b>	<b>1,003</b>	<b>912</b>	<b>-1,554</b>	<b>732</b>	<b>-2,041</b>	<b>125</b>	
Proceeds from borrowed funds and debt securities	31,780	109,025	29,608	94,913	1,594	4,936	577	7,446	1	1,730
Repayments from borrowed funds and debt securities	-33,850	-118,088	-30,973	-105,088	-2,293	-6,148	-853	-5,963	269	-889
Issuance of ordinary shares										
Proceeds of IPO ING U.S.	1,061						437		624	
Repayment of non-voting equity securities										
Repurchase premium										
Purchase of treasury shares	-2	-1						-1	-2	
Sale of treasury shares	101	69					1	4	100	65
Dividends paid/received			-1,500						1,500	
<b>Net cash flow from financing activities</b>	<b>-910</b>	<b>-8,995</b>	<b>-2,865</b>	<b>-10,175</b>	<b>-699</b>	<b>-1,212</b>	<b>162</b>	<b>1,486</b>	<b>2,492</b>	<b>906</b>
<b>Net cash flow</b>	<b>3,332</b>	<b>-24,747</b>	<b>4,219</b>	<b>-26,147</b>	<b>80</b>	<b>-482</b>	<b>-475</b>	<b>682</b>	<b>-492</b>	<b>1,199</b>
Cash and cash equivalents at beginning of period	21,204	47,675	17,444	44,982	6,959	6,571	1,764	956	-4,963	-4,835
Effect of exchange rates on cash and equivalents	676	-430	569	-269	38	53	41	31	28	-243
<b>Cash and cash equivalents at end of period</b>	<b>25,212</b>	<b>22,498</b>	<b>22,232</b>	<b>18,566</b>	<b>7,077</b>	<b>6,142</b>	<b>1,330</b>	<b>1,669</b>	<b>-5,427</b>	<b>-3,879</b>
- of which Treasury bills and other eligible bills	661	3,651	661	3,651						
- of which Amounts due to/from banks	4,643	925	4,643	925						
- of which Cash and balances with central banks	18,699	16,204	16,928	13,990	5,899	4,424	1,330	1,669	-5,458	-3,879
- of which Cash and cash equivalents classified as Assets held for sale	1,209	1,718			1,178	1,718			31	

# ING GROUP 1.6 CAPITAL BASE

ING Group: Capital base						
In EUR million	ING Group		ING Bank N.V.		ING Insurance	
	30 Jun 2013	31 Mar 2013	30 Jun 2013	31 Mar 2013	30 Jun 2013	31 Mar 2013
Shareholders' equity (parent)	49,881	54,438	34,424	36,548	22,370	27,498
Core Tier 1 securities	2,250	2,250				
Group hybrid capital	9,277	9,405	6,812	6,905	2,455	2,491
Group leverage (core debt)	4,431	7,120				
<b>Total capitalisation</b>	<b>65,838</b>	<b>73,213</b>	<b>41,236</b>	<b>43,453</b>	<b>24,824</b>	<b>29,989</b>
Adjustments to equity:						
- revaluation reserve debt securities	-5,578	-9,639	-778	-1,166		
- revaluation reserve crediting to life policyholders	3,507	5,214				
- revaluation reserve cashflow hedge	-2,121	-2,582	877	745	-3,076	-3,416
- goodwill (regulatory)	-1,319	-1,412	-1,163	-1,248	-318	-326
- actuarial gains & losses on defined benefit pensions	1,011	1,051	1,011	1,051		
Revaluation reserves fixed income & other	-4,500	-7,368	-53	-618	-3,394	-3,742
Revaluation reserves equity and real estate excluded from Tier 1			-1,446	-1,580		
Insurance hybrid capital						
Minority interests			944	983	3,026	240
Deductions Tier 1			-1,024	-986		
<b>Tier 1 capital for Bank</b>			<b>39,659</b>	<b>41,252</b>		
Tier 2 capital			6,451	6,934		
IGD adjustments					-1,377	-2,606
Group leverage (core debt)	-4,431	-7,120				
<b>Adjusted equity / BIS capital / IGD capital</b>	<b>56,907</b>	<b>58,725</b>	<b>46,110</b>	<b>48,187</b>	<b>23,079</b>	<b>23,880</b>

# ING GROUP 1.7 FUNDING

## ING Group: Maturity ladder outstanding long-term debt - 30 June 2013

in EUR million	LT debt issued			Maturing										
	2011	2012	1H2013	2H2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	> 2022
ING Bank senior debt <sup>1)</sup>	21,295	24,349	7,796	5,986	8,840	11,328	7,371	6,407	3,044	1,993	325	2,456	2,661	2,216
ING Bank covered bond	7,923	7,262	1,611		2,000	2,122	3,289	1,969	4,317	1,760	3,473	2,440	3,242	5,768
ING Bank RMBS	2,716	1,516	5,130	320	479	2,000	1,024	8	4,565	765				
ING Group senior debt <sup>1)</sup>	701	1,307		2,307		701	1,750	1,750						123
ING Bank state guaranteed				183	5,789	1,412								
ING Insurance senior debt <sup>1)</sup>				799										388
ING Group hybrid Tier-1														9,156
ING Bank lower Tier-2						765	2,339	1,530		1,079	1,000			2,104
ING Insurance subordinated debt														476
ING Group core Tier-1 securities														2,250

1) Figures shown for issued senior bonds are only included with the tenor  $\geq$  1 year

## ING Bank: Loan-to-deposit ratio and funding mix

	30 Jun 2013	31 Mar 2013
Loan-to-deposit ratio	1.11	1.14
Loan-to-deposit ratio excl. securities at amortised cost and IABF	1.07	1.10
<b>Funding mix:</b>		
Customer deposits (retail)	45%	45%
Customer deposits (corporate)	22%	22%
Lending / repurchase agreement	6%	5%
Interbank	5%	5%
Public debt	20%	21%
Subordinated debt	2%	2%
<b>Total<sup>1)</sup></b>	<b>100%</b>	<b>100%</b>

1) Liabilities excluding trading liabilities, IFRS equity and assets held for sale

## ING GROUP 1.8.1 INVESTMENTS: GROUP

### ING Group: Total Investments - 30 June 2013

In EUR billion	Amounts due from Banks	Loans and advances	Investments HTM	Investments AFS		FV through P&L	Total	
	B/S value	B/S value	B/S value	B/S value	Reval after tax	B/S value	B/S value	Reval after tax
Total Debt securities	3.1	25.7	3.9	181.6	5.5	2.5	216.9	5.2
of which Government bonds		6.7		96.6	3.6	0.8	104.2	3.6
of which Covered bonds	2.9	5.7	3.4	8.1	0.1		20.1	0.1
of which Financial institutions	0.1	0.1	0.1	21.8	0.4	0.4	22.5	0.4
of which Corporate bonds		0.5		42.8	1.3	0.9	44.2	1.3
of which ABS		12.8	0.4	12.3	0.1	0.4	25.8	-0.1
Public Equity Exposure				3.7	2.1		3.7	2.1
Other Equity Exposure				3.4			3.4	
<b>Total Investments</b>	<b>3.1</b>	<b>25.7</b>	<b>3.9</b>	<b>188.7</b>	<b>7.6</b>	<b>2.5</b>	<b>224.0</b>	<b>7.4</b>

Total investments contains banking book and Insurance general account but excludes the trading book, investments indicated as assets held for sale and Investments for risk of policyholders  
 ABS in Loans and advances had EUR 0.2 billion negative revaluation reserve after tax - see table below

### ING Group: Total ABS - 30 June 2013

In EUR billion	Loans and advances		Investments HTM	Investments AFS		FV through P&L	Total	
	B/S value	Reval after tax	B/S value	B/S value	Reval after tax	B/S value	B/S value	Reval after tax
US agency RMBS				4.8		0.1	5.0	
US prime RMBS				0.9			0.9	
US Alt-A RMBS				0.4			0.4	
US Subprime RMBS				0.6			0.6	
Non-US RMBS	8.0	-0.1		0.4			8.4	-0.1
CMBS	0.6			3.3		0.1	4.0	
CDO/CLO	0.2			0.1		0.2	0.6	
Other ABS	3.9	-0.1	0.4	1.7			5.9	-0.1
<b>Total</b>	<b>12.8</b>	<b>-0.2</b>	<b>0.4</b>	<b>12.3</b>	<b>0.1</b>	<b>0.4</b>	<b>25.8</b>	<b>-0.1</b>

Total ABS contains Banking book and Insurance general account but excludes the trading book, assets held for sale and Investments for risk of policyholders

## ING GROUP 1.8.2 INVESTMENTS: ING BANK N.V.

### ING Bank: Total Investments - 30 June 2013

In EUR billion	Amounts due from Banks	Loans and advances	Investments HTM	Investments AFS		FV through P&L	Total	
	B/S value	B/S value	B/S value	B/S value	Reval after tax	B/S value	B/S value	Reval after tax
Total Debt securities	3.1	19.4	3.9	73.3	0.9	1.3	101.0	0.8
of which Government bonds		6.7		49.8	0.7	0.6	57.2	0.7
of which Covered bonds	2.9	5.7	3.4	7.3	0.1		19.2	0.1
of which Financial institutions	0.1	0.1	0.1	13.3	0.1	0.2	13.9	0.1
of which Corporate bonds		0.5		1.7		0.2	2.4	
of which ABS		6.4	0.4	1.2		0.3	8.2	-0.1
Public Equity Exposure				1.9	1.2		1.9	1.2
Other Equity Exposure								
<b>Total Investments</b>	<b>3.1</b>	<b>19.4</b>	<b>3.9</b>	<b>75.2</b>	<b>2.1</b>	<b>1.3</b>	<b>102.9</b>	<b>2.0</b>

Total investments contains banking book but excludes the trading book and assets held for sale

Loans and advances contained a negative revaluation reserve after tax of EUR 0.1 billion for ABS - see table below

### ING Bank: Total ABS - 30 June 2013

In EUR billion	Loans and advances		Investments HTM	Investments AFS		FV through P&L	Total	
	B/S value	Reval after tax	B/S value	B/S value	Reval after tax	B/S value	B/S value	Reval after tax
US agency RMBS				0.4		0.1	0.5	
US prime RMBS								
US Alt-A RMBS				0.1			0.1	
US Subprime RMBS								
Non-US RMBS	4.4	-0.1		0.2			4.6	-0.1
CMBS	0.2						0.2	
CDO/CLO						0.2	0.2	
Other ABS	1.8		0.4	0.4			2.6	
<b>Total</b>	<b>6.4</b>	<b>-0.1</b>	<b>0.4</b>	<b>1.2</b>		<b>0.3</b>	<b>8.2</b>	<b>-0.1</b>

Total ABS contains Banking book but excludes the trading book and assets held for sale

# ING GROUP 1.8.3 INVESTMENTS: INSURANCE EURASIA

## Insurance EurAsia: Total Investments - 30 June 2013

In EUR billion	Amounts due from Banks	Loans and advances	Investments HTM	Investments AFS		FV through P&L	Total	
	B/S value	B/S value	B/S value	B/S value	Reval after tax	B/S value	B/S value	Reval after tax
Total Debt securities		6.3		50.9	3.2	0.1	57.3	3.1
of which Government bonds				40.8	2.8	0.1	40.9	2.8
of which Covered bonds				0.9			0.9	
of which Financial institutions				3.6	0.1		3.6	0.1
of which Corporate bonds				5.3	0.3		5.3	0.3
of which ABS		6.3		0.5			6.8	-0.1
Public Equity Exposure				1.8	0.9		1.8	0.9
Other Equity Exposure				3.3	0.0		3.3	
<b>Total Investments</b>		<b>6.3</b>		<b>56.0</b>	<b>4.2</b>	<b>0.1</b>	<b>62.4</b>	<b>4.0</b>

Total investments contains Insurance general account but excludes the trading book, investments indicated as assets held for sale and Investments for risk of policyholders

Loans and advances contains negative revaluation reserve of EUR 0.1 billion for reclassified ABS - see table below

## Insurance EurAsia: Total ABS - 30 June 2013

In EUR billion	Loans and advances		Investments HTM	Investments AFS		FV through P&L	Total	
	B/S value	Reval after tax	B/S value	B/S value	Reval after tax	B/S value	B/S value	Reval after tax
US agency RMBS								
US prime RMBS								
US Alt-A RMBS								
US Subprime RMBS								
Non-US RMBS	3.6	-0.1		0.2			3.8	-0.1
CMBS	0.4						0.4	
CDO/CLO	0.2						0.3	
Other ABS	2.1			0.2			2.4	
<b>Total</b>	<b>6.3</b>	<b>-0.1</b>		<b>0.5</b>			<b>6.8</b>	<b>-0.1</b>

Total ABS contains Insurance general account but excludes assets held for sale and Investments for risk of policyholders

## ING GROUP 1.8.4 INVESTMENTS: INSURANCE ING U.S.

### Insurance ING U.S.: Total Investments - 30 June 2013

In EUR billion	Amounts due from Banks	Loans and advances	Investments HTM	Investments AFS		FV through P&L	Total	
	B/S value	B/S value	B/S value	B/S value	Reval after tax	B/S value	B/S value	Reval after tax
Total Debt securities				57.4	1.4	1.1	58.6	1.4
of which Government bonds				6.0	0.1	0.2	6.2	0.1
of which Covered bonds								
of which Financial institutions				4.9	0.2	0.2	5.0	0.2
of which Corporate bonds				35.9	1.0	0.6	36.6	1.0
of which ABS				10.6	0.1	0.2	10.8	0.1
Public Equity Exposure								
Other Equity Exposure				0.1				
<b>Total Investments</b>				<b>57.5</b>	<b>1.4</b>	<b>1.1</b>	<b>58.6</b>	<b>1.4</b>

Total investments contains Insurance general account but excludes the trading assets and Investments for risk of policyholders

### Insurance ING U.S.: Total ABS - 30 June 2013

In EUR billion	Loans and advances		Investments HTM	Investments AFS		FV through P&L	Total	
	B/S value	Reval after tax	B/S value	B/S value	Reval after tax	B/S value	B/S value	Reval after tax
US agency RMBS				4.5		0.1	4.5	
US prime RMBS				0.9			0.9	
US Alt-A RMBS				0.3			0.3	
US Subprime RMBS				0.6			0.6	
Non-US RMBS							0.0	
CMBS				3.3		0.1	3.3	
CDO/CLO				0.1			0.1	
Other ABS				1.0			1.0	
<b>Total</b>				<b>10.6</b>	<b>0.1</b>	<b>0.2</b>	<b>10.8</b>	<b>0.1</b>

Total ABS contains Insurance general account but excludes Investments for risk of policyholders

# BANKING 2.1 PROFIT AND LOSS - 2Q2013

Banking: Profit and loss 2Q2013												
In EUR million	Total Banking	Retail Banking	Retail Netherlands	Retail Belgium	Retail Germany	Retail Rest of World	Commercial Banking	Industry Lending	General Lending & Transaction Services	Financial Markets	Bank Treasury Real Estate & Other	Corporate Line
Balance sheet related interest	3,006	2,094	872	429	326	467	848	366	222	110	150	63
Capital charge on book equity	0	-44	-0	-0	-20	-23	-152	-0	-	-0	-152	196
Interest benefit on economic capital	-0	71	21	11	16	23	61	21	17	14	9	-132
<b>Interest result</b>	<b>3,006</b>	<b>2,121</b>	<b>893</b>	<b>440</b>	<b>322</b>	<b>467</b>	<b>757</b>	<b>387</b>	<b>239</b>	<b>123</b>	<b>8</b>	<b>127</b>
Funds transfer	152	135	80	24	1	30	17					0
Securities business	104	83	17	39	21	6	21					-0
Insurance broking	39	37	0	28	0	8	2					-
Management fees	29	29	7	26	-	-4	1					-0
Brokerage and advisory fees	78	9	-0	1	5	3	72					-3
Other	181	38	13	-27	1	51	140					3
<b>Commission income</b>	<b>582</b>	<b>330</b>	<b>117</b>	<b>90</b>	<b>28</b>	<b>94</b>	<b>253</b>	<b>124</b>	<b>98</b>	<b>30</b>	<b>1</b>	<b>-0</b>
Rental income	7	1	-	-	0	1	6					-0
Other investment income	19	2	1	0	0	1	17					1
<b>Investment income</b>	<b>26</b>	<b>2</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>2</b>	<b>23</b>	<b>10</b>	<b>0</b>	<b>6</b>	<b>7</b>	<b>1</b>
Realised gains/losses on bonds	19	0	-	-0	-	0	19					-0
Realised gains/losses on equities	7	0	-	0	-	-0	7					-0
Change in fair value real estate investments	1	-	-	-	-	-	1					-
Realised gains and fair value changes on investments	27	0	-	-0	-	0	27	5	-	-0	22	-0
<b>Total investment income</b>	<b>52</b>	<b>3</b>	<b>1</b>	<b>-0</b>	<b>0</b>	<b>2</b>	<b>49</b>	<b>15</b>	<b>0</b>	<b>5</b>	<b>29</b>	<b>0</b>
Valuation results non-trading derivatives	417	-18	-3	-6	4	-13	115	4	0	196	-84	319
Net trading income	-245	63	9	38	0	16	153	-11	8	50	106	-460
Other income	40	53	8	7	-1	40	3	-12	-3	-13	31	-16
<b>Total other income</b>	<b>212</b>	<b>99</b>	<b>13</b>	<b>39</b>	<b>3</b>	<b>44</b>	<b>271</b>	<b>-18</b>	<b>5</b>	<b>232</b>	<b>52</b>	<b>-157</b>
<b>Total underlying income</b>	<b>3,853</b>	<b>2,552</b>	<b>1,024</b>	<b>569</b>	<b>352</b>	<b>607</b>	<b>1,330</b>	<b>507</b>	<b>342</b>	<b>391</b>	<b>90</b>	<b>-30</b>
Staff and other expenses	2,064	1,508	560	364	173	412	543	111	176	195	61	13
Intangibles amortisation and impairments	26	9	7	2	-	0	10	0	-0	-	10	7
<b>Operating expenses</b>	<b>2,090</b>	<b>1,518</b>	<b>567</b>	<b>366</b>	<b>173</b>	<b>412</b>	<b>553</b>	<b>111</b>	<b>176</b>	<b>195</b>	<b>71</b>	<b>20</b>
<b>Gross result</b>	<b>1,762</b>	<b>1,035</b>	<b>457</b>	<b>202</b>	<b>179</b>	<b>195</b>	<b>778</b>	<b>396</b>	<b>166</b>	<b>196</b>	<b>20</b>	<b>-50</b>
Additions to loan loss provision	616	370	218	41	21	91	245	155	44	-1	47	-0
<b>Underlying result before tax</b>	<b>1,147</b>	<b>664</b>	<b>240</b>	<b>161</b>	<b>159</b>	<b>105</b>	<b>532</b>	<b>241</b>	<b>122</b>	<b>197</b>	<b>-28</b>	<b>-50</b>
Taxation	283	200	59	52	52	36	130	40	35	45	9	-46
Minority interests	23	15	-	-2	0	16	8	1	2	2	3	-
<b>Underlying net result</b>	<b>840</b>	<b>450</b>	<b>181</b>	<b>111</b>	<b>107</b>	<b>52</b>	<b>394</b>	<b>200</b>	<b>84</b>	<b>150</b>	<b>-40</b>	<b>-4</b>
Net gains/losses on divestments	-	-	-	-	-	-	-	-	-	-	-	-
Net result from divested units	-	-	-	-	-	-	-	-	-	-	-	-
Special items after tax	-22	-49	-49	-	-	-	-	-	-	-	-	27
<b>Net result</b>	<b>819</b>	<b>401</b>	<b>132</b>	<b>111</b>	<b>107</b>	<b>52</b>	<b>394</b>	<b>200</b>	<b>84</b>	<b>150</b>	<b>-40</b>	<b>23</b>
<b>Key figures<sup>1)</sup></b>												
Interest margin	1.42%											
Cost/income ratio	54.3%	59.5%	55.3%	64.4%	49.0%	67.8%	41.5%	21.9%	51.4%	49.8%	78.3%	n.a.
Return on equity based on IFRS-EU equity	9.5%											
Return on equity based on 10% core Tier 1 <sup>2)</sup>	12.4%	13.2%	13.1%	21.6%	19.7%	6.2%	12.4%	15.4%	9.2%	22.6%	-11.0%	
Risk cost in bp of average RWA	89	105	158	81	38	83	76	118	47	-1	141	
Risk-weighted assets (end of period)	277,632	141,770	56,530	20,739	21,850	42,651	130,128	54,860	36,674	25,317	13,277	5,734
Staff (FTEs end of period)	64,298	53,738	12,098	9,268	3,692	28,680	10,561					

1) Key figures based on underlying figures

2) Underlying after-tax return divided by average equity based on 10.0% core Tier 1 ratio (annualised)

# BANKING 2.1 PROFIT AND LOSS - 2Q2012

## Banking: Profit and loss 2Q2012<sup>1)</sup>

In EUR million	Total Banking	Retail Banking	Retail Netherlands	Retail Belgium	Retail Germany	Retail Rest of World	Commercial Banking	Industry Lending	General Lending & Transaction Services	Financial Markets	Bank Treasury Real Estate & Other	Corporate Line
Balance sheet related interest	2,856	1,966	824	421	294	428	947	367	244	110	226	-57
Capital charge on book equity	6	-61	-1	-	-25	-35	-167	-0	1	-0	-168	234
Interest benefit on economic capital	-6	74	21	11	15	27	74	23	23	15	12	-154
<b>Interest result</b>	<b>2,856</b>	<b>1,980</b>	<b>844</b>	<b>431</b>	<b>284</b>	<b>420</b>	<b>853</b>	<b>390</b>	<b>268</b>	<b>125</b>	<b>71</b>	<b>23</b>
Funds transfer	157	141	89	23	1	28	17					-0
Securities business	120	70	16	32	16	7	50					0
Insurance broking	43	41	0	33	0	7	3					-
Management fees	30	29	9	21	-	-	1					0
Brokerage and advisory fees	69	3	0	1	2	0	66					-1
Other	157	33	15	-23	1	41	122					3
<b>Commission income</b>	<b>577</b>	<b>316</b>	<b>128</b>	<b>86</b>	<b>20</b>	<b>82</b>	<b>258</b>	<b>132</b>	<b>88</b>	<b>41</b>	<b>-2</b>	<b>3</b>
Rental income	4	1	-	-	0	1	3					-0
Other investment income	27	12	2	1	0	9	13					2
<b>Investment income</b>	<b>31</b>	<b>13</b>	<b>2</b>	<b>1</b>	<b>0</b>	<b>10</b>	<b>16</b>	<b>11</b>	<b>-0</b>	<b>0</b>	<b>5</b>	<b>2</b>
Realised gains/losses on bonds	20	-8	-	0	-8	0	4					24
Realised gains/losses on equities	3	-1	-	-1	-	-0	4					1
Change in fair value real estate investments	-3	-	-	-	-	-	-3					-
Realised gains and fair value changes on investments	21	-9	-	-1	-8	0	5	-4	9	-2	2	25
<b>Total investment income</b>	<b>52</b>	<b>4</b>	<b>2</b>	<b>-0</b>	<b>-8</b>	<b>10</b>	<b>21</b>	<b>7</b>	<b>9</b>	<b>-2</b>	<b>7</b>	<b>26</b>
Valuation results non-trading derivatives	38	36	-4	2	-6	43	111	11	0	180	-80	-109
Net trading income	167	14	-3	15	-0	2	20	-19	10	-27	56	134
Other income	-96	-143	8	8	-3	-155	26	-10	-3	-21	60	20
<b>Total other income</b>	<b>109</b>	<b>-93</b>	<b>-0</b>	<b>25</b>	<b>-8</b>	<b>-110</b>	<b>157</b>	<b>-18</b>	<b>6</b>	<b>132</b>	<b>36</b>	<b>45</b>
<b>Total underlying income</b>	<b>3,594</b>	<b>2,207</b>	<b>974</b>	<b>543</b>	<b>287</b>	<b>402</b>	<b>1,290</b>	<b>511</b>	<b>371</b>	<b>296</b>	<b>111</b>	<b>97</b>
Staff and other expenses	1,988	1,438	551	326	162	398	533	104	173	208	48	17
Intangibles amortisation and impairments	56	4	4	0	-	-	44	-	-	-	44	7
<b>Operating expenses</b>	<b>2,044</b>	<b>1,442</b>	<b>555</b>	<b>326</b>	<b>162</b>	<b>398</b>	<b>577</b>	<b>104</b>	<b>173</b>	<b>208</b>	<b>93</b>	<b>25</b>
<b>Gross result</b>	<b>1,550</b>	<b>765</b>	<b>420</b>	<b>217</b>	<b>124</b>	<b>4</b>	<b>713</b>	<b>407</b>	<b>199</b>	<b>88</b>	<b>19</b>	<b>73</b>
Additions to loan loss provision	540	261	161	28	25	48	278	223	16	-0	40	-
<b>Underlying result before tax</b>	<b>1,011</b>	<b>504</b>	<b>259</b>	<b>189</b>	<b>100</b>	<b>-44</b>	<b>434</b>	<b>185</b>	<b>183</b>	<b>88</b>	<b>-21</b>	<b>73</b>
Taxation	257	138	62	49	34	-8	105	30	46	19	10	14
Minority interests	20	14	-	0	0	14	5	1	1	3	1	-
<b>Underlying net result</b>	<b>734</b>	<b>351</b>	<b>197</b>	<b>139</b>	<b>66</b>	<b>-50</b>	<b>324</b>	<b>153</b>	<b>136</b>	<b>66</b>	<b>-31</b>	<b>59</b>
Net gains/losses on divestments	-	-	-	-	-	-	-	-	-	-	-	-
Net result from divested units	11	11	-	-	-	11	-	-	-	-	-	-
Special items after tax	202	-29	-27	-2	-	-	-	-	-	-	-	231
<b>Net result</b>	<b>948</b>	<b>334</b>	<b>170</b>	<b>137</b>	<b>66</b>	<b>-40</b>	<b>324</b>	<b>153</b>	<b>136</b>	<b>66</b>	<b>-31</b>	<b>290</b>
<b>Key figures<sup>2)</sup></b>												
Interest margin	1.27%											
Cost/income ratio	56.9%	65.3%	56.9%	60.0%	56.6%	99.1%	44.8%	20.3%	46.5%	70.4%	83.1%	25.3%
Return on equity based on IFRS-EU equity	8.4%											
Return on equity based on 10% core Tier 1 <sup>3)</sup>	10.3%	10.2%	15.8%	27.3%	12.2%	-2.9%	9.8%	14.1%	12.8%	8.2%	-8.1%	
Risk cost in bp of average RWA	73	73	129	55	45	37	82	204	15	-0	106	
Risk-weighted assets (end of period)	295,568	145,122	50,579	20,403	21,863	52,277	134,647	43,399	42,883	33,402	14,964	15,799
Staff (FTEs end of period)	66,179	54,895	14,002	9,583	3,386	27,923	11,284					

1) The comparative figures of 2012 have been restated to reflect the new pension accounting requirements under IFRS which took effect on 1 January 2013

2) Key figures based on underlying figures

3) Underlying after-tax return divided by average equity based on 10.0% core Tier 1 ratio (annualised)

# BANKING 2.1 PROFIT AND LOSS - 1Q2013

Banking: Profit and loss 1Q2013												
In EUR million	Total Banking	Retail Banking	Retail Netherlands	Retail Belgium	Retail Germany	Retail Rest of World	Commercial Banking	Industry Lending	General Lending & Transaction Services	Financial Markets	Bank Treasury Real Estate & Other	Corporate Line
Balance sheet related interest	2,917	2,000	824	426	294	456	888	375	225	176	112	30
Capital charge on book equity	-0	-43	-0	-	-22	-21	-153	-0	-	-0	-153	196
Interest benefit on economic capital	-1	72	21	10	15	25	64	21	20	14	9	-137
<b>Interest result</b>	<b>2,916</b>	<b>2,028</b>	<b>845</b>	<b>436</b>	<b>287</b>	<b>460</b>	<b>798</b>	<b>396</b>	<b>245</b>	<b>190</b>	<b>-32</b>	<b>90</b>
Funds transfer	147	130	77	23	2	29	17					0
Securities business	104	90	15	47	21	7	22					-8
Insurance broking	37	35	0	26	0	9	1					-
Management fees	32	31	7	24	-	-	1					-
Brokerage and advisory fees	65	8	-0	1	3	4	57					-
Other	169	23	12	-25	1	36	139					7
<b>Commission income</b>	<b>554</b>	<b>318</b>	<b>112</b>	<b>95</b>	<b>27</b>	<b>84</b>	<b>236</b>	<b>119</b>	<b>87</b>	<b>31</b>	<b>-2</b>	<b>-1</b>
Rental income	2	1	-	-	-0	1	1					-0
Other investment income	12	7	-	0	0	7	5					0
Investment income	14	7	-	0	-0	7	6	4	-	1	2	-0
Realised gains/losses on bonds	96	30	-	10	-	20	67					-1
Realised gains/losses on equities	14	11	-	-0	-	11	3					-1
Change in fair value real estate investments	-	-	-	-	-	-	-					-
Realised gains and fair value changes on investments	110	41	-	10	-	31	71	2	2	0	66	-2
<b>Total investment income</b>	<b>124</b>	<b>49</b>	<b>-</b>	<b>10</b>	<b>-0</b>	<b>39</b>	<b>77</b>	<b>6</b>	<b>2</b>	<b>2</b>	<b>67</b>	<b>-2</b>
Valuation results non-trading derivatives	-100	10	-3	0	-17	29	-64	-1	0	-21	-41	-46
Net trading income	344	57	11	47	-0	0	341	-13	11	292	51	-54
Other income	26	12	6	3	0	3	22	-13	-2	-7	44	-8
<b>Total other income</b>	<b>270</b>	<b>80</b>	<b>13</b>	<b>51</b>	<b>-17</b>	<b>33</b>	<b>299</b>	<b>-28</b>	<b>9</b>	<b>264</b>	<b>54</b>	<b>-109</b>
<b>Total underlying income</b>	<b>3,863</b>	<b>2,475</b>	<b>970</b>	<b>592</b>	<b>297</b>	<b>615</b>	<b>1,411</b>	<b>493</b>	<b>343</b>	<b>487</b>	<b>87</b>	<b>-22</b>
Staff and other expenses	2,094	1,518	569	351	176	422	578	109	179	229	61	-3
Intangibles amortisation and impairments	39	6	6	0	-	0	26	-	0	-	25	7
<b>Operating expenses</b>	<b>2,133</b>	<b>1,525</b>	<b>575</b>	<b>351</b>	<b>176</b>	<b>422</b>	<b>604</b>	<b>109</b>	<b>179</b>	<b>229</b>	<b>87</b>	<b>4</b>
<b>Gross result</b>	<b>1,730</b>	<b>950</b>	<b>395</b>	<b>241</b>	<b>121</b>	<b>193</b>	<b>807</b>	<b>384</b>	<b>164</b>	<b>258</b>	<b>0</b>	<b>-27</b>
Additions to loan loss provision	561	343	215	39	21	68	218	178	5	-0	34	0
<b>Underlying result before tax</b>	<b>1,169</b>	<b>607</b>	<b>180</b>	<b>202</b>	<b>100</b>	<b>125</b>	<b>589</b>	<b>206</b>	<b>159</b>	<b>258</b>	<b>-34</b>	<b>-27</b>
Taxation	331	152	45	65	33	9	152	49	33	62	7	27
Minority interests	30	22	-	-1	0	22	8	1	2	1	4	-
<b>Underlying net result</b>	<b>809</b>	<b>433</b>	<b>135</b>	<b>137</b>	<b>67</b>	<b>93</b>	<b>429</b>	<b>156</b>	<b>123</b>	<b>195</b>	<b>-44</b>	<b>-53</b>
Net gains/losses on divestments	-6	-6	-	-	-	-6	-	-	-	-	-	-
Net result from divested units	-37	-37	-	-	-	-37	-	-	-	-	-	-
Special items after tax	-23	-21	-21	-	-	-	-	-	-	-	-	-2
<b>Net result</b>	<b>744</b>	<b>369</b>	<b>114</b>	<b>137</b>	<b>67</b>	<b>51</b>	<b>429</b>	<b>156</b>	<b>123</b>	<b>195</b>	<b>-44</b>	<b>-55</b>
<b>Key figures<sup>1)</sup></b>												
Interest margin	1.38%											
Cost/income ratio	55.2%	61.6%	59.3%	59.3%	59.2%	68.6%	42.8%	22.1%	52.3%	47.0%	99.5%	n.a.
Return on equity based on IFRS-EU equity	9.0%											
Return on equity based on 10% core Tier 1 <sup>2)</sup>	12.1%	12.8%	10.3%	27.5%	12.1%	9.7%	13.8%	13.4%	13.0%	27.1%	-12.9%	
Risk cost in bp of average RWA	81	97	164	79	38	58	69	153	6	-0	109	
Risk-weighted assets (end of period)	278,225	140,214	53,759	19,656	21,549	45,251	129,824	49,460	38,410	28,408	13,546	8,187
Staff (FTEs end of period)	64,359	53,605	12,495	9,314	3,591	28,205	10,753					

1) Key figures based on underlying figures

2) Underlying after-tax return divided by average equity based on 10.0% core Tier 1 ratio (annualised)

# BANKING 2.2 CLIENT BALANCES - 2Q2013

Banking: Client balances 2Q2013											
In EUR billion	Total Banking	Retail Banking	Retail Netherlands	Retail Belgium	Retail Germany	Retail Rest of World	Commercial Banking	General Lending & Transaction Services	Industry Lending	Financial Markets	Bank Treasury Real Estate & Other
<b>Residential Mortgages</b>											
<b>Beginning of period Client Balances</b>	<b>287.0</b>	<b>287.0</b>	<b>143.7</b>	<b>30.2</b>	<b>60.0</b>	<b>53.1</b>	-	-	-	-	-
Net production	0.9	0.9	0.1	0.3	0.3	0.2	-	-	-	-	-
Acquisitions / divestments	-0.8	-0.8	-	-	-	-0.8	-	-	-	-	-
Market performance	-	-	-	-	-	-	-	-	-	-	-
FX impact and other	-4.4	-4.4	-0.2	-	-	-4.3	-	-	-	-	-
<b>End of period</b>	<b>282.6</b>	<b>282.6</b>	<b>143.6</b>	<b>30.4</b>	<b>60.4</b>	<b>48.2</b>	-	-	-	-	-
<b>Other Lending</b>											
<b>Beginning of period Client Balances</b>	<b>223.8</b>	<b>97.0</b>	<b>38.3</b>	<b>35.2</b>	<b>4.0</b>	<b>19.6</b>	<b>126.8</b>	<b>77.9</b>	<b>37.2</b>	<b>1.4</b>	<b>10.4</b>
Net production	0.5	1.3	-0.1	0.3	0.2	0.9	-0.8	-2.7	2.4	0.2	-0.7
Acquisitions / divestments	-	-	-	-	-	-	-	-	-	-	-
Market performance	-	-	-	-	-	-	-	-	-	-	-
FX impact and other	-2.2	-1.2	0.2	-	-	-1.3	-1.1	-0.8	-0.2	-0.0	-0.1
<b>End of period</b>	<b>222.1</b>	<b>97.1</b>	<b>38.4</b>	<b>35.5</b>	<b>4.1</b>	<b>19.1</b>	<b>125.0</b>	<b>74.4</b>	<b>39.3</b>	<b>1.6</b>	<b>9.6</b>
<b>Funds Entrusted</b>											
<b>Beginning of period Client Balances</b>	<b>465.5</b>	<b>391.9</b>	<b>116.7</b>	<b>78.7</b>	<b>101.2</b>	<b>95.3</b>	<b>73.5</b>	<b>1.1</b>	<b>37.9</b>	<b>3.3</b>	<b>31.2</b>
Net production	6.5	6.2	2.8	1.5	1.0	0.9	0.3	-0.2	-2.1	0.7	1.9
Acquisitions / divestments	-	-	-	-	-	-	-	-	-	-	-
Market performance	-	-	-	-	-	-	-	-	-	-	-
FX impact and other	-4.9	-4.6	-	-	-	-4.6	-0.3	-0.0	-0.1	-0.1	-0.1
<b>End of period</b>	<b>467.1</b>	<b>393.6</b>	<b>119.5</b>	<b>80.2</b>	<b>102.2</b>	<b>91.7</b>	<b>73.5</b>	<b>0.8</b>	<b>35.8</b>	<b>3.9</b>	<b>33.0</b>
<b>Assets under Management/Mutual Funds</b>											
<b>Beginning of period Client Balances</b>	<b>57.3</b>	<b>57.1</b>	<b>16.9</b>	<b>26.4</b>	<b>6.6</b>	<b>7.2</b>	<b>0.2</b>	-	-	-	<b>0.2</b>
Net production	0.9	0.9	0.2	0.4	-0.1	0.3	-0.0	-	-	-	-0.0
Acquisitions / divestments	-	-	-	-	-	-	-	-	-	-	-
Market performance	-1.5	-1.5	-0.3	-1.0	-0.2	-0.0	-	-	-	-	-
FX impact and other	-0.1	-0.1	-	-	-	-0.1	-0.0	-	-	-	-
<b>End of period</b>	<b>56.6</b>	<b>56.4</b>	<b>16.8</b>	<b>25.8</b>	<b>6.4</b>	<b>7.4</b>	<b>0.2</b>	-	-	-	<b>0.2</b>
<b>Total</b>											
<b>Beginning of period Client Balances</b>	<b>1,033.5</b>	<b>833.0</b>	<b>315.6</b>	<b>170.4</b>	<b>171.9</b>	<b>175.2</b>	<b>200.5</b>	<b>78.9</b>	<b>75.1</b>	<b>4.6</b>	<b>41.8</b>
Net production	8.8	9.3	3.0	2.4	1.5	2.4	-0.5	-2.9	0.3	1.0	1.1
Acquisitions / divestments	-0.8	-0.8	-	-	-	-0.8	-	-	-	-	-
Market performance	-1.5	-1.5	-0.3	-1.0	-0.2	-0.0	-	-	-	-	-
FX impact and other	-11.7	-10.3	-	-	-	-10.3	-1.4	-0.8	-0.3	-0.1	-0.2
<b>End of period</b>	<b>1,028.3</b>	<b>829.7</b>	<b>318.3</b>	<b>171.8</b>	<b>173.1</b>	<b>166.4</b>	<b>198.6</b>	<b>75.2</b>	<b>75.1</b>	<b>5.5</b>	<b>42.8</b>

## BANKING 2.3 ADDITIONAL INFORMATION RETAIL BANKING INTERNATIONAL

### Retail Banking International: Underlying profit before tax

In EUR million	2Q2013	2Q2012	1Q2013
RB Germany before impairm. & cap.gains/losses	159	108	100
Impairments and capital gains/losses <sup>1)</sup>	0	-8	0
<b>Retail Banking Germany</b>	<b>159</b>	<b>100</b>	<b>100</b>
RB Direct Rest of Europe before impairm. & cap.gains/losses	14	0	3
Impairments and capital gains/losses <sup>1)</sup>	0	-150	0
<b>Retail Banking Direct Rest of Europe</b>	<b>14</b>	<b>-149</b>	<b>3</b>
RB Direct Outside Europe before impairm. & cap.gains/losses	64	46	52
Impairments and capital gains/losses <sup>1)</sup>	0	0	0
<b>Retail Banking Direct Outside Europe</b>	<b>64</b>	<b>46</b>	<b>52</b>
<b>Total ING Direct countries</b>	<b>238</b>	<b>-4</b>	<b>155</b>
Retail Banking Central Europe	55	44	65
Retail Banking Asia <sup>2)</sup>	25	19	40
Retail Banking International (excl. UK Legacy run-off results)	317	59	260
UK Legacy run-off results	-53	-3	-35
<b>Retail Banking International</b>	<b>263</b>	<b>56</b>	<b>225</b>

1) Impairments on debt securities (including reversal of impairments) and capital gains/losses from portfolio restructuring related to bank-wide coordinated debt securities transactions

2) The comparative figures of 2012 have been restated to reflect the new pension accounting requirements under IFRS which took effect on 1 January 2013.

### Retail Banking International: Client balances

In EUR billion	Residential Mortgages		Other lending		Funds Entrusted		AuM/Mutual Funds	
	30 Jun 2013	31 Mar 2013	30 Jun 2013	31 Mar 2013	30 Jun 2013	31 Mar 2013	30 Jun 2013	31 Mar 2013
Germany	60.4	60.0	4.1	4.0	102.2	101.2	6.4	6.6
France	0.0	0.0	0.0	0.0	10.8	10.8	2.6	2.5
Italy	7.9	7.8	0.0	0.0	14.9	15.1	0.5	0.5
Spain	9.4	9.4	0.6	0.6	21.3	21.1	2.3	2.2
Australia	25.9	30.7	0.0	0.0	21.5	24.4	0.0	0.0
<b>Total ING Direct countries</b>	<b>103.5</b>	<b>107.9</b>	<b>4.8</b>	<b>4.6</b>	<b>170.7</b>	<b>172.5</b>	<b>11.8</b>	<b>11.8</b>
Retail Banking Central Europe	4.6	4.7	14.6	14.8	19.1	19.6	1.6	1.6
Retail Banking Asia	0.5	0.5	3.8	4.1	4.1	4.5	0.4	0.4
<b>Retail Banking International</b>	<b>108.6</b>	<b>113.1</b>	<b>23.3</b>	<b>23.5</b>	<b>193.9</b>	<b>196.5</b>	<b>13.8</b>	<b>13.9</b>

# BANKING 2.4 GEOGRAPHICAL SPLIT: ING BANK - 2Q2013

Banking: Geographical split ING Bank 2Q2013																			
In EUR million	Netherlands			Belgium			Germany			Rest of Europe			Outside Europe			Other <sup>1)</sup>			
	Total	Retail	Commercial	Total	Retail	Commercial	Total	Retail	Commercial	Total	Retail	Commercial	Total	Retail	Commercial	Total	Commercial	Corporate	
		Banking	Banking		Banking	Banking		Banking	Banking		Banking	Banking		Banking	Banking		Banking	Banking	Banking
<b>Profit &amp; Loss</b>																			
Interest result	1,089	893	196	519	440	79	345	322	23	593	317	277	338	150	188	121	-7	127	
Commission income	189	117	71	107	90	17	34	28	6	189	79	110	63	15	48	-0	0	-0	
Investment income	19	1	19	8	-0	8	0	0	-	12	3	9	7	-1	7	7	7	0	
Other income	70	13	57	152	39	113	4	3	1	71	13	58	73	31	42	-157	0	-157	
<b>Total underlying income</b>	<b>1,367</b>	<b>1,024</b>	<b>343</b>	<b>786</b>	<b>569</b>	<b>217</b>	<b>383</b>	<b>352</b>	<b>31</b>	<b>864</b>	<b>412</b>	<b>453</b>	<b>481</b>	<b>195</b>	<b>286</b>	<b>-29</b>	<b>1</b>	<b>-30</b>	
Staff and other expenses	724	560	165	458	364	94	184	173	12	484	320	164	193	91	101	20	7	13	
Intangibles amortisation and impairments	8	7	0	3	2	2	-	-	-	0	0	0	-	-	-	15	8	7	
<b>Operating expenses</b>	<b>732</b>	<b>567</b>	<b>165</b>	<b>462</b>	<b>366</b>	<b>96</b>	<b>184</b>	<b>173</b>	<b>12</b>	<b>484</b>	<b>320</b>	<b>164</b>	<b>193</b>	<b>91</b>	<b>101</b>	<b>35</b>	<b>15</b>	<b>20</b>	
<b>Gross result</b>	<b>635</b>	<b>457</b>	<b>178</b>	<b>324</b>	<b>202</b>	<b>122</b>	<b>199</b>	<b>179</b>	<b>19</b>	<b>380</b>	<b>92</b>	<b>288</b>	<b>288</b>	<b>104</b>	<b>185</b>	<b>-64</b>	<b>-14</b>	<b>-50</b>	
Additions to loan loss provision	282	218	64	40	41	-1	27	21	6	231	76	155	35	15	21	-0	-	-0	
<b>Underlying result before tax</b>	<b>353</b>	<b>240</b>	<b>114</b>	<b>284</b>	<b>161</b>	<b>123</b>	<b>172</b>	<b>159</b>	<b>13</b>	<b>148</b>	<b>15</b>	<b>133</b>	<b>253</b>	<b>89</b>	<b>164</b>	<b>-64</b>	<b>-14</b>	<b>-50</b>	
Retail Banking	240	240		161	161		159	159		15	15		89	89		-			
Commercial Banking	114		114	123		123	13		13	133		133	164		164	-14	-14		
Corporate Line																-50		-50	
<b>Underlying result before tax</b>	<b>353</b>	<b>240</b>	<b>114</b>	<b>284</b>	<b>161</b>	<b>123</b>	<b>172</b>	<b>159</b>	<b>13</b>	<b>148</b>	<b>15</b>	<b>133</b>	<b>253</b>	<b>89</b>	<b>164</b>	<b>-64</b>	<b>-14</b>	<b>-50</b>	
<b>Client balances (in EUR billion)</b>																			
Residential Mortgages	143.6	143.6	-	30.4	30.4	-	60.4	60.4	-	21.9	21.9	-	26.3	26.3	-	-	-	-	
Other lending	76.6	38.4	38.2	45.9	35.5	10.4	8.2	4.1	4.0	59.3	15.3	44.0	32.1	3.8	28.3	-0.0	0.0	-0.1	
Funds entrusted	160.6	119.5	41.1	92.8	80.2	12.7	102.9	102.2	0.6	81.9	66.1	15.8	28.8	25.6	3.3	-	-	-	
AuM/Mutual funds	16.8	16.8	-	25.8	25.8	-	6.4	6.4	-	7.2	7.0	0.2	0.4	0.4	-	-	-	-	
<b>Key figures<sup>2)</sup></b>																			
Cost/income ratio	53.5%	55.3%	48.2%	58.8%	64.4%	44.0%	48.1%	49.0%	37.9%	56.1%	77.8%	36.3%	40.0%	46.9%	35.4%	n.a.	n.a.	n.a.	
Return on equity based on 10.0% core Tier 1 <sup>3)</sup>	11.6%	13.1%	9.2%	26.5%	21.6%	34.0%	17.5%	19.7%	2.0%	5.2%	0.3%	8.0%	17.6%	17.8%	17.5%	-5.2%	-15.7%	-2.1%	
<b>Risk<sup>3)</sup></b>																			
Risk costs in bp of average RWA	125	158	74	48	81	-3	43	38	80	116	105	123	35	39	32	-0	-	-0	
Risk-weighted assets (end of period)	92,179	56,530	35,649	33,696	20,739	12,957	24,838	21,850	2,989	79,133	28,698	50,435	40,176	13,953	26,223	7,610	1,876	5,734	

1) Region Other consists of Corporate Line and Real Estate Development/Investment Portfolio

2) Key figures based on underlying figures

3) Underlying after-tax return divided by average equity based on 10.0% core Tier 1 ratio (annualised)

# BANKING 2.4 GEOGRAPHICAL SPLIT: ING BANK - 2Q2012

Banking: Geographical split ING Bank 2Q2012 <sup>1)</sup>																		
In EUR million	Netherlands			Belgium			Germany			Rest of Europe			Outside Europe			Other <sup>2)</sup>		
	Total	Retail Banking	Commercial Banking	Total	Retail Banking	Commercial Banking	Total	Retail Banking	Commercial Banking	Total	Retail Banking	Commercial Banking	Total	Retail Banking	Commercial Banking	Total	Commercial Banking	Corporate Line
<b>Profit &amp; Loss</b>																		
Interest result	1,072	844	227	552	431	121	302	284	18	597	288	310	318	132	186	15	-8	23
Commission income	205	128	77	109	86	22	23	20	3	176	67	109	61	15	46	3	0	3
Investment income	6	2	4	7	-0	7	-8	-8	-	0	1	-1	20	9	11	27	1	26
Other income	81	-0	81	11	25	-15	-8	-8	1	-92	-117	25	65	7	58	52	7	45
<b>Total underlying income</b>	<b>1,363</b>	<b>974</b>	<b>389</b>	<b>678</b>	<b>543</b>	<b>135</b>	<b>309</b>	<b>287</b>	<b>22</b>	<b>682</b>	<b>239</b>	<b>442</b>	<b>464</b>	<b>163</b>	<b>302</b>	<b>97</b>	<b>-0</b>	<b>97</b>
Staff and other expenses	681	551	131	420	326	94	172	162	10	482	308	174	204	90	113	28	11	17
Intangibles amortisation and impairments	4	4	-	-0	0	-0	-	-	-	0	-	0	-	-	-	51	44	7
<b>Operating expenses</b>	<b>685</b>	<b>555</b>	<b>131</b>	<b>420</b>	<b>326</b>	<b>94</b>	<b>172</b>	<b>162</b>	<b>10</b>	<b>482</b>	<b>308</b>	<b>174</b>	<b>204</b>	<b>90</b>	<b>113</b>	<b>80</b>	<b>55</b>	<b>25</b>
<b>Gross result</b>	<b>678</b>	<b>420</b>	<b>258</b>	<b>259</b>	<b>217</b>	<b>41</b>	<b>136</b>	<b>124</b>	<b>12</b>	<b>200</b>	<b>-69</b>	<b>268</b>	<b>260</b>	<b>72</b>	<b>188</b>	<b>17</b>	<b>-56</b>	<b>73</b>
Additions to loan loss provision	283	161	123	26	28	-2	25	25	1	152	40	112	52	8	44	-	-	-
<b>Underlying result before tax</b>	<b>395</b>	<b>259</b>	<b>136</b>	<b>232</b>	<b>189</b>	<b>43</b>	<b>111</b>	<b>100</b>	<b>11</b>	<b>47</b>	<b>-108</b>	<b>156</b>	<b>208</b>	<b>64</b>	<b>144</b>	<b>17</b>	<b>-56</b>	<b>73</b>
Retail Banking	259	259		189	189		100	100		-108	-108		64	64		-		
Commercial Banking	136		136	43		43	11		11	156		156	144		144	-56		-56
Corporate Line																73		73
<b>Underlying result before tax</b>	<b>395</b>	<b>259</b>	<b>136</b>	<b>232</b>	<b>189</b>	<b>43</b>	<b>111</b>	<b>100</b>	<b>11</b>	<b>47</b>	<b>-108</b>	<b>156</b>	<b>208</b>	<b>64</b>	<b>144</b>	<b>17</b>	<b>-56</b>	<b>73</b>
<b>Client balances (in EUR billion)</b>																		
Residential Mortgages	142.5	142.5	-	29.8	29.8	-	58.2	58.2	-	27.6	27.6	-	53.9	53.9	-	-	-	-
Other lending	85.4	41.1	44.2	42.9	32.7	10.2	7.0	3.6	3.4	63.3	13.9	49.4	34.0	4.0	29.9	0.1	0.1	-
Funds entrusted	143.2	113.8	29.4	86.0	73.8	12.1	92.3	91.9	0.4	91.2	77.7	13.5	51.6	49.2	2.5	-	-	-
AuM/Mutual funds	15.3	15.3	-	25.5	25.5	-	5.9	5.9	-	6.2	6.0	0.2	1.1	1.1	-	-	-	-
<b>Key figures<sup>3)</sup></b>																		
Cost/income ratio	50.3%	56.9%	33.6%	61.9%	60.0%	69.3%	55.8%	56.6%	45.5%	70.7%	128.7%	39.4%	43.9%	55.6%	37.6%	82.4%	n.a.	25.3%
Return on equity based on 10.0% core Tier 1 <sup>4)</sup>	14.4%	15.8%	12.3%	18.7%	27.3%	8.0%	12.2%	12.2%	12.0%	1.3%	-10.5%	9.7%	14.2%	11.8%	15.5%	1.4%	-72.7%	15.1%
<b>Risk<sup>3)</sup></b>																		
Risk costs in bp of average RWA	134	129	141	29	55	-4	42	45	10	75	47	94	44	18	58	-	-	-
Risk-weighted assets (end of period)	85,458	50,579	34,879	37,607	20,403	17,204	24,448	21,863	2,585	82,875	34,671	48,204	46,594	17,606	28,988	18,587	2,788	15,799

1) The comparative figures of 2012 have been restated to reflect the new pension accounting requirements under IFRS which took effect on 1 January 2013

2) Region Other consists of Corporate Line and Real Estate Development/Investment Portfolio

3) Key figures based on underlying figures

4) Underlying after-tax return divided by average equity based on 10.0% core Tier 1 ratio (annualised)

# BANKING 2.4 GEOGRAPHICAL SPLIT: ING BANK - 1Q2013

Banking: Geographical Split ING Bank 1Q2013																		
In EUR million	Netherlands			Belgium			Germany			Rest of Europe			Outside Europe			Other <sup>1)</sup>		
	Total	Retail Banking	Commercial Banking	Total	Retail Banking	Commercial Banking	Total	Retail Banking	Commercial Banking	Total	Retail Banking	Commercial Banking	Total	Retail Banking	Commercial Banking	Total	Commercial Banking	Corporate Line
<b>Profit &amp; Loss</b>																		
Interest result	1,021	845	176	555	436	119	305	287	18	585	308	278	362	152	210	87	-2	90
Commission income	168	112	57	116	95	21	35	27	8	183	71	112	52	14	38	-1	0	-1
Investment income	31	-	31	35	10	25	-0	-0	-	31	18	14	28	21	7	-1	1	-2
Other income	84	13	70	107	51	56	-13	-17	4	133	25	108	55	7	48	-96	13	-109
<b>Total underlying income</b>	<b>1,303</b>	<b>970</b>	<b>333</b>	<b>813</b>	<b>592</b>	<b>221</b>	<b>328</b>	<b>297</b>	<b>30</b>	<b>933</b>	<b>421</b>	<b>511</b>	<b>497</b>	<b>194</b>	<b>303</b>	<b>-10</b>	<b>12</b>	<b>-22</b>
Staff and other expenses	729	569	160	475	351	125	186	176	10	500	330	169	198	92	107	5	8	-3
Intangibles amortisation and impairments	6	6	-	0	0	0	-	-	-	0	0	-0	-	-	-	33	25	7
<b>Operating expenses</b>	<b>736</b>	<b>575</b>	<b>160</b>	<b>476</b>	<b>351</b>	<b>125</b>	<b>186</b>	<b>176</b>	<b>10</b>	<b>500</b>	<b>330</b>	<b>169</b>	<b>198</b>	<b>92</b>	<b>107</b>	<b>38</b>	<b>33</b>	<b>4</b>
<b>Gross result</b>	<b>568</b>	<b>395</b>	<b>173</b>	<b>337</b>	<b>241</b>	<b>96</b>	<b>141</b>	<b>121</b>	<b>20</b>	<b>433</b>	<b>91</b>	<b>342</b>	<b>299</b>	<b>102</b>	<b>197</b>	<b>-48</b>	<b>-21</b>	<b>-27</b>
Additions to loan loss provision	277	215	63	49	39	9	28	21	7	201	58	143	6	10	-4	0	-	0
<b>Underlying result before tax</b>	<b>290</b>	<b>180</b>	<b>110</b>	<b>289</b>	<b>202</b>	<b>87</b>	<b>113</b>	<b>100</b>	<b>13</b>	<b>232</b>	<b>33</b>	<b>200</b>	<b>293</b>	<b>92</b>	<b>201</b>	<b>-48</b>	<b>-21</b>	<b>-27</b>
Retail Banking	180	180		202	202		100	100		33	33		92	92		-		
Commercial Banking	110		110	87		87	13		13	200		200	201		201	-21	-21	
Corporate Line																-27		-27
<b>Underlying result before tax</b>	<b>290</b>	<b>180</b>	<b>110</b>	<b>289</b>	<b>202</b>	<b>87</b>	<b>113</b>	<b>100</b>	<b>13</b>	<b>232</b>	<b>33</b>	<b>200</b>	<b>293</b>	<b>92</b>	<b>201</b>	<b>-48</b>	<b>-21</b>	<b>-27</b>
<b>Client balances (in EUR billion)</b>																		
Residential Mortgages	143.7	143.7	-	30.2	30.2	-	60.0	60.0	-	21.8	21.8	-	31.2	31.2	-	-	-	-
Other lending	77.0	38.3	38.7	45.1	35.2	9.9	8.1	4.0	4.1	62.1	15.4	46.7	31.5	4.1	27.4	0.0	0.0	-
Funds entrusted	156.0	116.7	39.3	93.6	78.7	14.9	101.7	101.2	0.5	82.5	66.5	16.1	31.6	28.9	2.7	-0.0	-	-0.0
AuM/Mutual funds	16.9	16.9	-	26.4	26.4	-	6.6	6.6	-	7.0	6.8	0.2	0.4	0.4	-	-	-	-
<b>Key figures<sup>2)</sup></b>																		
Cost/income ratio	56.4%	59.3%	48.1%	58.5%	59.3%	56.5%	56.9%	59.2%	33.9%	53.6%	78.4%	33.1%	39.9%	47.4%	35.2%	n.a.	279.1%	n.a.
Return on equity based on 10.0% core Tier 1 <sup>3)</sup>	10.3%	10.3%	10.1%	24.0%	27.5%	19.0%	11.7%	12.1%	8.2%	8.7%	2.3%	12.8%	22.7%	23.6%	22.1%	-27.6%	-36.3%	-25.4%
<b>Risk<sup>3)</sup></b>																		
Risk costs in bp of average RWA	132	164	78	57	79	27	45	38	98	100	75	116	5	24	-6	0	-	0
Risk-weighted assets (end of period)	87,822	53,759	34,064	33,398	19,656	13,742	24,655	21,549	3,106	80,007	29,605	50,402	41,872	15,646	26,226	10,470	2,284	8,187

1) Region Other consists of Corporate Line and Real Estate Development/Investment Portfolio

2) Key figures based on underlying figures

3) Underlying after-tax return divided by average equity based on 10.0% core Tier 1 ratio (annualised)

# INSURANCE EURASIA 3.1 PROFIT AND LOSS - 2Q2013

Insurance EurAsia: Profit and loss 2Q2013						
In EUR million	Total EurAsia	Insurance Benelux	Insurance CRE	Insurance Asia	Investment Management	Corporate Line
Gross premium income	1,498	1,022	469		-	7
Commission income	165	12	37		117	-1
Total investment and other income	713	628	77		0	9
<b>Total underlying income</b>	<b>2,376</b>	<b>1,662</b>	<b>583</b>		<b>117</b>	<b>15</b>
Reinsurance and retrocession premiums	22	22	10		-	-10
Net benefits Life insurance for risk company and Non-Life claims incurred	2,169	1,736	408		-	25
Changes in Life insurance provisions for risk company	-530	-515	-3		-	-11
Result sharing and rebates	11	10	1		-	-0
Change in deferred acquisition costs	20	24	-3		-	-0
Other underwriting expenditure (incl. change in provision unearned premiums)	37	-25	61		-	0
Underwriting expenditure	1,729	1,252	474		-	3
Operating expenses	415	229	69		76	41
Interest expenses	48	16	0		0	32
Other	2	-0	0		0	2
<b>Total underlying expenditure</b>	<b>2,194</b>	<b>1,496</b>	<b>543</b>		<b>76</b>	<b>79</b>
<b>Underlying result before tax</b>	<b>182</b>	<b>166</b>	<b>39</b>		<b>41</b>	<b>-64</b>
Taxation	47	31	11		10	-5
Minority interests	4	2	2		-0	0
<b>Underlying net result</b>	<b>131</b>	<b>133</b>	<b>26</b>		<b>31</b>	<b>-59</b>
Net gains/losses on divestments	-4	-	-	-7	4	0
Net results from divested units	0	-	-		-	0
Net result from discontinued operations	-98	-	-	92	0	-190
Special items after tax	-10	-13	-3		-	6
<b>Net result</b>	<b>20</b>	<b>120</b>	<b>23</b>	<b>85</b>	<b>35</b>	<b>-243</b>
<b>New business figures</b>						
Single premiums	377	192	186			
Annual premiums	120	21	99			
New sales (APE)	157	40	118			
<b>Other key figures</b>						
Employees (FTEs end of period)	11,339	5,303	3,688		1,154	

# INSURANCE EURASIA 3.1 PROFIT AND LOSS - 2Q2012

Insurance EurAsia: Profit and loss 2Q2012 <sup>1)</sup>						
In EUR million	Total EurAsia	Insurance Benelux	Insurance CRE	Insurance Asia	Investment Management	Corporate Line
Gross premium income	1,774	1,305	453		-	15
Commission income	152	13	30		109	-1
Total investment and other income	795	679	88		3	25
<b>Total underlying income</b>	<b>2,721</b>	<b>1,998</b>	<b>572</b>		<b>112</b>	<b>40</b>
Reinsurance and retrocession premiums	14	13	9		-	-8
Net benefits Life insurance for risk company and Non-Life claims incurred	2,275	1,785	462		-	28
Changes in Life insurance provisions for risk company	-34	13	-61		-	15
Result sharing and rebates	10	24	-15		-	-0
Change in deferred acquisition costs	24	24	-0		-	-0
Other underwriting expenditure (incl. change in provision unearned premiums)	24	-32	54		-	1
Underwriting expenditure	2,312	1,827	449		-	37
Operating expenses	426	232	70		78	46
Interest expenses	87	34	0		1	52
Other	6	-0	0		0	6
<b>Total underlying expenditure</b>	<b>2,831</b>	<b>2,093</b>	<b>518</b>		<b>79</b>	<b>141</b>
<b>Underlying result before tax</b>	<b>-110</b>	<b>-95</b>	<b>53</b>		<b>33</b>	<b>-101</b>
Taxation	-31	-36	16		9	-20
Minority interests	-0	-2	2		-0	-0
<b>Underlying net result</b>	<b>-79</b>	<b>-57</b>	<b>36</b>		<b>24</b>	<b>-81</b>
Net gains/losses on divestments	-186	-7	-		-180	0
Net results from divested units	-3	-12	-		-	10
Net result from discontinued operations	111	-	-	112	-4	3
Special items after tax	63	-24	-5		-1	92
<b>Net result</b>	<b>-93</b>	<b>-101</b>	<b>31</b>	<b>112</b>	<b>-159</b>	<b>24</b>
<b>New business figures</b>						
Single premiums	572	426	146			
Annual premiums	141	69	72			
New sales (APE)	198	111	87			
<b>Other key figures</b>						
Employees (FTEs end of period)	11,959	6,498	3,761		1,216	

1) The comparative figures of 2012 have been restated to reflect the new pension accounting requirements under IFRS which took effect on 1 January 2013.

# INSURANCE EURASIA 3.1 PROFIT AND LOSS - 1Q2013

Insurance EurAsia: Profit and loss 1Q2013						
In EUR million	Total EurAsia	Insurance Benelux	Insurance CRE	Insurance Asia	Investment Management	Corporate Line
Gross premium income	2,848	2,406	432		-	10
Commission income	149	13	28		109	-1
Total investment and other income	640	569	73		1	-3
<b>Total underlying income</b>	<b>3,637</b>	<b>2,988</b>	<b>533</b>		<b>110</b>	<b>6</b>
Reinsurance and retrocession premiums	39	23	24		-	-9
Net benefits Life insurance for risk company and Non-Life claims incurred	2,301	1,741	506		-	54
Changes in Life insurance provisions for risk company	178	364	-159		-	-27
Result sharing and rebates	5	3	2		-	-0
Change in deferred acquisition costs	-25	-23	-2		-	-0
Other underwriting expenditure (incl. change in provision unearned premiums)	548	492	56		-	1
Underwriting expenditure	3,047	2,599	428		-	20
Operating expenses	434	245	70		79	40
Interest expenses	69	16	0		0	52
Other	2	-0	-		0	2
<b>Total underlying expenditure</b>	<b>3,552</b>	<b>2,860</b>	<b>498</b>		<b>79</b>	<b>114</b>
<b>Underlying result before tax</b>	<b>85</b>	<b>128</b>	<b>34</b>		<b>31</b>	<b>-108</b>
Taxation	19	22	6		8	-18
Minority interests	2	0	2		0	-0
<b>Underlying net result</b>	<b>64</b>	<b>105</b>	<b>26</b>		<b>22</b>	<b>-91</b>
Net gains/losses on divestments	945	-	-	945	-	-
Net results from divested units	-1	-	-		-	-1
Net result from discontinued operations	155	-	-	139	2	14
Special items after tax	-21	-16	-1		-	-5
<b>Net result</b>	<b>1,142</b>	<b>90</b>	<b>25</b>	<b>1,084</b>	<b>24</b>	<b>-82</b>
<b>New business figures</b>						
Single premiums	396	262	134			
Annual premiums	194	90	104			
New sales (APE)	234	116	118			
<b>Other key figures</b>						
Employees (FTEs end of period)	11,564	6,173	3,720		1,187	

# INSURANCE EURASIA 3.2 MARGIN ANALYSIS - 2Q2013

Insurance EurAsia: Margin analysis 2Q2013					
In EUR million	Total EurAsia	Insurance Benelux	Insurance CRE	Investment Management	Corporate Line
<b>Margin analysis</b>					
Investment margin	194	184	10	0	
Fees and premium based revenues	351	125	109	117	
Technical margin	105	69	36	-	
Income non-modelled life business	6	-0	6	0	
<b>Life Insurance &amp; Investment Management operating income</b>	<b>657</b>	<b>378</b>	<b>162</b>	<b>117</b>	
Administrative expenses	279	136	67	76	
DAC amortisation and trail commissions	95	37	58	0	
<b>Life Insurance &amp; Investment Management expenses</b>	<b>374</b>	<b>173</b>	<b>125</b>	<b>76</b>	
<b>Life Insurance &amp; Investment Management operating result</b>	<b>283</b>	<b>205</b>	<b>37</b>	<b>41</b>	
Non-life operating result	45	43	2		
Corporate line operating result	-72				-72
<b>Operating result</b>	<b>256</b>	<b>249</b>	<b>38</b>	<b>41</b>	<b>-72</b>
Gains/losses and impairments	-15	-28	1	0	12
Revaluations	5	8	-	-	-4
Market & other impacts	-63	-63	-0	-	0
<b>Underlying result before tax</b>	<b>182</b>	<b>166</b>	<b>39</b>	<b>41</b>	<b>-64</b>
<b>Key figures</b>					
Gross premium income	1,498	1,022	469		7
Administrative expenses / operating income (Life Insurance & Investment Management)	42.5%	36.0%	41.4%	65.0%	
Life general account invested assets (end of period, in EUR billion)	67	61	6		
Investment margin / Life general account invested assets (four quarter rolling average, in bps)	94	96	82		
Prov. for life insurance & investm. contracts for risk policyholder (EUR billion, end of period)	24.6	20.9	3.7		
Net production Client balances (in EUR billion)	5.8	-0.8	0.3	6.3	
Client balances (end of period, in EUR billion)	192.0	70.9	29.2	91.9	
Administrative expenses (total)	414	229	68	76	41

# INSURANCE EURASIA 3.2 MARGIN ANALYSIS - 2Q2012

Insurance EurAsia: Margin analysis 2Q2012 <sup>1)</sup>					
In EUR million	Total EurAsia	Insurance Benelux	Insurance CRE	Investment Management	Corporate Line
<b>Margin analysis</b>					
Investment margin	196	180	15	2	
Fees and premium based revenues	355	143	103	109	
Technical margin	99	56	43	-	
Income non-modelled life business	6	1	5	-0	
<b>Life Insurance &amp; Investment Management operating income</b>	<b>658</b>	<b>381</b>	<b>166</b>	<b>111</b>	
Administrative expenses	288	142	68	78	
DAC amortisation and trail commissions	98	44	54	0	
<b>Life Insurance &amp; Investment Management expenses</b>	<b>387</b>	<b>187</b>	<b>122</b>	<b>78</b>	
<b>Life Insurance &amp; Investment Management operating result</b>	<b>271</b>	<b>194</b>	<b>44</b>	<b>33</b>	
Non-life operating result	36	34	2		
Corporate line operating result	-105				-105
<b>Operating result</b>	<b>203</b>	<b>228</b>	<b>47</b>	<b>33</b>	<b>-105</b>
Gains/losses and impairments	-60	-50	-13	0	3
Revaluations	-22	-44	20	-	1
Market & other impacts	-230	-229	-0	-	-1
<b>Underlying result before tax</b>	<b>-110</b>	<b>-95</b>	<b>53</b>	<b>33</b>	<b>-101</b>
<b>Key figures</b>					
Gross premium income	1,774	1,305	453		15
Administrative expenses / operating income (Life Insurance & Investment Management)	43.8%	37.3%	41.0%	70.3%	
Life general account invested assets (end of period, in EUR billion)	67	60	7		
Investment margin / Life general account invested assets (four quarter rolling average, in bps)	109	111	90		
Prov. for life insurance & investm. contracts for risk policyholder (EUR billion, end of period)	25.7	22.1	3.6		
Net production Client balances (in EUR billion)	-1.9	-0.6	0.1	-1.4	
Client balances (end of period, in EUR billion)	170.5	70.7	27.0	72.8	
Administrative expenses (total)	425	233	69	78	46

1) The comparative figures of 2012 have been restated to reflect the new pension accounting requirements under IFRS which took effect on 1 January 2013.

# INSURANCE EURASIA 3.2 MARGIN ANALYSIS - 1Q2013

Insurance EurAsia: Margin analysis 1Q2013					
In EUR million	Total EurAsia	Insurance Benelux	Insurance CRE	Investment Management	Corporate Line
<b>Margin analysis</b>					
Investment margin	127	114	12	1	
Fees and premium based revenues	379	169	101	109	
Technical margin	86	47	39	-	
Income non-modelled life business	5	0	5	-0	
<b>Life Insurance &amp; Investment Management operating income</b>	<b>596</b>	<b>330</b>	<b>157</b>	<b>110</b>	
Administrative expenses	295	148	69	79	
DAC amortisation and trail commissions	102	47	55	0	
<b>Life Insurance &amp; Investment Management expenses</b>	<b>397</b>	<b>194</b>	<b>124</b>	<b>79</b>	
<b>Life Insurance &amp; Investment Management operating result</b>	<b>199</b>	<b>135</b>	<b>33</b>	<b>31</b>	
Non-life operating result	-3	-4	1		
Corporate line operating result	-117				-117
<b>Operating result</b>	<b>79</b>	<b>132</b>	<b>34</b>	<b>31</b>	<b>-117</b>
Gains/losses and impairments	50	41	0	0	9
Revaluations	-10	-10	-	-	0
Market & other impacts	-34	-34	-	-	-0
<b>Underlying result before tax</b>	<b>85</b>	<b>128</b>	<b>34</b>	<b>31</b>	<b>-108</b>
<b>Key figures</b>					
Gross premium income	2,848	2,406	432		10
Administrative expenses / operating income (Life Insurance & Investment Management)	49.5%	44.8%	43.9%	71.8%	
Life general account invested assets (end of period, in EUR billion)	68	62	6		
Investment margin / Life general account invested assets (four quarter rolling average, in bps)	94	95	86		
Prov. for life insurance & investm. contracts for risk policyholder (EUR billion, end of period)	25.7	21.9	3.8		
Net production Client balances (in EUR billion)	2.1	-0.3	0.1	2.3	
Client balances (end of period, in EUR billion)	188.6	71.3	29.6	87.6	
Administrative expenses (total)	434	245	70	79	40

# INSURANCE EURASIA 3.3 CLIENT BALANCES: LIFE INSURANCE & IM - 2Q2013

Insurance EurAsia: Client balances 2Q2013				
In EUR billion	Total EurAsia	Insurance Benelux	Insurance CRE	Investment Management
<b>Client Balances included on Balance Sheet</b>				
<b>Beginning of period</b>	<b>80.9</b>	<b>71.3</b>	<b>9.6</b>	-
Deposits	1.1	0.7	0.4	-
Withdrawals / Benefits	-1.9	-1.5	-0.4	-
Net production	-0.8	-0.8	-0.0	-
Acquisition / Divestments / Transfers	-0.0	-	-	-
Market performance / Interest credited	0.2	0.3	-0.1	-
FX impact and other	-0.1	-	-0.1	-
<b>End of period</b>	<b>80.3</b>	<b>70.9</b>	<b>9.5</b>	-
<b>Off Balance Sheet Institutional Asset Management<sup>1)</sup></b>				
<b>Beginning of period</b>	<b>74.6</b>	-	-	<b>74.6</b>
Deposits	11.8	-	-	11.8
Withdrawals / Benefits	-6.5	-	-	-6.5
Net production	5.3	-	-	5.3
Acquisition / Divestments / Transfers	0.0	-	-	0.0
Market performance / Interest credited	-1.5	-	-	-1.5
FX impact and other	-0.0	-	-	-0.0
<b>End of period</b>	<b>78.4</b>	-	-	<b>78.4</b>
<b>Off Balance Sheet Pension and Mutual Funds business<sup>2)</sup></b>				
<b>Beginning of period</b>	<b>33.0</b>	-	<b>20.0</b>	<b>13.0</b>
Deposits	3.3	-	0.4	2.9
Withdrawals / Benefits	-2.1	-	-0.1	-2.0
Net production	1.3	-	0.3	0.9
Acquisition / Divestments / Transfers	0.0	-	-	-0.0
Market performance / Interest credited	-0.2	-	0.0	-0.3
FX impact and other	-0.8	-	-0.6	-0.1
<b>End of period</b>	<b>33.3</b>	-	<b>19.8</b>	<b>13.5</b>
<b>Total Client Balances</b>				
<b>Beginning of period</b>	<b>188.6</b>	<b>71.3</b>	<b>29.6</b>	<b>87.6</b>
Deposits	16.3	0.7	0.8	14.8
Withdrawals / Benefits	-10.5	-1.5	-0.5	-8.5
Net production	5.8	-0.8	0.3	6.3
Acquisition / Divestments / Transfers	0.0	-	-	0.0
Market performance / Interest credited	-1.5	0.3	-0.0	-1.8
FX impact and other	-0.9	-	-0.7	-0.2
<b>End of period</b>	<b>192.0</b>	<b>70.9</b>	<b>29.2</b>	<b>91.9</b>

1) Off Balance Sheet Institutional Asset Management includes third party assets under management on behalf of institutional clients.

2) Off Balance Sheet Pension and Mutual Funds business includes third party assets under management on behalf of retail clients and defined contribution pension fund assets under management where the individual member is the end client.

## INSURANCE EURASIA 3.4 ADDITIONAL INFORMATION: KEY FIGURES BY COUNTRY

### Insurance: Gross written premiums by country

In EUR million	2Q2013	2Q2012	1Q2013
Netherlands	906	1,059	2,289
Belgium / Luxembourg	116	247	117
<b>Insurance Benelux</b>	<b>1,022</b>	<b>1,305</b>	<b>2,406</b>
Poland	133	97	94
Czech Republic	52	81	54
Hungary	55	51	57
Spain	109	105	117
Other	121	120	110
<b>Insurance CRE</b>	<b>469</b>	<b>453</b>	<b>432</b>

### Insurance: New sales (APE) by country

In EUR million	2Q2013	2Q2012	1Q2013
Netherlands	27	78	102
Belgium / Luxembourg	13	34	14
<b>Insurance Benelux</b>	<b>40</b>	<b>111</b>	<b>116</b>
Poland	25	16	23
Czech Republic	8	14	11
Hungary	5	5	6
Spain	15	16	16
Other	64	36	61
<b>Insurance CRE</b>	<b>118</b>	<b>87</b>	<b>118</b>

### Insurance: Underlying result before tax by country

In EUR million	2Q2013	2Q2012 <sup>1)</sup>	1Q2013
Netherlands	149	-85	121
Belgium / Luxembourg	16	-10	6
<b>Insurance Benelux</b>	<b>166</b>	<b>-95</b>	<b>128</b>
Poland	25	26	27
Czech Republic	4	10	7
Hungary	3	2	4
Spain	6	14	5
Other	1	2	-8
<b>Insurance CRE</b>	<b>39</b>	<b>53</b>	<b>34</b>

1) The comparative figures of 2012 have been restated to reflect the new pension accounting requirements under IFRS which took effect on 1 January 2013.

## INSURANCE EURASIA 3.5 ADDITIONAL INFORMATION: BENELUX NON-LIFE

### Benelux Non-life<sup>1)</sup>

	2Q2013	2Q2012 <sup>2)</sup>	1Q2013
Combined ratio	102.4%	102.7%	106.6%
Claims ratio	69.4%	73.7%	73.7%
Expense ratio	33.0%	29.0%	32.9%

1) Year-to-date basis

2) The comparative figures of 2012 have been restated to reflect the new pension accounting requirements under IFRS which took effect on 1 January 2013.

### Gross premiums by line of business

In EUR million	2Q2013	2Q2012	1Q2013
Fire	90	90	135
Marine & Aviation	5	4	11
Motor	75	71	119
Health	-	-	-
Income/Accident	103	115	431
Miscellaneous	30	32	81
Indirect business	1	0	1
<b>Total</b>	<b>305</b>	<b>312</b>	<b>778</b>

### Underlying result before tax by line of business

In EUR million	2Q2013	2Q2012 <sup>1)</sup>	1Q2013
Fire	14	5	6
Marine & Aviation	2	2	-0
Motor	-7	1	-4
Health	-	-	-
Income/Accident	21	5	-6
Miscellaneous	11	13	-0
Indirect business	0	-1	-0
<b>Total</b>	<b>41</b>	<b>26</b>	<b>-4</b>

1) The comparative figures of 2012 have been restated to reflect the new pension accounting requirements under IFRS which took effect on 1 January 2013.

## INSURANCE EURASIA 3.6 ADDITIONAL INFORMATION: INVESTMENT MANAGEMENT

### Assets under Management (AuM) and Assets under Administration (AuA)

In EUR billion	2Q2013	2Q2012	1Q2013
Proprietary (general account assets)	74.3	73.4	77.8
Retail	45.3	41.9	45.7
Institutional	56.3	58.2	61.0
<b>Total Assets under Management</b>	<b>176.0</b>	<b>173.5</b>	<b>184.5</b>
Assets under Administration	38.2	21.4	28.9

### AuM by investor category and Investor class (2Q2013)

In EUR billion	Proprietary	Retail	Institutional	Total
Equity	1.8	19.6	10.9	32.3
Fixed income	71.9	24.4	43.7	139.9
Money Market	0.6	1.4	1.7	3.8
<b>Total</b>	<b>74.3</b>	<b>45.3</b>	<b>56.3</b>	<b>176.0</b>

### AUM rollforward (2Q2013)

In EUR billion	Proprietary	Retail	Institutional	Total
<b>Beginning of period</b>	<b>77.8</b>	<b>45.7</b>	<b>61.0</b>	<b>184.5</b>
Net inflow	-1.0	0.6	-3.2	-3.6
Acquisition/ Divestments	0.0	0.0	0.0	0.0
Market performance	-1.8	-0.5	-1.4	-3.8
FX impact and other	-0.6	-0.5	-0.1	-1.2
<b>End of period</b>	<b>74.3</b>	<b>45.3</b>	<b>56.3</b>	<b>176.0</b>

# INSURANCE ING U.S. 4.1 PROFIT AND LOSS - 2Q2013

Insurance ING U.S.: Profit and loss 2Q2013					
In EUR million	ING U.S.	Insurance US	Investment Management	US Closed Block VA	Corporate Line
Gross premium income	2,983	2,849	-	134	0
Commission income	229	72	110	48	0
Total investment and other income	82	634	-14	-539	-0
<b>Total underlying income</b>	<b>3,294</b>	<b>3,555</b>	<b>95</b>	<b>-357</b>	<b>-0</b>
Reinsurance and retrocession premiums	377	376	-	1	0
Net benefits Life insurance for risk company and Non-Life claims incurred	3,529	2,589	-	939	-0
Changes in Life insurance provisions for risk company	-1,151	100	-	-1,251	0
Result sharing and rebates	-52	-52	-	-	-
Change in deferred acquisition costs	20	24	-0	-3	0
Other underwriting expenditure (incl. change in provision unearned premiums)	194	143	1	45	4
Underwriting expenditure	2,917	3,180	1	-268	4
Operating expenses	359	253	83	23	-0
Interest expenses	35	2	-0	-0	33
Other	2	-	-	-	2
<b>Total underlying expenditure</b>	<b>3,313</b>	<b>3,435</b>	<b>84</b>	<b>-245</b>	<b>39</b>
<b>Underlying result before tax</b>	<b>-19</b>	<b>121</b>	<b>12</b>	<b>-112</b>	<b>-40</b>
Taxation	44	-14	10	72	-25
Minority interests	-48	11	-15	-43	-1
<b>Underlying net result</b>	<b>-15</b>	<b>123</b>	<b>17</b>	<b>-141</b>	<b>-14</b>
Net gains/losses on divestments	-	-	-	-	-
Net results from divested units	-	-	-	-	-
Net result from discontinued operations	-	-	-	-	-
Special items after tax	-8	-8	-	-	-
<b>Net result</b>	<b>-23</b>	<b>114</b>	<b>17</b>	<b>-141</b>	<b>-14</b>
<b>New business figures</b>					
Single premiums	1,895	1,895	-	-	-
Annual premiums	237	237	-	-	-
New sales (APE)	427	427	-	-	-
<b>Other key figures</b>					
Employees (FTEs end of period) <sup>1)</sup>	6,845	6,066	779	-	-

1) Insurance US includes US Closed Block VA FTEs

# INSURANCE ING U.S. 4.1 PROFIT AND LOSS - 2Q2012

Insurance ING U.S.: Profit and loss 2Q2012 <sup>1)</sup>					
In EUR million	ING U.S.	Insurance US	Investment Management	US Closed Block VA	Corporate Line
Gross premium income	3,039	2,925	-	114	0
Commission income	208	69	92	46	0
Total investment and other income	1,827	1,014	11	804	-1
<b>Total underlying income</b>	<b>5,074</b>	<b>4,008</b>	<b>103</b>	<b>964</b>	<b>-1</b>
Reinsurance and retrocession premiums	436	435	-	1	-0
Net benefits Life insurance for risk company and Non-Life claims incurred	4,189	3,355	-	835	-0
Changes in Life insurance provisions for risk company	-678	-510	-	-168	-
Result sharing and rebates	52	52	-	-	-
Change in deferred acquisition costs	-0	-0	0	-	0
Other underwriting expenditure (incl. change in provision unearned premiums)	262	199	1	53	9
Underwriting expenditure	4,262	3,531	1	721	9
Operating expenses	378	271	80	27	0
Interest expenses	38	14	1	0	24
Other	2	-	-	-	2
<b>Total underlying expenditure</b>	<b>4,680</b>	<b>3,816</b>	<b>81</b>	<b>748</b>	<b>35</b>
<b>Underlying result before tax</b>	<b>394</b>	<b>192</b>	<b>22</b>	<b>216</b>	<b>-36</b>
Taxation	-42	57	11	-96	-14
Minority interests	-	-	-	-	-
<b>Underlying net result</b>	<b>436</b>	<b>136</b>	<b>11</b>	<b>312</b>	<b>-22</b>
Net gains/losses on divestments	18	-	-	-	18
Net results from divested units	-	-	-	-	-
Net result from discontinued operations	-	-	-	-	-
Special items after tax	-9	-9	-	-	-
<b>Net result</b>	<b>445</b>	<b>126</b>	<b>11</b>	<b>312</b>	<b>-4</b>
<b>New business figures</b>					
Single premiums	1,983	1,983	-	-	-
Annual premiums	271	271	-	-	-
New sales (APE)	469	469	-	-	-
<b>Other key figures</b>					
Employees (FTEs end of period) <sup>2)</sup>	8,343	7,399	944	-	-

1) The comparative figures of this period have been restated to reflect the new pension accounting requirements under IFRS which took effect on 1 January 2013.

2) Insurance US includes US Closed Block VA FTEs

# INSURANCE ING U.S. 4.1 PROFIT AND LOSS - 1Q2013

Insurance ING U.S.: Profit and loss 1Q2013					
In EUR million	ING U.S.	Insurance US	Investment Management	US Closed Block VA	Corporate Line
Gross premium income	2,938	2,842	-	96	0
Commission income	217	71	98	47	0
Total investment and other income	-160	773	-3	-928	-1
<b>Total underlying income</b>	<b>2,995</b>	<b>3,686</b>	<b>95</b>	<b>-785</b>	<b>-1</b>
Reinsurance and retrocession premiums	381	380	-	1	0
Net benefits Life insurance for risk company and Non-Life claims incurred	3,430	2,592	-	838	0
Changes in Life insurance provisions for risk company	-1,232	109	-	-1,341	0
Result sharing and rebates	-0	-0	-	-	-
Change in deferred acquisition costs	-11	-8	-0	-3	-0
Other underwriting expenditure (incl. change in provision unearned premiums)	216	161	1	44	10
Underwriting expenditure	2,784	3,233	1	-460	10
Operating expenses	367	259	84	24	-0
Interest expenses	35	4	0	-	30
Other	2	-	-	-	2
<b>Total underlying expenditure</b>	<b>3,187</b>	<b>3,496</b>	<b>85</b>	<b>-436</b>	<b>42</b>
<b>Underlying result before tax</b>	<b>-192</b>	<b>189</b>	<b>10</b>	<b>-349</b>	<b>-43</b>
Taxation	2	53	7	-47	-12
Minority interests	-6	-	-6	-	-
<b>Underlying net result</b>	<b>-189</b>	<b>136</b>	<b>9</b>	<b>-302</b>	<b>-32</b>
Net gains/losses on divestments	-	-	-	-	-
Net results from divested units	-	-	-	-	-
Net result from discontinued operations	-	-	-	-	-
Special items after tax	-6	-6	-	-	-
<b>Net result</b>	<b>-195</b>	<b>130</b>	<b>9</b>	<b>-302</b>	<b>-32</b>
<b>New business figures</b>					
Single premiums	2,848	2,848	-	-	-
Annual premiums	347	347	-	-	-
New sales (APE)	632	632	-	-	-
<b>Other key figures</b>					
Employees (FTEs end of period) <sup>1)</sup>	6,948	6,147	801	-	-

1) Insurance US includes US Closed Block VA FTEs

# INSURANCE ING U.S. 4.2 MARGIN ANALYSIS - 2Q2013

Insurance ING U.S.: Margin analysis 2Q2013					
In EUR million	ING U.S.	Insurance US	Investment Management	US Closed Block VA	Corporate Line
<b>Margin analysis</b>					
Investment margin	253	249	0	4	
Fees and premium based revenues	450	305	110	35	
Technical margin	21	19	-	2	
Income non-modelled life business	0	-0	0	-0	
<b>Life Insurance &amp; Investment Management operating income</b>	<b>725</b>	<b>573</b>	<b>110</b>	<b>42</b>	
Administrative expenses	324	218	83	23	
DAC amortisation and trail commissions	221	180	1	41	
<b>Life Insurance &amp; Investment Management expenses</b>	<b>545</b>	<b>398</b>	<b>84</b>	<b>63</b>	
<b>Life Insurance &amp; Investment Management operating result</b>	<b>179</b>	<b>175</b>	<b>27</b>	<b>-22</b>	
Corporate line operating result	-40				-40
<b>Operating result</b>	<b>140</b>	<b>175</b>	<b>27</b>	<b>-22</b>	<b>-40</b>
Gains/losses and impairments	-3	-3	0	0	-0
Revaluations	-70	-57	-15	1	-0
Market & other impacts	-86	5	-	-91	-0
<b>Underlying result before tax</b>	<b>-19</b>	<b>121</b>	<b>12</b>	<b>-112</b>	<b>-40</b>
<b>Key figures</b>					
Gross premium income	2,983	2,849		134	0
Administrative expenses / operating income (Life Insurance & Investment Management)	44.7%	38.0%	75.5%	54.8%	
Life general account invested assets (end of period, in EUR billion)	65	60		5	
Investment margin / Life general account invested assets (four quarter rolling average, in bps)	160	171		25	
Prov. for life insurance & investm. contracts for risk policyholder (EUR billion, end of period)	75.0	42.9		32.1	
Net production Client balances (in EUR billion)	1.4	-0.4	2.5	-0.8	
Client balances (end of period, in EUR billion)	191.6	107.4	51.0	33.2	
Administrative expenses (total)	324	218	83	23	0

# INSURANCE ING U.S. 4.2 MARGIN ANALYSIS - 2Q2012

Insurance ING U.S.: Margin analysis 2Q2012 <sup>1)</sup>					
In EUR million	ING U.S.	Insurance US	Investment Management	US Closed Block VA	Corporate Line
<b>Margin analysis</b>					
Investment margin	278	283	-0	-4	
Fees and premium based revenues	414	298	92	24	
Technical margin	-7	-8	-	0	
Income non-modelled life business	0	0	-0	0	
<b>Life Insurance &amp; Investment Management operating income</b>	<b>686</b>	<b>573</b>	<b>92</b>	<b>21</b>	
Administrative expenses	328	221	80	27	
DAC amortisation and trail commissions	220	183	1	37	
<b>Life Insurance &amp; Investment Management expenses</b>	<b>548</b>	<b>404</b>	<b>80</b>	<b>64</b>	
<b>Life Insurance &amp; Investment Management operating result</b>	<b>138</b>	<b>169</b>	<b>11</b>	<b>-43</b>	
Corporate line operating result	-36				-36
<b>Operating result</b>	<b>102</b>	<b>169</b>	<b>11</b>	<b>-43</b>	<b>-36</b>
Gains/losses and impairments	6	6	0	0	0
Revaluations	53	41	10	1	0
Market & other impacts	234	-24	-	258	0
<b>Underlying result before tax</b>	<b>394</b>	<b>192</b>	<b>22</b>	<b>216</b>	<b>-36</b>
<b>Key figures</b>					
Gross premium income	3,039	2,925		114	0
Administrative expenses / operating income (Life Insurance & Investment Management)	47.8%	38.6%	87.0%	128.6%	
Life general account invested assets (end of period, in EUR billion)	69	64		5	
Investment margin / Life general account invested assets (four quarter rolling average, in bps)	158	169		32	
Prov. for life insurance & investm. contracts for risk policyholder (EUR billion, end of period)	73.8	40.7		33.1	
Net production Client balances (in EUR billion)	-1.3	-0.3	-0.3	-0.6	
Client balances (end of period, in EUR billion)	180.1	103.7	42.4	34.0	
Administrative expenses (total)	328	221	80	27	0

1) The comparative figures of this period have been restated to reflect the new pension accounting requirements under IFRS which took effect on 1 January 2013.

# INSURANCE ING U.S. 4.2 MARGIN ANALYSIS - 1Q2013

Insurance ING U.S.: Margin analysis 1Q2013					
In EUR million	ING U.S.	Insurance US	Investment Management	US Closed Block VA	Corporate Line
<b>Margin analysis</b>					
Investment margin	264	261	-0	3	
Fees and premium based revenues	410	288	99	24	
Technical margin	3	3	-	0	
Income non-modelled life business	0	0	-0	0	
<b>Life Insurance &amp; Investment Management operating income</b>	<b>677</b>	<b>552</b>	<b>98</b>	<b>27</b>	
Administrative expenses	332	224	84	24	
DAC amortisation and trail commissions	215	177	1	38	
<b>Life Insurance &amp; Investment Management expenses</b>	<b>547</b>	<b>400</b>	<b>84</b>	<b>63</b>	
<b>Life Insurance &amp; Investment Management operating result</b>	<b>130</b>	<b>152</b>	<b>14</b>	<b>-36</b>	
Corporate line operating result	-43				-43
<b>Operating result</b>	<b>87</b>	<b>152</b>	<b>14</b>	<b>-36</b>	<b>-43</b>
Gains/losses and impairments	11	3	0	8	0
Revaluations	16	18	-4	1	0
Market & other impacts	-306	16	-	-322	0
<b>Underlying result before tax</b>	<b>-192</b>	<b>189</b>	<b>10</b>	<b>-349</b>	<b>-43</b>
<b>Key figures</b>					
Gross premium income	2,938	2,842		96	0
Administrative expenses / operating income (Life Insurance & Investment Management)	49.0%	40.6%	85.7%	88.9%	
Life general account invested assets (end of period, in EUR billion)	67	63		4	
Investment margin / Life general account invested assets (four quarter rolling average, in bps)	164	176		9	
Prov. for life insurance & investm. contracts for risk policyholder (EUR billion, end of period)	77.4	43.7		33.8	
Net production Client balances (in EUR billion)	2.6	0.9	2.4	-0.7	
Client balances (end of period, in EUR billion)	193.7	109.1	49.8	34.7	
Administrative expenses (total)	332	224	84	24	0

# INSURANCE ING U.S. 4.3 CLIENT BALANCES: LIFE INSURANCE & IM 2Q2013

Insurance ING U.S.: Client balances 2Q2013				
In EUR billion	ING U.S.	Insurance US	Investment Management	US Closed Block VA
<b>Client Balances included on Balance Sheet</b>				
<b>Beginning of period</b>	<b>137.0</b>	<b>100.8</b>	<b>1.5</b>	<b>34.7</b>
Deposits	3.1	2.9	0.1	0.1
Withdrawals / Benefits	-4.5	-3.6	-0.0	-0.9
Net production	-1.4	-0.6	0.1	-0.8
Acquisition / Divestments / Transfers	-	-	-	-
Market performance / Interest credited	0.6	0.6	0.1	-0.1
FX impact and other	-2.6	-1.9	-0.0	-0.7
<b>End of period</b>	<b>133.6</b>	<b>98.9</b>	<b>1.6</b>	<b>33.2</b>
<b>Off Balance Sheet Institutional Asset Management<sup>1)</sup></b>				
<b>Beginning of period</b>	<b>31.3</b>	<b>2.7</b>	<b>28.6</b>	<b>-</b>
Deposits	3.4	0.2	3.2	-
Withdrawals / Benefits	-0.8	-0.1	-0.7	-
Net production	2.6	0.2	2.4	-
Acquisition / Divestments / Transfers	-	-	-	-
Market performance / Interest credited	-0.2	-0.0	-0.2	-
FX impact and other	-0.7	-0.1	-0.6	-
<b>End of period</b>	<b>33.0</b>	<b>2.8</b>	<b>30.2</b>	<b>-</b>
<b>Off Balance Sheet Pension and Mutual Funds business<sup>2)</sup></b>				
<b>Beginning of period</b>	<b>25.4</b>	<b>5.7</b>	<b>19.8</b>	<b>-</b>
Deposits	1.6	0.3	1.4	-
Withdrawals / Benefits	-1.5	-0.1	-1.4	-
Net production	0.2	0.1	0.0	-
Acquisition / Divestments / Transfers	-	-	-	-
Market performance / Interest credited	-0.2	0.1	-0.2	-
FX impact and other	-0.4	-0.1	-0.4	-
<b>End of period</b>	<b>25.0</b>	<b>5.8</b>	<b>19.2</b>	<b>-</b>
<b>Total Client Balances</b>				
<b>Beginning of period</b>	<b>193.7</b>	<b>109.1</b>	<b>49.8</b>	<b>34.7</b>
Deposits	8.2	3.4	4.6	0.1
Withdrawals / Benefits	-6.8	-3.8	-2.1	-0.9
Net production	1.4	-0.4	2.5	-0.8
Acquisition / Divestments / Transfers	-	-	-	-
Market performance / Interest credited	0.2	0.7	-0.3	-0.1
FX impact and other	-3.8	-2.1	-1.0	-0.7
<b>End of period</b>	<b>191.6</b>	<b>107.4</b>	<b>51.0</b>	<b>33.2</b>

1) Off Balance Sheet Institutional Asset Management includes third party assets under management on behalf of institutional clients.

2) Off Balance Sheet Pension and Mutual Funds business includes third party assets under management on behalf of retail clients and defined contribution pension fund assets under management where the individual member is the end client.

## INSURANCE ING U.S. 4.4.1 ADDITIONAL INFORMATION: INSURANCE US

Insurance US: Operating result before tax <sup>1)</sup>			
In EUR million	2Q2013	2Q2012 <sup>2)</sup>	1Q2013
<b>Retirement Solutions</b>			
Retirement	97	90	91
Annuities	26	23	28
<b>Insurance Solutions</b>			
Individual Life	31	30	37
Employee Benefits	26	24	6
<b>Operating result from ongoing businesses (CFX)</b>	<b>180</b>	<b>167</b>	<b>162</b>
<b>Closed blocks Institutional Spread Products and Other</b>	<b>-5</b>	<b>2</b>	<b>-8</b>
<b>Operating result (CFX)</b>	<b>175</b>	<b>169</b>	<b>154</b>
FX impact	-0	1	-3
<b>Operating result (HFX)</b>	<b>175</b>	<b>169</b>	<b>152</b>
Gains/losses and impariments	-3	6	3
Revaluations	-57	41	18
Market & other impacts	5	-24	16
<b>Underlying result before tax (HFX)</b>	<b>121</b>	<b>192</b>	<b>189</b>

1) Current FX: Average FX 2Q2013

2) The comparative figures of this period have been restated to reflect the new pension accounting requirements under IFRS which took effect on 1 January 2013.

Insurance US: Gross premiums <sup>1)</sup>			
In EUR million	2Q2013	2Q2012	1Q2013
<b>Retirement Solutions</b>			
Retirement	1,708	1,601	1,788
Annuities	257	314	226
<b>Insurance Solutions</b>			
Individual Life	390	474	384
Employee Benefits	240	242	246
<b>Total gross premiums from ongoing businesses (CFX)</b>	<b>2,595</b>	<b>2,631</b>	<b>2,643</b>
<b>Closed blocks Institutional Spread Products and Other</b>	<b>256</b>	<b>268</b>	<b>252</b>
<b>Total (CFX)</b>	<b>2,852</b>	<b>2,899</b>	<b>2,895</b>
FX impact	-2	26	-53
<b>Total (HFX)</b>	<b>2,849</b>	<b>2,925</b>	<b>2,842</b>

1) Current FX: Average FX 2Q2013

Insurance US: Operating expenses <sup>1)</sup>			
In EUR million	2Q2013	2Q2012 <sup>2)</sup>	1Q2013
<b>Retirement Solutions</b>			
Retirement	137	145	146
Annuities	18	18	19
<b>Insurance Solutions</b>			
Individual Life	56	66	62
Employee Benefits	32	32	33
<b>Total gross premiums from ongoing businesses (CFX)</b>	<b>242</b>	<b>260</b>	<b>260</b>
<b>Closed blocks Institutional Spread Products and Other</b>	<b>12</b>	<b>8</b>	<b>3</b>
<b>Total (CFX)</b>	<b>253</b>	<b>269</b>	<b>263</b>
FX impact	-0	3	-5
<b>Total (HFX)</b>	<b>253</b>	<b>271</b>	<b>259</b>

1) Current FX: Average FX 2Q2013

2) The comparative figures of this period have been restated to reflect the new pension accounting requirements under IFRS which took effect on 1 January 2013.

## INSURANCE ING U.S. 4.4.2 ADDITIONAL INFORMATION: INSURANCE US

New business sales (US basis at CFX) <sup>1, 2)</sup>			
In EUR million	2Q2013	2Q2012	1Q2013
<b>Retirement Solutions</b>			
Retirement:			
- Full service plans	990	905	1,549
- Recordkeeping plans	559	1,574	849
- Stable value	160	273	399
- Other	227	133	221
Annuities:			
- Fixed rate annuity	11	13	8
- Fixed index annuity	215	235	184
- Mutual funds/Other	221	172	200
<b>Insurance Solutions</b>			
Individual life:			
- Universal / Variable	10	32	11
- Term	11	27	12
Employee benefits	14	26	121

1) New business sales (US basis) are presented in a manner consistent with other US companies and the calculation varies by product. Retirement plan sales represent initial deposits for the first twelve months for products issued by ING insurance companies (full service plans) and for products issued by ING non-insurance companies (recordkeeping plans). Annual premium equivalent new business sales ("APE") represent 10% of single premium new sales and 100% of annual premiums on new sales for insurance company products only, therefore there is no APE reported for recordkeeping plans. For full service retirement plans, single premiums represents the initial deposit (takeover assets) and the annual premiums represents new deposits for the first twelve months after the initial sale.

2) Current FX: Average FX 2Q2013

Annual premium equivalent (APE) new business sales <sup>1, 2)</sup>			
In EUR million	2Q2013	2Q2012	1Q2013
<b>Retirement Solutions</b>			
Retirement:			
- Full service plans	280	258	344
- Recordkeeping plans	29	37	54
- Stable value	16	27	40
- Other	23	13	22
Annuities:			
- Fixed annuity	1	1	1
- Fixed index annuity	21	24	18
- Mutual funds/Other	22	17	20
<b>Insurance Solutions</b>			
Individual life:			
- Universal / Variable	10	33	11
- Term	11	27	12
Employee benefits	14	26	121
<b>Total ongoing business (CFX)</b>	<b>427</b>	<b>464</b>	<b>643</b>
FX impact	-0	5	-11
<b>Total ongoing business (HFX)</b>	<b>427</b>	<b>469</b>	<b>632</b>
Closed Blocks Institutional Spread Products and Other (HFX)	-	-	-
<b>Total (HFX)</b>	<b>427</b>	<b>469</b>	<b>632</b>

1) New business sales (US basis) are presented in a manner consistent with other US companies and the calculation varies by product. Retirement plan sales represent initial deposits for the first twelve months for products issued by ING insurance companies (full service plans) and for products issued by ING non-insurance companies (recordkeeping plans). Annual premium equivalent new business sales ("APE") represent 10% of single premium new sales and 100% of annual premiums on new sales for insurance company products only, therefore there is no APE reported for recordkeeping plans. For full service retirement plans, single premiums represents the initial deposit (takeover assets) and the annual premiums represents new deposits for the first twelve months after the initial sale.

2) Current FX: Average FX 2Q2013

## INSURANCE ING U.S. 4.4.3 ADDITIONAL INFORMATION: INSURANCE US

### Account value rollforward: Retirement (2Q2013)

In EUR million	Total Retirement	Retirement - Full Service and Stable Value Plans	Annuities
<b>Beginning of period</b>	<b>92,837</b>	<b>74,561</b>	<b>18,276</b>
Deposits	2,783	2,331	452
Withdrawals/Benefits	-2,577	-1,992	-585
<b>Net flows</b>	<b>206</b>	<b>339</b>	<b>-133</b>
Transfers to IR or from Full Service Plans	-	-	-
Market performance/interest credited	497	334	162
FX impact and other	-1,783	-1,433	-350
<b>End of period</b>	<b>91,756</b>	<b>73,802</b>	<b>17,954</b>

### Account value rollforward: Closed blocks Institutional Spread Products (2Q2013)

In EUR million	Total
<b>Beginning of period</b>	<b>3,061</b>
Deposits	424
Withdrawals/Benefits	-614
<b>Net flows</b>	<b>-189</b>
Market performance/interest credited	10
FX impact and other	-58
<b>End of period</b>	<b>2,824</b>

### Deferred Acquisition Costs and Value of Business Acquired (2Q2013)

In EUR million	Total	Retirement	Insurance, Closed Blocks ISP and Other
<b>Beginning of period</b>	<b>4,603</b>	<b>2,130</b>	<b>2,473</b>
Capitalisation	113	56	57
Amortisation	-136	-89	-47
Adjustment for unrealised gains (losses)	695	370	325
FX impact and other	-92	-43	-49
<b>End of period</b>	<b>5,183</b>	<b>2,424</b>	<b>2,759</b>

## INSURANCE ING U.S. 4.4.4 ADDITIONAL INFORMATION: INSURANCE US

Insurance ING U.S.: Margin Analysis - US On-Going Business <sup>1)</sup>			
In EUR million	2Q2013	2Q2012	1Q2013
Investment margin	239	262	255
Fees and premium based revenues	305	294	293
Technical margin	23	3	18
<b>Operating income</b>	<b>567</b>	<b>558</b>	<b>566</b>
Administrative expenses	207	211	224
DAC amortisation and trail commissions	180	180	179
<b>Life Insurance expenses</b>	<b>387</b>	<b>391</b>	<b>404</b>
<b>Operating result (CFX)</b>	<b>180</b>	<b>167</b>	<b>162</b>
FX impact	-0	1	-3
<b>Operating result (HFX)</b>	<b>180</b>	<b>168</b>	<b>160</b>
Non-operating volatile items	-28	2	35
<b>Underlying result before tax (HFX)</b>	<b>152</b>	<b>170</b>	<b>195</b>

1) Current FX: Average FX 2Q2013

Insurance US: Margin Analysis - US Closed Block Institutional Spread Products and Other <sup>1)</sup>			
In EUR million	2Q2013	2Q2012 <sup>2)</sup>	1Q2013
Investment margin	10	18	11
Fees and premium based revenues	0	1	0
Technical margin	-4	-9	-15
<b>Operating income</b>	<b>6</b>	<b>10</b>	<b>-4</b>
Administrative expenses	12	8	3
DAC amortisation and trail commissions	0	0	0
<b>Life Insurance expenses</b>	<b>12</b>	<b>8</b>	<b>4</b>
<b>Operating result (CFX)</b>	<b>-5</b>	<b>2</b>	<b>-8</b>
FX impact	0	0	0
<b>Operating result (HFX)</b>	<b>-5</b>	<b>2</b>	<b>-8</b>
Non-operating volatile items	-26	21	2
<b>Underlying result before tax (HFX)</b>	<b>-32</b>	<b>22</b>	<b>-5</b>

1) Current FX: Average FX 2Q2013

2) The comparative figures of this period have been restated to reflect the new pension accounting requirements under IFRS which took effect on 1 January 2013.

## INSURANCE ING U.S. 4.5 ADDITIONAL INFORMATION: INVESTMENT MANAGEMENT

### Assets under Management (AuM) and Assets under Administration (AuA)

In EUR billion	2Q2013	2Q2012	1Q2013
Proprietary (general account assets)	67.5	74.3	71.5
Retail	37.1	35.3	38.6
Institutional	33.2	25.8	32.2
<b>Total Assets under Management</b>	<b>137.8</b>	<b>135.4</b>	<b>142.3</b>
Assets under Administration	48.4	50.5	49.9

### AUM by investor category and Investor class (2Q2013)

In EUR billion	Proprietary	Retail	Institutional	Total
Equity	0.7	26.2	9.8	36.7
Fixed income	64.9	9.2	23.4	97.5
Money Market	1.9	1.8	0.0	3.7
<b>Total</b>	<b>67.5</b>	<b>37.1</b>	<b>33.2</b>	<b>137.8</b>

### AUM rollforward (2Q2013)

In EUR billion	Proprietary	Retail	Institutional	Total
<b>Beginning of period</b>	<b>71.5</b>	<b>38.6</b>	<b>32.2</b>	<b>142.3</b>
Net inflow	0.1	-0.6	2.1	1.7
Acquisition/ Divestments				
Market performance	-2.8	-0.1	-0.4	-3.3
FX impact and other	-1.4	-0.7	-0.7	-2.8
<b>End of period</b>	<b>67.5</b>	<b>37.1</b>	<b>33.2</b>	<b>137.8</b>

## INSURANCE ING U.S. 4.5 ADDITIONAL INFORMATION: US CLOSED BLOCK VA

### Account value rollforward (2Q2013)

In EUR million	2Q2013	2Q2012	1Q2013
<b>Beginning of period</b>	<b>34,742</b>	<b>33,812</b>	<b>32,752</b>
Deposits	135	103	100
Withdrawals/Benefits	-918	-751	-817
<b>Net flows</b>	<b>-784</b>	<b>-648</b>	<b>-717</b>
Market performance/interest credited	-130	-1,129	1,740
FX impact and other	-660	1,989	967
<b>End of period</b>	<b>33,168</b>	<b>34,024</b>	<b>34,742</b>

### Deferred Acquisition Costs and Value of Business Acquired (2Q2013)

In EUR million	2Q2013	2Q2012	1Q2013
<b>Beginning of period</b>	<b>15</b>	<b>0</b>	<b>12</b>
Capitalisation	3	0	3
Amortisation	0	0	0
Adjustment for unrealised gains (losses)	0	0	0
FX impact and other	0	0	0
<b>End of period</b>	<b>18</b>	<b>0</b>	<b>15</b>

### Margin Analysis<sup>1)</sup>

In EUR million	2Q2013	2Q2012	1Q2013
Investment margin	4	-4	3
Fees and premium based revenues	35	24	24
Technical margin	2	0	0
<b>Operating Income</b>	<b>42</b>	<b>21</b>	<b>27</b>
Administrative expenses	23	27	25
DAC amortisation and trail commissions	41	36	39
<b>Life Insurance expenses</b>	<b>63</b>	<b>63</b>	<b>64</b>
<b>Operating result (CFX)</b>	<b>-22</b>	<b>-42</b>	<b>-36</b>
FX impact	0	-1	1
<b>Operating result (HFX)</b>	<b>-22</b>	<b>-43</b>	<b>-36</b>
Non-operating volatile items	-90	259	-313
<b>Underlying result before tax (HFX)</b>	<b>-112</b>	<b>216</b>	<b>-349</b>

1) Current FX: Average FX 2Q2013

## INSURANCE OTHER 5.1 PROFIT AND LOSS

Insurance Other: Profit and loss			
In EUR million	2Q2013	2Q2012	1Q2013
Gross premium income	-2	-2	-1
Commission income	-14	-9	-0
Total investment and other income	23	-1	110
<b>Total underlying income</b>	<b>7</b>	<b>-12</b>	<b>109</b>
Reinsurance and retrocession premiums	-2	-2	-1
Net benefits Life insurance for risk company and Non-Life claims incurred	-0	-0	0
Changes in Life insurance provisions for risk company	-0	0	-0
Result sharing and rebates	0	-0	0
Change in deferred acquisition costs	-0	0	0
Other underwriting expenditure (incl. change in provision unearned premiums)	0	14	0
Underwriting expenditure	-2	12	-1
Operating expenses	10	-36	9
Interest expenses	21	2	-3
Other	0	0	-0
<b>Total underlying expenditure</b>	<b>29</b>	<b>-21</b>	<b>5</b>
<b>Underlying result before tax</b>	<b>-22</b>	<b>10</b>	<b>104</b>
Taxation	-5	-5	-10
Minority interests	-2	-2	-2
<b>Underlying net result</b>	<b>-15</b>	<b>17</b>	<b>116</b>
Net gains/losses on divestments	-12	-19	-
Net results from divested units	-	-	-
Net result from discontinued operations	-	-	-
Special items after tax	-1	-3	-3
<b>Net result</b>	<b>-28</b>	<b>-6</b>	<b>114</b>

## INSURANCE ING OTHER 5.2 MARGIN ANALYSIS

Insurance Other: Margin analysis			
In EUR million	2Q2013	2Q2012	1Q2013
<b>Margin analysis</b>			
<b>Operating result</b>	<b>-24</b>	<b>19</b>	<b>44</b>
Gains/losses and impairments	-0	0	60
Revaluations	2	-9	1
Market & other impacts	-0	-0	-
<b>Underlying result before tax</b>	<b>-22</b>	<b>10</b>	<b>104</b>
<b>Key figures</b>			
Gross premium income	-2	-2	-1
Administrative expenses (total)	10	-37	9

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 2Q2013 ING Group Interim Accounts.

All figures in this document are unaudited.

Small differences are possible in the tables due to rounding.

Certain of the statements contained in this report 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.