## MOODY'S INVESTORS SERVICE

### **CREDIT OPINION**

5 April 2018

### Update

Rate this Research >>

### RATINGS

ING DARK N.V.	
Domicile	Amsterdam, Netherlands
Long Term Debt	Aa3
Туре	Senior Unsecured - Fgn Curr
Outlook	Stable
Long Term Deposit	Aa3
Туре	LT Bank Deposits - Fgn Curr
Outlook	Stable

Please see the <u>ratings section</u> at the end of this report for more information. The ratings and outlook shown reflect information as of the publication date.

#### Contacts

Laurent Le Mouel33-1-5330-3340VP-Senior Analystlaurent.lemouel@moodys.comGuillaume Lucien-33-1-5330-3350

**Baugas** *VP-Senior Analyst* guillaume.lucien-baugas@moodys.com

Alain Laurin	33-1-5330-1059
Associate Managing	
Director	
alain.laurin@moodys.com	

Nick Hill 33-1-5330-1029 Managing Director -Banking nick.hill@moodys.com

## ING Bank N.V.

Semiannual update

#### Summary

ING Bank is the largest Dutch bank by assets (€846 billion at December 2017) and one of the largest financial institutions globally. Its Aa3 deposit and senior unsecured debt ratings primarily reflect the bank's (1) low asset risk, despite exposures to sensitive activities and geographies as part of its diversified wholesale banking operations; (2) its strong profitability, based on a diversified business mix; and (3) its sound liquidity profile. In addition, we expect ING to issue a material amount of additional loss-absorbing debt and capital in response to forthcoming regulatory requirements. This issuance plan leads to an extremely low loss severity for the bank's senior unsecured debt and deposits, reflected in a three-notch uplift from the bank's Baseline Credit Assessment (BCA) of baa1. As ING Bank is a bank of global systemic importance, the probability of government support is moderate, which translates into an additional one notch uplift.

#### Exhibit 1

#### **Rating Scorecard - Key Financial Ratios**



Source: Moody's Financial Metrics

### **Credit strengths**

- » ING Bank's profitability has been resilient over the last few years, due to a balanced business mix across products, business lines and geographies.
- » Asset risk is low, as result of the bank's diversified activities.
- » ING Bank's liquidity and funding profile is sound due to a decreased reliance on marketsensitive wholesale funding and lengthened debt maturities.

### **Credit challenges**

- » ING is exposed to sensitive activities (e.g. oil and commodity finance) and geographies (e.g. Ukraine and Turkey) as part of its generally well diversified wholesale banking business.
- » Low interest rates in the euro area will shortly start to exert pressure on the bank's net interest margin.

#### **Rating Outlook**

The stable outlooks on ING Bank and ING Groep's long-term ratings reflect our expectation that the banking group's profitability will remain broadly resilient to pressure from low interest rates over the next 12-18 months, while asset risk will remain low and the capital position will continue to strengthen.

### Factors that could lead to an upgrade

» ING Bank's BCA could be upgraded in case of (1) a material improvement in the operating environment in the EU countries to which the bank is mostly exposed, leading to substantially improved asset risk and a higher profitability level; (2) a strengthening capital position; or (3) a lower reliance on confidence-sensitive wholesale funding. An upgrade in the BCA would likely lead to an upgrade to all ratings of ING Bank and ING Groep.

#### Factors that could lead to a downgrade

- » ING Bank's BCA could be downgraded in case of (1) an unexpected deterioration in asset risk and profitability; or (2) a lower-thanexpected capital position. A downgrade of the BCA would likely result in downgrades to all ratings.
- » ING Bank's deposit and senior unsecured debt ratings could also be downgraded should changing regulatory requirements or management strategy lead to a reduction in expected debt issuance, leading to increased loss-given-failure.

This publication does not announce a credit rating action. For any credit ratings referenced in this publication, please see the ratings tab on the issuer/entity page on www.moodys.com for the most updated credit rating action information and rating history.

### **Key indicators**

#### Exhibit 2

#### ING Bank N.V. (Consolidated Financials) [1]

12-17 <sup>2</sup>	12-16 <sup>2</sup>	12-15 <sup>2</sup>	12-14 <sup>2</sup>	12-13 <sup>2</sup>	CAGR/Avg. <sup>3</sup>
826,653	816,888	974,650	800,084	765,313	1.9 <sup>4</sup>
992,643	861,614	1,058,758	968,144	1,054,557	-1.5 <sup>4</sup>
40,801	40,200	36,375	31,839	29,910	8.1 <sup>4</sup>
48,993	42,401	39,514	38,527	41,215	4.44
2.2	2.4	2.2	3.2	3.1	2.6 <sup>5</sup>
13.2	12.9	11.4	10.7	9.9	11.6 <sup>6</sup>
27.5	30.0	36.4	44.6	44.2	36.5 <sup>5</sup>
1.7	1.5	1.5	1.6	1.5	1.6 <sup>5</sup>
2.6	2.3	2.6	2.1	2.2	2.4 <sup>6</sup>
0.6	0.6	0.5	0.5	0.3	0.5 <sup>5</sup>
54.0	58.8	53.3	59.7	57.0	56.5 <sup>5</sup>
23.6	25.2	23.6	30.0	29.3	26.3 <sup>5</sup>
26.3	26.1	24.3	29.5	28.0	26.8 <sup>5</sup>
104.8	107.0	105.0	107.1	108.4	106.5 <sup>5</sup>
	826,653 992,643 40,801 48,993 2.2 13.2 27.5 1.7 2.6 0.6 54.0 23.6 26.3	826,653 816,888   992,643 861,614   40,801 40,200   48,993 42,401   2.2 2.4   13.2 12.9   27.5 30.0   1.7 1.5   2.6 2.3   0.6 0.6   54.0 58.8   23.6 25.2   26.3 26.1	826,653 816,888 974,650   992,643 861,614 1,058,758   40,801 40,200 36,375   48,993 42,401 39,514   2.2 2.4 2.2   13.2 12.9 11.4   27.5 30.0 36.4   1.7 1.5 1.5   2.6 2.3 2.6   0.6 0.6 0.5   54.0 58.8 53.3   23.6 25.2 23.6   26.3 26.1 24.3	826,653 816,888 974,650 800,084   992,643 861,614 1,058,758 968,144   40,801 40,200 36,375 31,839   48,993 42,401 39,514 38,527   2.2 2.4 2.2 3.2   13.2 12.9 11.4 10.7   27.5 30.0 36.4 44.6   1.7 1.5 1.5 1.6   2.6 2.3 2.6 2.1   0.6 0.6 0.5 0.5   54.0 58.8 53.3 59.7   23.6 25.2 23.6 30.0   26.3 26.1 24.3 29.5	826,653816,888974,650800,084765,313992,643861,6141,058,758968,1441,054,55740,80140,20036,37531,83929,91048,99342,40139,51438,52741,2152.22.42.23.23.113.212.911.410.79.927.530.036.444.644.21.71.51.51.61.52.62.32.62.12.20.60.60.50.50.354.058.853.359.757.023.625.223.630.029.326.326.124.329.528.0

[1] All figures and ratios are adjusted using Moody's standard adjustments [2] Basel III - fully-loaded or transitional phase-in; IFRS [3] May include rounding differences due to scale of reported amounts [4] Compound Annual Growth Rate (%) based on time period presented for the latest accounting regime [5] Simple average of periods presented for the latest accounting regime. [6] Simple average of Basel III periods presented

Source: Moody's Financial Metrics

#### Profile

ING Bank is the main operating entity of ING Groep, the largest Dutch financial institution by assets (€846 billion at December 2017) and one of the largest in Europe and globally. The bank provides retail and wholesale banking services in over 40 countries and qualifies as a global systemically important bank (GSIB) under the Financial Stability Board's identification criteria.

ING's Retail Banking services include mortgages, unsecured lending, payments, savings and current accounts. The retail client base of the bank is around 36.5 million individual customers. Wholesale Banking activities are divided in the following global franchises: Industry Lending, General Lending and Transaction Services, Financial Markets and Bank Treasury and Other.

ING has an important presence globally, which is organised along the following business lines:

- » Market leaders (The Netherlands, Belgium and Luxembourg), where the bank holds a strong position both in Retail and Wholesale Banking;
- » Challenger Markets (Germany, Austria, Spain, Italy, France, Australia, Czech Republic), where the bank has few or no branches and products are mostly digitally distributed ("direct-first" approach);
- » Growth Markets (Poland, Romania, Turkey and Asia).

Additionally, the bank provides Wholesale Banking services in other countries (including USA, Mexico, Brazil, Russia, India) thanks to an extensive international network.

#### **Detailed credit considerations**

#### Profitability is resilient, benefiting from a highly diversified business mix

ING Bank's recurring earnings have proven resilient over the last three years. In 2017, ING recorded an underlying net profit of €4.9 billion, a 5.5% increase from 2016. Its return on assets (net income/tangible asset) stood at 64 bps in full-year 2017, above its Dutch peers. ING's profitability has recovered since 2014, benefitting from materially improved macroeconomic conditions in the Netherlands, higher returns in Challenger and Growth Markets, mainly in Germany, and increasing profits in wholesale banking, due to low credit costs and steady loan growth.

#### Exhibit 3

ING's net profits are mainly generated by good performance of wholesale banking and retail in Benelux and Germany ING's net banking income by main business lines



Source: ING's Financial Statements

Net interest income, which accounts for 75%-80% of the bank's total underlying income, has remained fairly stable. ING Bank has overcome the negative pressure exerted by current conditions on interest margins by re-pricing deposits and growing its loan portfolio. The bank also benefits from a diversified earning base in the core retail and wholesale banking businesses. In 2017, the bank's total net interest income was up 3.6% from 2016, to €13.7 billion, supported by a strong commercial growth and robust margins.

However, the bank has now very little headroom to further diminish interest rates paid on deposits. Deposit rates have reached extremely low levels in all EU bank markets (from 5 to 11 bps) which will likely exert pressure on the net interest margin going forward.

In October 2016, the group announced a series of measures aimed at preserving its profitability. These measures imply additional investments in digital banking of about €800 million from 2017 to 2021, and should result in a headcount reduction of 7,000 staff by 2021 (out of 54,000 in 2017) and €900 million of gross annual cost savings over the same horizon. The restructuring costs are covered by a €1.1 billion provision, booked in 2016. If implemented as planned, restructuring measures will help ING improve its cost efficiency and reach its cost-to-income target of 50-52%, from 55.5% in 2017, which is already a strong performance relative to many EU peers including domestic competitors.

Credit costs have reached a very low level (22 bps of average risk-weighted assets - RWAs in 2017). We expect the improved loan performance, underpinned by a sustained recovery in the Dutch and Belgian economies, to continue to support low credit costs in the Benelux in the coming quarters.

ING Bank's profitability score of a3 is adjusted upwards by two notches from the baa2 initial score to take into account the high stability of earnings stemming from its diversified revenue streams.

#### Asset risk is low, despite exposures to some volatile sectors and geographies

ING Bank's exposure to the Dutch economy is much smaller than its domestic peers, owing to the high degree of geographical diversification of its operations (international exposures represent around 66% of its loan book). As a consequence, ING Bank's risk profile is less dependent on the Dutch macroeconomic environment.

Despite exposures to market segments that we consider riskier, ING's three-year average NPL ratio (2.2% as at December 2017) is relatively low compared to peers and in line with the Dutch average<sup>1</sup>. The high quality of assets reflects ING Bank's long operating track record in selected markets and products, despite its presence in more volatile wholesale banking activities (e.g. oil and commodities, project finance) and in more sensitive growth markets (e.g. Turkey, Russia, Ukraine).

In line with the improvement of macroeconomic conditions in most countries where the group is active, ING's credit cost has decreased materially over the last few years, to reach a very low 22 bps of average RWAs in 2017, well below the group's through-the-cycle average of 40-45 bps. However, ING's credit costs are slightly higher than Dutch peers, due to the group's rising activities in some

"growth markets", exposures in countries where macroeconomic conditions are less stable (e.g. Turkey) and to sectors affected by price volatility (e.g. oil and commodities).

Although we do not expect a major deterioration of economic conditions in the bank's main markets, ING's increasing activity in "growth markets" and relatively high exposure to sensitive market segments may lead to higher credit costs in the next quarters.

ING's exposures to market risk are relatively limited compared to peers. RWAs for market and counterparty risks amounted to 5.5% of total RWAs in 2017. Market risk activities are mostly client driven, as the group has very limited proprietary trading activity, and geared towards fixed income (interest rate and credit spread risks amount to about 73% of the market VaR).

We assign an asset risk score of a3 to ING Bank, which reflects the good asset quality profile of the bank but is constrained by its exposure to activities and markets that we consider more volatile.

# Capital position is commensurate with the bank's risk profile and bail-in-able buffers will further increase under regulatory requirements

As of December 2017, ING Groep<sup>2</sup> reported a fully-loaded Common Equity Tier 1 (CET1) ratio of 14.7%, above its minimum requirement of 11.8% in 2019, while ING Bank's fully-loaded CET1 ratio stood at 13.1%. The difference between the bank and the group ratios stems from  $\in$ 6 billion of accumulated reserves at the holding company level. Although part of this excess capital could be distributed to shareholders in the future, we do not expect this to happen in the short run as the future regulatory framework and supervisory requirements are not yet fully finalized (e.g. transposition of final Basel III rules in the EU, MREL requirements, etc.).

ING Groep will also have to comply with Total Loss Absorbing Capacity (TLAC) requirements, which require it to have minimum TLAC of 21.5% of risk-weighted assets (RWAs) by January 2019, and 23.5% by January 2022<sup>3</sup>. We estimate that ING Groep already meets its TLAC requirement, with an estimated TLAC ratio of 21.5% as of December 2017. Nevertheless, the group intends to increase its TLAC buffer to build a management buffer above the minimum requirement and protect the bank's senior creditors by using its holding company (ING Groep)<sup>4</sup>. This debt to be issued by the holding company will consist of Additional Tier 1, Tier 2 and senior unsecured debt securities, which will be structurally subordinated to the bank's own senior unsecured debt and deposits in a resolution scenario. In this regard, the group intends to issue, through ING Groep, a total €16 billion of senior unsecured debt over the next 2-3 years. Out of the total planned issuance, ING Groep has to date issued more than €6 billion of senior unsecured debt and more than €4 billion of Tier 2 debt. We expect ING Groep to continue its issuance programme in line with its medium-term plan, based upon its continued good access to the capital markets.

ING estimates at around 18 bps the impact of the First Time Adoption of IFRS 9 on the group's CET1 ratio, which mainly results from a change in the classification and measurement of assets in the liquidity portfolio. This expected impact is modest as the rise in provisions will partly reduce the current shortfall of provisions over expected losses, which is deducted from ING's CET1 capital.

Finally, following the agreement on the finalization of Basel III rules last December (please also refer to our research report <u>Basel</u> <u>Committee's agreement on risk weights is credit positive</u>), the bank expects a 15-18% increase<sup>5</sup> in risk-weighted assets by 2027, other things being equal. Based on our calculations, this impact would reduce ING Groep's CET1 ratio by around 200 bps. Considering ING's current capitalisation and the timeframe for the implementation of the new rules (up to 2027 for the full output floor), we estimate that the impact is manageable for the group.

The bank's Tangible Common Equity / RWA ratio of 13.2% as at June 2017 translates into a capital score of a2.

#### Liquidity and funding profile is sound, despite reliance on confidence-sensitive market funding

As for other Dutch banks, ING Bank's reliance on wholesale funding remains high, reflecting the structural features of the Dutch banking system: a high proportion of Dutch households' savings are channelled towards mandatory pension funds, which structurally decreases the total amount of bank deposits.

However, ING has improved its funding structure in recent years thanks to its cash-rich subsidiaries in Belgium or Germany, and a decreasing loan portfolio in the Netherlands, strengthening its loan-to-deposit ratio (105% in December 2017). Furthermore, ING has lengthened the maturity profile of its wholesale funding, thus reducing its refinancing risk (see exhibit 4).

Exhibit 4



#### ING's long-term maturity profile has been extended ING's long-term debt maturity ladders in 2012 and 2017 (as % of total outstanding long-term debt)

Source: ING's Financial Statements

The reduction in the bank's reliance on confidence-sensitive market funding are reflected in the assigned funding structure score of baa2.

The bank's liquidity position remains above the minimum requirements. The bank's investment portfolio used for liquidity purposes amounted to  $\in$ 81 billion in December 2017, mostly comprised of level 1A high-quality liquid assets (HQLA) eligible in the LCR without haircut. We estimate this liquidity buffer to be sufficient to cover a discontinuation of the bank's short-term wholesale funding: total wholesale funding amounted to approximately  $\in$ 150 billion as of December 2017, out of which about  $\in$ 66 billion was short-term. Furthermore, ING Bank's proportion of encumbered assets stood at 19%, in December 2017, a level which is below the EU banks' average (at around 26%) and leaves sufficient amount of loans available to be packaged into central bank eligible securitizations, if required.

The transferability of ING's liquidity among the group's various entities is however constrained by local supervisors' requirement to maintain minimum liquidity buffers in some subsidiaries. The group tends nevertheless to optimize its cash-rich entities' liquidity by transferring to them or originating out of them increasing amounts of assets - wholesale assets (e.g. structured finance loans to ING Belgium and ING Germany) and retail assets (e.g. Belgian and Dutch mortgages to ING Germany). These constraints on liquidity transfer are reflected in ING's liquidity score of baa1, one notch below the initial score of a3 resulting from its ratio of liquid assets on tangible banking assets of 26.3%.

### Support and structural considerations

#### Loss Given Failure analysis

ING Bank (together with its parent ING Groep) is subject to the EU Bank Recovery and Resolution Directive (BRRD), which we consider to be an Operational Resolution Regime. We assume a residual tangible common equity at failure of 3% and losses post-failure of 8% of tangible banking assets, a 25% run-off in "junior" wholesale deposits (amounting to 26% of total deposits), a 5% run-off in preferred deposits, and assign a 25% probability of deposits being preferred to senior unsecured debt. These are in line with our standard assumptions.

Our advanced LGF analysis indicates an extremely low loss-given-failure for ING Bank's junior depositors and senior unsecured creditors, resulting in a three-notch uplift from the firm's Adjusted BCA of baa1.

The assigned LGF notching for ING Bank's long-term deposit and senior unsecured debt is one notch higher than the correspondent LGF notching guidance. This reflects our expectation that ING will continue to issue debt in order to comply with TLAC requirements, with a resulting reduction in loss given failure. ING has communicated planned issuance of around €16 billion of holding company's senior unsecured debt over the next 2-3 years under its medium and long-term funding plan. We expect that ING will continue its issuance programme in line with its medium and long-term funding plan, based upon the group's continued good access to the capital markets.

Regarding ING Groep's senior unsecured debt, our LGF analysis shows a moderate loss-given-failure leading us to position its Preliminary Rating Assessment in line with the bank's Adjusted BCA.

As for junior securities issued by ING Bank and ING Groep, our LGF analysis shows a high loss-given-failure. This leads us to place both ratings one notch below the bank's Adjusted BCA. For ING Groep's junior subordinated and preference share instruments, we also incorporate additional notching down from ING Bank's adjusted BCA of one and two notches, to baa3 and ba1, respectively, in order to reflect coupon suspension risk ahead of failure.

#### **Government support considerations**

ING is a systemically important bank in the Netherlands and globally. We thus consider the probability of government support to be moderate, resulting in an additional one-notch uplift for both ING Bank's deposit and debt ratings.

For ING Groep's senior unsecured debt, we consider the probability of government support to be low given their explicitly lossabsorbing nature, which results in no uplift from the bank's Adjusted BCA.

For junior securities, the probability of government support is low, and, as such, the ratings for these instruments do not include any related uplift, either.

#### **Counterparty risk assessment**

CR Assessments are opinions of how counterparty obligations are likely to be treated if a bank fails and are distinct from debt and deposit ratings in that they (1) consider only the risk of default rather than both the likelihood of default and the expected financial loss suffered in the event of default and (2) apply to counterparty obligations and contractual commitments rather than debt or deposit instruments. The CR assessment is an opinion of the counterparty risk related to a bank's covered bonds, contractual performance obligations (servicing), derivatives (e.g., swaps), letters of credit, guarantees and liquidity facilities.

#### ING Bank's CR Assessment is positioned at Aa3(cr)/Prime-1(cr).

This CR Assessment, prior to government support, is positioned three notches above the bank's BCA of baa1, based on the cushion against default provided by instruments subordinated to the senior obligations represented by the CR Assessment. The CR Assessment also benefits from one notch of government support, in line with our support assumptions on deposits and senior unsecured debt.

#### **About Moody's Scorecard**

Our Scorecard is designed to capture, express and explain in summary form our Rating Committee's judgment. When read in conjunction with our research, a fulsome presentation of our judgment is expressed. As a result, the output of our Scorecard may materially differ from that suggested by raw data alone (though it has been calibrated to avoid the frequent need for strong divergence). The Scorecard output and the individual scores are discussed in rating committees and may be adjusted up or down to reflect conditions specific to each rated entity.

## Rating methodology and scorecard factors

### Exhibit 5

ING Bank N.V.

Macro Factors		
Weighted Macro Profile	Strong +	100%

Factor	Historic Ratio	Macro Adjusted Score	Credit Trend	Assigned Score	Key driver #1	Key driver #2
Solvency						
Asset Risk						
Problem Loans / Gross Loans	2.2%	a2	$\leftarrow \rightarrow$	a3	Sector concentration	Expected trend
Capital						
TCE / RWA	13.2%	a2	$\leftarrow \rightarrow$	a2		
Profitability						
Net Income / Tangible Assets	0.6%	baa2	$\leftarrow \rightarrow$	a3	Earnings quality	
Combined Solvency Score		a3		a3		
Liquidity						
Funding Structure						
Market Funds / Tangible Banking Assets	23.6%	baa1	$\leftarrow \rightarrow$	baa2	Deposit quality	Term structure
Liquid Resources						
Liquid Banking Assets / Tangible Banking Assets	26.3%	a3	$\leftarrow \rightarrow$	baa1	Intragroup restrictions	Asset encumbrance
Combined Liquidity Score		baa1		baa2		
Financial Profile				baa1		
Business Diversification				0		
Opacity and Complexity				0		
Corporate Behavior				0		
Total Qualitative Adjustments				0		
Sovereign or Affiliate constraint:				Aaa		
Scorecard Calculated BCA range				a3-baa2		
Assigned BCA				baa1		
Affiliate Support notching				0		
Adjusted BCA				baa1		

n) 46.3% 38.7% 28.6%	(EUR million) 217,449 150,343 117,696	50.2% 54.7% 27.2%
38.7% 28.6%	150,343	34.7%
28.6%	,	
	117.696	27.20/
		21.2%
10.1%	32,647	7.5%
7.4%	32,191	7.4%
1.9%	8,187	1.9%
1.4%	5,969	1.4%
0.7%	3,174	0.7%
0.6%	2,472	0.6%
3.0%	12,983	3.0%
100%	432,768	100%
	1.9%   1.4%   0.7%   0.6%   3.0%	7.4% 32,191   1.9% 8,187   1.4% 5,969   0.7% 3,174   0.6% 2,472   3.0% 12,983

Debt class	De Jure v	vaterfall	De Facto	waterfall	Not	ching	LGF	Assigned	Additiona	l Preliminary
	Instrument volume + subordinatio	ordinatio	Instrument on volume + ( subordinatio	ordination	De Jure	De Facto	Notching Guidance vs. Adjusted BCA	LGF notching	notching	Rating Assessment
Counterparty Risk Assessment	22.6%	22.6%	22.6%	22.6%	3	3	3	3	0	a1 (cr)
Deposits	22.6%	7.6%	22.6%	15.0%	2	3	2	3	0	a1
Senior unsecured bank debt	22.6%	7.6%	15.0%	7.6%	2	2	2	3	0	a1
Dated subordinated bank debt	6.2%	3.6%	6.2%	3.6%	-1	-1	-1	-1	0	baa2
la stances and all a se	1		A J J'4' I	D		6			<b>-</b>	Familian

Instrument class	Loss Given	Additional I	Preliminary Rating	Government	Local Currency	Foreign
	Failure notching	Notching	Assessment	Support notching	Rating	Currency Rating
Counterparty Risk Assessment	3	0	a1 (cr)	1	Aa3 (cr)	
Deposits	3	0	a1	1	Aa3	Aa3
Senior unsecured bank debt	3	0	al	1	Aa3	Aa3
Dated subordinated bank debt	-1	0	baa2	0	Baa2	Baa2

Source: Moody's Financial Metrics

## Ratings

Exhibit 6	
Category	Moody's Rating
ING BANK N.V.	
Outlook	Stable
Bank Deposits	Aa3/P-1
Baseline Credit Assessment	baa1
Adjusted Baseline Credit Assessment	baa1
Counterparty Risk Assessment	Aa3(cr)/P-1(cr)
Senior Unsecured	Aa3
Subordinate	Baa2
Commercial Paper -Dom Curr	P-1
Other Short Term -Dom Curr	(P)P-1
ING BANK A.S. (TURKEY)	
Outlook	Stable
Bank Deposits -Fgn Curr	Ba3/NP
Bank Deposits -Dom Curr	Ba2/NP
NSR Bank Deposits	Aa1.tr/TR-1
Baseline Credit Assessment	b1
Adjusted Baseline Credit Assessment	ba1
Counterparty Risk Assessment	Ba1(cr)/NP(cr)
ING BANK N.V SAO PAULO	
Outlook	Stable
Bank Deposits -Fgn Curr	Ba3/NP
Bank Deposits -Dom Curr	A3/P-2
NSR Bank Deposits	Aaa.br/BR-1
Counterparty Risk Assessment	A3(cr)/P-2(cr)
ING BANK N.V., TOKYO BRANCH	
Outlook	Stable
Bank Deposits	Aa3/P-1
Counterparty Risk Assessment	Aa3(cr)/P-1(cr)
Commercial Paper -Dom Curr	P-1
ING BANK SLASKI S.A.	
Outlook	Stable
Bank Deposits	A2/P-1
Baseline Credit Assessment	baa2
Adjusted Baseline Credit Assessment	baa1
Counterparty Risk Assessment	A1(cr)/P-1(cr)

ING BANK N.V., SYDNEY BRANCH	
Outlook	Stable
Counterparty Risk Assessment	Aa3(cr)/P-1(cr)
Senior Unsecured -Dom Curr	Aa3
Commercial Paper	P-1
Other Short Term	(P)P-1
ING BELGIUM INTERNATIONAL FINANCE S.A.	
Outlook	Stable
Bkd Sr Unsec MTN -Dom Curr	(P)A2
ING BELGIUM SA/NV	
Outlook	Stable
Bank Deposits	A1/P-1
Baseline Credit Assessment	baa1
Adjusted Baseline Credit Assessment	baa1
Counterparty Risk Assessment	Aa3(cr)/P-1(cr)
ING (U.S.) FUNDING LLC	
Bkd Commercial Paper	P-1
ING BANK N.V. (SINGAPORE)	
Outlook	Stable
Counterparty Risk Assessment	Aa3(cr)/P-1(cr)
Senior Unsecured	Aa3
ING BANK EURASIA	
Outlook	Stable
Bank Deposits -Fgn Curr	Ba2/NP
Bank Deposits -Dom Curr	Baa3/P-3
Baseline Credit Assessment	ba3
Adjusted Baseline Credit Assessment	baa3
Counterparty Risk Assessment	Baa3(cr)/P-3(cr)
Senior Unsecured -Dom Curr	Baa3
ING GROENBANK N.V.	
Counterparty Risk Assessment	Aa3(cr)/P-1(cr)
Senior Unsecured MTN -Dom Curr	(P)Aa3
Other Short Term -Dom Curr	(P)P-1
Source: Moody's Investors Service	

### Endnotes

1 See European Central Bank/ Single Supervisory Mechanism, Supervisory Banking Statistics, September 2017

- 2 For supervisory authorities (European Central Bank and De Nederlandsche Bank) ING Groep is the main regulated entity for regulatory capital purposes
- 3 TLAC requirements of 16% of RWAs from 2019 and 18% from 2022 plus a Capital Conservation buffer of 2.5% and a Systemic Risk buffer of 3%
- 4 ING announced, in November 2016, that ING Groep will be the group's designated resolution entity. This single-point of entry strategy has been approved by the European Single Resolution Board (SRB) in January 2017
- 5 This estimate assumes a stable portfolio and risk-weighted assets based on the current economic environment. Also, the estimate and does not take into account management actions as well as potential adjustments to Pillar 2, to model parameters (for instance, related to the targeted review of internal models, TRIM) or to the systemic risk buffer

© 2018 Moody's Corporation, Moody's Investors Service, Inc., Moody's Analytics, Inc. and/or their licensors and affiliates (collectively, "MOODY'S"). All rights reserved. CREDIT RATINGS ISSUED BY MOODY'S INVESTORS SERVICE, INC. AND ITS RATINGS AFFILIATES ("MIS") ARE MOODY'S CURRENT OPINIONS OF THE RELATIVE FUTURE CREDIT RISK OF ENTITIES, CREDIT COMMITMENTS, OR DEBT OR DEBT-LIKE SECURITIES, AND MOODY'S PUBLICATIONS MAY INCLUDE MOODY'S CURRENT OPINIONS OF THE RELATIVE FUTURE CREDIT RISK OF ENTITIES, CREDIT COMMITMENTS, OR DEBT OR DEBT-LIKE SECURITIES. MOODY'S DEFINES CREDIT RISK AS THE RISK THAT AN ENTITY MAY NOT MEET ITS CONTRACTUAL, FINANCIAL OBLIGATIONS AS THEY COME DUE AND ANY ESTIMATED FINANCIAL LOSS IN THE EVENT OF DEFAULT. CREDIT RATINGS DO NOT ADDRESS ANY OTHER RISK, INCLUDING BUT NOT LIMITED TO: LIQUIDITY RISK, MARKET VALUE RISK, OR PRICE VOLATILITY. CREDIT RATINGS AND MOODY'S OPINIONS INCLUDED IN MOODY'S PUBLICATIONS ARE NOT STATEMENTS OF CURRENT OR HISTORICAL FACT. MOODY'S PUBLICATIONS MAY ALSO INCLUDE QUANTITATIVE MODEL-BASED ESTIMATES OF CREDIT RISK AND RELATED OPINIONS OR COMMENTARY PUBLISHED BY MOODY'S ANALYTICS, INC. CREDIT RATINGS AND MOODY'S PUBLICATIONS DO NOT CONSTITUTE OR PROVIDE INVESTMENT OR FINANCIAL ADVICE, AND CREDIT RATINGS AND MOODY'S PUBLICATIONS ARE NOT AND DO NOT PROVIDE RECOMMENDATIONS TO PURCHASE, SELL, OR HOLD PARTICULAR SECURITIES. NEITHER CREDIT RATINGS NOR MOODY'S PUBLICATIONS WITH THE EXPECTATION AND UNDERSTANDING THAT EACH INVESTOR WILL, WITH DUE CARE, MAKE ITS OWN STUDY AND EVALUATION OF EACH SECURITY THAT IS UNDER CONSIDERATION FOR PURCHASE, HOLDING, OR SALE.

MOODY'S CREDIT RATINGS AND MOODY'S PUBLICATIONS ARE NOT INTENDED FOR USE BY RETAIL INVESTORS AND IT WOULD BE RECKLESS AND INAPPROPRIATE FOR RETAIL INVESTORS TO USE MOODY'S CREDIT RATINGS OR MOODY'S PUBLICATIONS WHEN MAKING AN INVESTMENT DECISION. IF IN DOUBT YOU SHOULD CONTACT YOUR FINANCIAL OR OTHER PROFESSIONAL ADVISER. ALL INFORMATION CONTAINED HEREIN IS PROTECTED BY LAW, INCLUDING BUT NOT LIMITED TO, COPYRIGHT LAW, AND NONE OF SUCH INFORMATION MAY BE COPIED OR OTHERWISE REPRODUCED, REPACKAGED, FURTHER TRANSMITTED, TRANSFERRED, DISSEMINATED, REDISTRIBUTED OR RESOLD, OR STORED FOR SUBSEQUENT USE FOR ANY SUCH PURPOSE, IN WHOLE OR IN PART, IN ANY FORM OR MANNER OR BY ANY MEANS WHATSOEVER, BY ANY PERSON WITHOUT MOODY'S PRIOR WRITTEN CONSENT.

CREDIT RATINGS AND MOODY'S PUBLICATIONS ARE NOT INTENDED FOR USE BY ANY PERSON AS A BENCHMARK AS THAT TERM IS DEFINED FOR REGULATORY PURPOSES AND MUST NOT BE USED IN ANY WAY THAT COULD RESULT IN THEM BEING CONSIDERED A BENCHMARK.

All information contained herein is obtained by MOODY'S from sources believed by it to be accurate and reliable. Because of the possibility of human or mechanical error as well as other factors, however, all information contained herein is provided "AS IS" without warranty of any kind. MOODY'S adopts all necessary measures so that the information it uses in assigning a credit rating is of sufficient quality and from sources MOODY'S considers to be reliable including, when appropriate, independent third-party sources. However, MOODY'S is not an auditor and cannot in every instance independently verify or validate information received in the rating process or in preparing the Moody's publications.

To the extent permitted by law, MOODY'S and its directors, officers, employees, agents, representatives, licensors and suppliers disclaim liability to any person or entity for any indirect, special, consequential, or incidental losses or damages whatsoever arising from or in connection with the information contained herein or the use of or inability to use any such information, even if MOODY'S or any of its directors, officers, employees, agents, representatives, licensors or suppliers is advised in advance of the possibility of such losses or damages, including but not limited to: (a) any loss of present or prospective profits or (b) any loss or damage arising where the relevant financial instrument is not the subject of a particular credit rating assigned by MOODY'S.

To the extent permitted by law, MOODY'S and its directors, officers, employees, agents, representatives, licensors and suppliers disclaim liability for any direct or compensatory losses or damages caused to any person or entity, including but not limited to by any negligence (but excluding fraud, willful misconduct or any other type of liability that, for the avoidance of doubt, by law cannot be excluded) on the part of, or any contingency within or beyond the control of, MOODY'S or any of its directors, officers, employees, agents, representatives, licensors or suppliers, arising from or in connection with the information contained herein or the use of or inability to use any such information.

NO WARRANTY, EXPRESS OR IMPLIED, AS TO THE ACCURACY, TIMELINESS, COMPLETENESS, MERCHANTABILITY OR FITNESS FOR ANY PARTICULAR PURPOSE OF ANY SUCH RATING OR OTHER OPINION OR INFORMATION IS GIVEN OR MADE BY MOODY'S IN ANY FORM OR MANNER WHATSOEVER.

Moody's Investors Service, Inc., a wholly-owned credit rating agency subsidiary of Moody's Corporation ("MCO"), hereby discloses that most issuers of debt securities (including corporate and municipal bonds, debentures, notes and commercial paper) and preferred stock rated by Moody's Investors Service, Inc. have, prior to assignment of any rating, agreed to pay to Moody's Investors Service, Inc. for appraisal and rating services rendered by it fees ranging from \$1,500 to approximately \$2,500,000. MCO and MIS also maintain policies and procedures to address the independence of MIS's ratings and rating processes. Information regarding certain affiliations that may exist between directors of MCO and rated entities, and between entities who hold ratings from MIS and have also publicly reported to the SEC an ownership interest in MCO of more than 5%, is posted annually at <u>www.moodys.com</u> under the heading "Investor Relations — Corporate Governance — Director and Shareholder Affiliation Policy."

Additional terms for Australia only: Any publication into Australia of this document is pursuant to the Australian Financial Services License of MOODY'S affiliate, Moody's Investors Service Pty Limited ABN 61 003 399 657AFSL 336969 and/or Moody's Analytics Australia Pty Ltd ABN 94 105 136 972 AFSL 383569 (as applicable). This document is intended to be provided only to "wholesale clients" within the meaning of section 761G of the Corporations Act 2001. By continuing to access this document from within Australia, you represent to MOODY'S that you are, or are accessing the document as a representative of, a "wholesale client" and that neither you nor the entity you represent will directly or indirectly disseminate this document or its contents to "retail clients" within the meaning of section 761G of the Corporations Act 2001. MOODY'S credit rating is an opinion as to the creditworthiness of a debt obligation of the issuer, not on the equity securities of the issuer or any form of security that is available to retail investors. It would be reckless and inappropriate for retail investors to use MOODY'S credit ratings or publications when making an investment decision. If in doubt you should contact your financial or other professional adviser.

Additional terms for Japan only: Moody's Japan K.K. ("MJKK") is a wholly-owned credit rating agency subsidiary of Moody's Group Japan G.K., which is wholly-owned by Moody's Overseas Holdings Inc., a wholly-owned subsidiary of MCO. Moody's SF Japan K.K. ("MSFJ") is a wholly-owned credit rating agency subsidiary of MJKK. MSFJ is not a Nationally Recognized Statistical Rating Organization ("NRSRO"). Therefore, credit ratings assigned by MSFJ are Non-NRSRO Credit Ratings. Non-NRSRO Credit Ratings are assigned by an entity that is not a NRSRO and, consequently, the rated obligation will not qualify for certain types of treatment under U.S. laws. MJKK and MSFJ are credit rating agencies registered with the Japan Financial Services Agency and their registration numbers are FSA Commissioner (Ratings) No. 2 and 3 respectively.

MJKK or MSFJ (as applicable) hereby disclose that most issuers of debt securities (including corporate and municipal bonds, debentures, notes and commercial paper) and preferred stock rated by MJKK or MSFJ (as applicable) have, prior to assignment of any rating, agreed to pay to MJKK or MSFJ (as applicable) for appraisal and rating services rendered by it fees ranging from JPY200,000 to approximately JPY350,000,000.

MJKK and MSFJ also maintain policies and procedures to address Japanese regulatory requirements.

REPORT NUMBER 1118731

#### Contacts

Laurent Le Mouel	33-1-5330-3340
VP-Senior Analyst	
laurent.lemouel@moodys.com	
Alain Laurin	33-1-5330-1059

Alain Laurin Associate Managing Director alain.laurin@moodys.com

Claudia Silva Associate Analyst claudia.silva@moodys.com 44-20-7772-1714

Nick Hill Managing Director -Banking nick.hill@moodys.com Guillaume Lucien-Baugas VP-Senior Analyst guillaume.lucien-baugas@moodys.com

33-1-5330-3350

33-1-5330-1029

Americas	1-212-553-1653
Asia Pacific	852-3551-3077
Japan	81-3-5408-4100
EMEA	44-20-7772-5454

**CLIENT SERVICES** 

EMEA

### Moody's **INVESTORS SERVICE**