

## Transparency

ING actively engages with its stakeholders. We participate in research, provide ever more transparency about what we do and why, discuss potential concerns expressed and seek to find solutions if needed. An example thereof is the below table, shared with the Dutch Fair Finance Guide in relation to their 2016 /2017 research regarding our engagement in various sectors through four distinct and pre-defined product classes.<sup>1</sup>

| Do we finance the sectors mentioned hereunder? | Corporate credits | Project finance | Investments own account | Asset management | Mortgages |
|--|-------------------|-----------------|-------------------------|------------------|-----------|
| Arms   | Yes               | No              | No                      | Yes              | No        |
| Aquaculture                                    | Yes               | No              | No                      | Yes              | No        |
| Automotive industry                            | Yes               | Yes             | Yes                     | Yes              | No        |
| Aviation                                       | Yes               | Yes             | No                      | Yes              | No        |
| Cement   | Yes               | Yes             | Yes                     | Yes              | No        |
| Chemical industry                              | Yes               | Yes             | Yes                     | Yes              | No        |
| Circuses, zoos, dolphinariums etc.             | Yes               | No              | No                      | Yes              | No        |
| Clothing industry                              | Yes               | No              | No                      | Yes              | No        |
| Electronics                                    | Yes               | No              | Yes                     | Yes              | No        |
| Financial sector                               | Yes               | No              | Yes                     | Yes              | No        |
| Forestry                                       | Yes               | No              | No                      | Yes              | No        |
| Furniture industry                             | Yes               | No              | No                      | Yes              | No        |
| Garment sector                                 | Yes               | No              | No                      | Yes              | No        |
| Graphic industry                               | Yes               | No              | No                      | Yes              | No        |
| Housing and real estate                        | Yes               | Yes             | Yes                     | Yes              | Yes       |
| Infant nutrition                               | Yes               | No              | Yes                     | Yes              | No        |
| Livestock                                      | Yes               | No              | No                      | Yes              | No        |
| Metallurgical industry                         | Yes               | Yes             | No                      | Yes              | No        |
| Mining   | Yes               | Yes             | Yes                     | Yes              | No        |
| Oil and gas                                    | Yes               | Yes             | Yes                     | Yes              | No        |
| Pharmaceutical industry                        | Yes               | No              | Yes                     | Yes              | No        |
| Power generation                               | Yes               | Yes             | Yes                     | Yes              | No        |
| Pulp and paper industry                        | Yes               | Yes             | No                      | Yes              | No        |
| Shipbuilding                                   | Yes               | Yes             | No                      | Yes              | No        |
| Tobacco  | Yes               | No              | No                      | Yes              | No        |
| Toy industry                                   | Yes               | No              | No                      | Yes              | No        |

<sup>1</sup> The overview above provides a robust insight in our current involvement in the 26 sectors, split in 4 product categories as defined by the Fair Finance Guide. Given that we have not been provided with the exact sector codes according to international standards such as NAICS, or NACE, the above overview represents a best effort made, representing the most accurate information possible. Categorizing sectors is not an exact science and professional judgment may therefore influence the input that leads to the outcomes as shown in this overview. The above mentioned portfolio overview provides an overview at a specific moment in time (Q3, 2016). Our engagement in certain sectors may change over time. No rights can be derived from this overview.