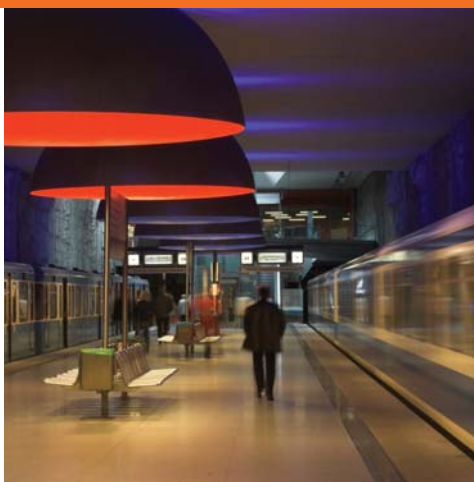


## ING GROUP QUARTERLY REPORT



# First quarter 2013

## SHARE INFORMATION

### Financial calendar

- Annual General Meeting: Monday, 13 May 2013
  - Publication results 2Q2013: Wednesday, 7 August 2013
  - Publication results 3Q2013: Wednesday, 6 November 2013
- (All dates are provisional.)

### Investor relations

ING Group Investor Relations  
P.O. Box 1800  
1000 BV Amsterdam  
The Netherlands  
Tel: +31 20 576 6396  
Fax: +31 20 576 6637  
Email: investor.relations@ing.com  
Internet: www.ing.com/investorrelations

### ING Group Investor Relations and Media app

Available for download in the Apple App Store and for Android on Google Play.

### Listing information

ING ordinary shares are registered shares with a par value of EUR 0.24 per share. The (depository receipts for) ordinary shares of ING Group are listed on the exchanges of Amsterdam, Brussels and New York (NYSE).

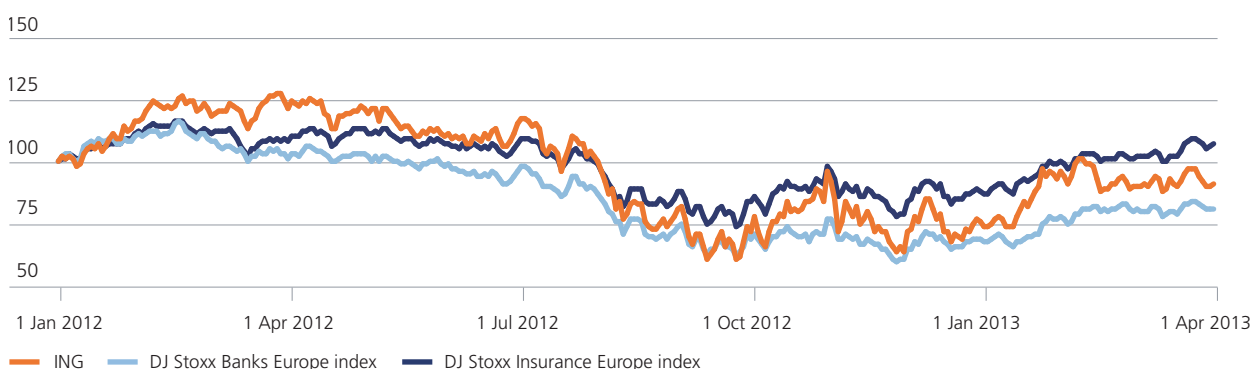
| Stock exchanges         | Tickers<br>(Bloomberg, Reuters) | Security codes<br>(ISIN, SEDOL1) |
|-------------------------|---------------------------------|----------------------------------|
| Euronext Amsterdam      | INGA NA, ING.AS                 | NL0000303600, 7154782 NL         |
| New York Stock Exchange | ING US, ING.N                   | US456837103, 2452643 US          |

### American Depositary Receipts (ADRs)

For questions regarding your ADRs, please contact the JP Morgan Depositary Receipts Team:  
JPMorgan Chase & Co.  
P.O. Box 64504  
St. Paul, MN 55164-0504  
Free phone number for US callers: (800) 990-1135  
From outside the US: +1 (651) 453-2128  
Global Invest Direct: (800) 428-4237  
Email: jpmorgan.adr@wellsfargo.com  
Internet: www.adr.com

### Comparative performance of share price

1 JANUARY 2012 TO 1 APRIL 2013



## OUR QUARTERLY PUBLICATIONS

This ING Group Quarterly Report contains our quarterly financial reporting and analysis, including comment on the progress of our businesses, sustainability developments and key strategic initiatives.

The following other quarterly financial publications are available at [www.ing.com/investorrelations](http://www.ing.com/investorrelations) in the Results and Interim Accounts section.

### Press release

The press release on ING's quarterly results contains the chairman's statement, financial highlights and key developments concerning the balance sheet and capital management.

### Analyst presentation

The analyst presentation of ING's quarterly results contains a detailed review of the drivers of results and addresses key issues raised by analysts and investors.

### ING Group Statistical Supplement

The Group Statistical Supplement contains quarterly financial data and should be read in conjunction with the ING Group Quarterly Report. The supplement is available in both PDF and Excel format.

### ING Group Historical Trend Data

In addition to the Group Statistical Supplement, the Historical Trend Data document includes historical trend data and details of restatements. It is available in PDF and Excel format.

### ING Group Interim Accounts

These condensed consolidated interim accounts have been prepared in accordance with International Accounting Standard 34 "Interim Financial Reporting". ING publishes Interim Accounts under IAS 34 on a quarterly basis, including a review report of Ernst & Young.

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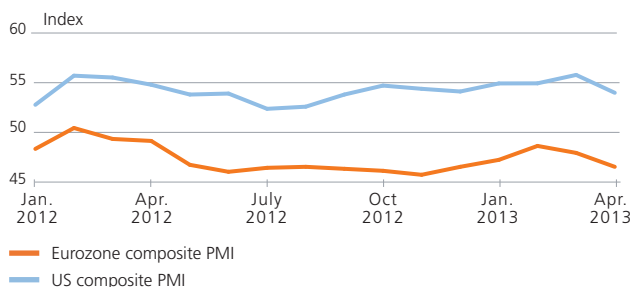
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# ECONOMIC ENVIRONMENT

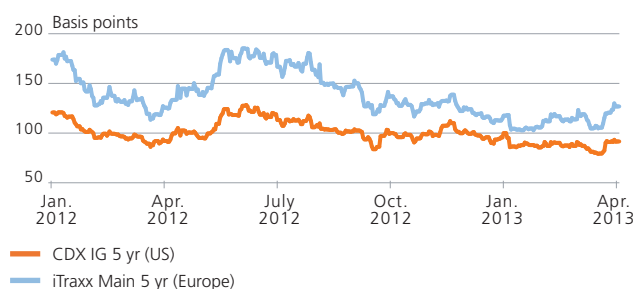
## ECONOMIC ACTIVITY

- In both the US and the eurozone, the purchasing managers' index deteriorated somewhat in the first quarter of 2013. In the US, the PMI remained clearly above 50, indicating continued economic expansion, while in the eurozone the index stayed below 50.
- The PMIs are considered timely indicators of underlying trends in economic activity.



## CREDIT MARKETS

- Credit market sentiment in the eurozone deteriorated during the first quarter. Credit spreads, as measured by the iTraxx index of investment-grade borrowers' credit default swaps, increased. In the US, sentiment improved further, signalled by a falling CDX index.



## YIELD CURVE

- The slope of the yield curve was roughly unchanged in the first quarter of 2013. It steepened in the US mainly as a result of somewhat higher long-term rates.



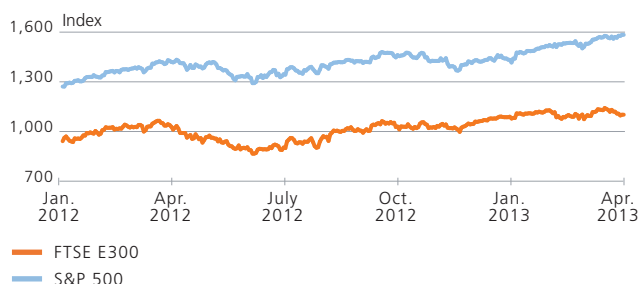
## CURRENCY MARKETS

- Fresh worries over the eurozone debt crisis pulled the EUR/USD down during the first quarter of 2013. The euro weakened from USD 1.32 at the start of the quarter to USD 1.28 at the end of the quarter.



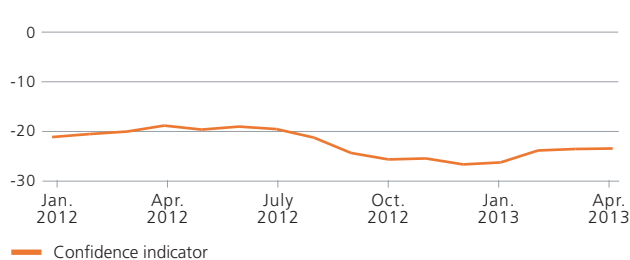
## STOCK MARKETS

- Equity indices in the US and in the eurozone rose during the first quarter. In the US, the S&P 500 advanced more strongly than the FTSE E300 in Europe. The S&P 500 even hit a new record.



## CONSUMER CONFIDENCE

- Eurozone consumer confidence improved slightly during the first quarter, but still remains low.



Source: ING Economics Department

# CHAIRMAN'S STATEMENT

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"ING has demonstrated steady progress so far this year on the Group's restructuring, culminating with the successful IPO of our US insurance business, which was completed last week. The transaction satisfied our agreement with the European Commission to sell 25% of the US business before the year-end deadline, while raising EUR 0.5 billion of proceeds for the Group," said Jan Hommen, CEO of ING Group. "With that milestone completed, we are now accelerating preparations for the base case of an IPO of our European insurance company, with the aim of being ready to go to the market in 2014."

"At the same time, the Bank has continued to show strong capital generation, with a Basel III core Tier 1 ratio of 10.9%, well above our 10% target, allowing us to plan another EUR 1.5 billion upstream to the Group in the second quarter. This, combined with the US IPO proceeds, is expected to reduce the double leverage in the holding company from EUR 7 billion to EUR 5 billion, taking us a step closer to completing the financial and governance separation of the banking and insurance businesses."

"ING Bank is also making good progress on its strategic priorities. After taking major strides last year to optimise the balance sheet and de-risk the investment portfolio, we are now comfortably meeting our capital, funding and liquidity targets, giving us room to selectively grow our loan book. Net loan growth was a

moderate EUR 2.5 billion in the quarter, following a contraction in the second half of 2012, while net funds entrusted grew by an impressive EUR 16.5 billion."

"Earnings at the Bank rebounded from the fourth quarter, supported by a recovery in the net interest margin to 138 bps as the loan book reprices and lending margins improved. Expenses remained under control as we continued to implement our cost-saving initiatives, bringing the cost/income ratio down to 55.2% versus our target of 50-53% for 2015. Risk costs remained elevated amid the weak economic climate in Europe, but improved compared with the fourth quarter to 81 bps of average risk-weighted assets. The return on IFRS-EU equity for the Bank also improved to 9.0% in the first quarter, approaching our target range of 10-13% for 2015."

"Total underlying net profit for the Group was EUR 800 million in the first quarter, up 38.2% from one year ago and 65.6% from the fourth quarter of 2012. Results from Insurance EurAsia remained under pressure amid the low yield environment. The ongoing businesses of ING U.S. posted solid operating results, driven by strong net inflows and growth in assets under management, while underlying results were dampened by hedge losses in the Closed Block VA as equity markets rose."

"As we look to the months ahead, we will continue to focus on driving our operating performance as we prepare the companies for standalone futures, while keeping our customers at the heart of everything we do."

A handwritten signature in blue ink, which appears to read 'J. Hommen'.

**Jan Hommen**  
CEO of ING Group

## KEY FIGURES

| Group  | 1Q2013       | 1Q2012 <sup>1)</sup> | Change        | 4Q2012 <sup>1)</sup> | Change       |
|--|--------------|----------------------|---------------|----------------------|--------------|
| <b>Profit and loss data (in EUR million)</b>                         |              |                      |               |                      |              |
| Underlying result before tax   | 1,167        | 936                  | 24.7%         | 575                  | 103.0%       |
| Underlying net result  | 800          | 579                  | 38.2%         | 483                  | 65.6%        |
| Divestments, discontinued operations and special items <sup>2)</sup> | 1,004        | 149                  |               | 997                  |              |
| <b>Net result</b>  | <b>1,804</b> | <b>728</b>           | <b>147.8%</b> | <b>1,481</b>         | <b>21.8%</b> |
| Net result per share (in EUR) <sup>3)</sup>                          | 0.47         | 0.19                 | 147.4%        | 0.39                 | 20.5%        |
| <b>Key figures (end of period)</b>                                   |              |                      |               |                      |              |
| Shareholders' equity (in EUR billion)                                | 54           | 46                   | 18.7%         | 52                   | 5.1%         |
| ING Group debt/equity ratio  | 10.8%        | 13.8%                |               | 11.3%                |              |
| <b>Other data (end of period)</b>                                    |              |                      |               |                      |              |
| Underlying return on equity based on IFRS-EU equity <sup>5)</sup>    | 6.0%         | 5.0%                 |               | 3.8%                 |              |
| Employees (FTEs, end of period, adjusted for divestments)            | 83,032       | 87,148               | -4.7%         | 84,064               | -1.2%        |

| Banking   | 1Q2013 | 1Q2012 <sup>1)</sup> | Change | 4Q2012 <sup>1)</sup> | Change |
|---|--------|----------------------|--------|----------------------|--------|
| <b>Profit and loss data (in EUR million)</b>                                |        |                      |        |                      |        |
| Interest result   | 2,916  | 2,969                | -1.8%  | 2,867                | 1.7%   |
| Total underlying income   | 3,863  | 3,718                | 3.9%   | 3,211                | 20.3%  |
| Operating expenses  | 2,133  | 2,128                | 0.2%   | 2,340                | -8.8%  |
| Addition to loan loss provision   | 561    | 439                  | 27.8%  | 589                  | -4.8%  |
| Underlying result before tax  | 1,169  | 1,151                | 1.6%   | 283                  | 313.1% |
| <b>Key figures</b>  |        |                      |        |                      |        |
| Bank core Tier 1 ratio  | 12.3%  | 10.9%                |        | 11.9%                |        |
| Underlying interest margin  | 1.38%  | 1.33%                |        | 1.34%                |        |
| Underlying cost/income ratio  | 55.2%  | 57.2%                |        | 72.9%                |        |
| Underlying risk costs in bp of average RWA                                  | 81     | 60                   |        | 85                   |        |
| Risk-weighted assets (end of period, in EUR billion, adjusted for divestm.) | 278    | 292                  | -4.7%  | 276                  | 0.9%   |
| Underlying return on equity based on IFRS-EU equity <sup>5)</sup>           | 9.0%   | 8.9%                 |        | 1.4%                 |        |
| Underlying return on equity based on 10% core Tier 1 <sup>6)</sup>          | 12.1%  | 10.9%                |        | 2.1%                 |        |

| Insurance EurAsia   | 1Q2013    | 1Q2012 <sup>1)</sup> | Change        | 4Q2012 <sup>1)</sup> | Change        |
|---|-----------|----------------------|---------------|----------------------|---------------|
| <b>Margin analysis (in EUR million)</b>                                       |           |                      |               |                      |               |
| Life Insurance & Investment Management operating income                       | 596       | 628                  | -5.1%         | 624                  | -4.5%         |
| Life Insurance & Investment Management operating expenses                     | 397       | 418                  | -5.0%         | 386                  | 2.8%          |
| Life Insurance & Investment Management operating result                       | 199       | 210                  | -5.2%         | 238                  | -16.4%        |
| Non-life operating result   | -3        | 13                   | -123.1%       | 45                   | -106.7%       |
| Corporate Line operating result   | -117      | -95                  |               | -121                 |               |
| <b>Operating result</b>   | <b>79</b> | <b>129</b>           | <b>-38.8%</b> | <b>161</b>           | <b>-50.9%</b> |
| Non-operating items   | 6         | -172                 |               | -194                 |               |
| <b>Underlying result before tax</b>   | <b>85</b> | <b>-43</b>           |               | <b>-32</b>           |               |
| <b>Key figures</b>  |           |                      |               |                      |               |
| Insurance EurAsia IGD Solvency I ratio  | 292%      | 231%                 |               | 272%                 |               |
| Administrative expenses / operating income (Life Insurance & IM)              | 49.5%     | 48.6%                |               | 45.5%                |               |
| New sales (APE, in EUR million)   | 234       | 233                  | 0.4%          | 198                  | 18.2%         |
| Investment margin / Life general account assets <sup>4)</sup> (in bps)        | 94        | 115                  |               | 99                   |               |
| Investment Management Assets under Management (end of period, in EUR billion) | 184       | 173                  | 6.4%          | 185                  | -0.5%         |
| Underlying return on equity based on IFRS-EU equity <sup>5)</sup>             | 1.4%      | -0.5%                |               | 0.2%                 |               |

| Insurance ING U.S.  | 1Q2013      | 1Q2012 <sup>1)</sup> | Change        | 4Q2012 <sup>1)</sup> | Change         |
|---|-------------|----------------------|---------------|----------------------|----------------|
| <b>Margin analysis (in EUR million)</b>                                       |             |                      |               |                      |                |
| Life Insurance & Investment Management operating income                       | 677         | 678                  | -0.1%         | 733                  | -7.6%          |
| Life Insurance & Investment Management operating expenses                     | 547         | 531                  | 3.0%          | 554                  | -1.3%          |
| Life Insurance & Investment Management operating result                       | 130         | 147                  | -11.6%        | 179                  | -27.4%         |
| Corporate Line operating result   | -43         | -29                  |               | -42                  |                |
| <b>Operating result</b>   | <b>87</b>   | <b>119</b>           | <b>-26.9%</b> | <b>137</b>           | <b>-36.5%</b>  |
| Non-operating items   | -279        | -318                 |               | 168                  |                |
| <b>Underlying result before tax</b>   | <b>-192</b> | <b>-199</b>          |               | <b>304</b>           | <b>-163.2%</b> |
| <b>Key figures</b>  |             |                      |               |                      |                |
| Administrative expenses / operating income (Life Insurance & IM)              | 49.0%       | 47.2%                |               | 45.4%                |                |
| New sales (APE, in EUR million)   | 632         | 548                  | 15.3%         | 555                  | 13.9%          |
| Investment margin / Life general account assets <sup>4)</sup> (in bps)        | 164         | 153                  |               | 165                  |                |
| Investment Management Assets under Management (end of period, in EUR billion) | 142         | 125                  | 13.6%         | 137                  | 3.6%           |
| Underlying return on equity based on IFRS-EU equity <sup>5)</sup>             | -7.5%       | -8.7%                |               | 12.7%                |                |

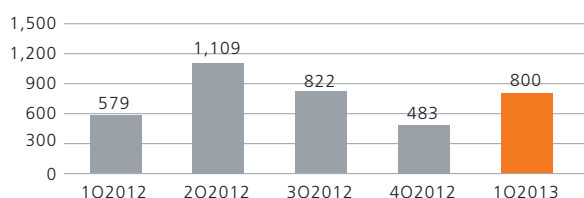
The footnotes relating to 1-6 can be found on the last page of this quarterly report.

Note: Underlying figures are non-GAAP measures and are derived from figures according to IFRS-EU by excluding impact from divestments, discontinued operations and special items.

## CONSOLIDATED RESULTS

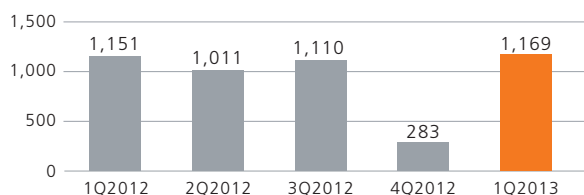
ING Group posted strong results in the first quarter, despite a challenging operating environment and weak macroeconomic climate. Bank earnings rebounded from the fourth quarter, supported by improvement in the interest margin and lower expenses. Results from Insurance EurAsia were impacted by the low yield environment. Insurance ING U.S. posted solid operating results from the ongoing businesses, driven by strong net inflows and growth in assets under management, while underlying results reflected hedge losses on the closed block variable annuities as equity markets rose.

UNDERLYING NET RESULT - GROUP (in EUR million)



The underlying net result for the Group totalled EUR 800 million, up 38.2% from the first quarter of 2012 and 65.6% higher than in the previous quarter. Commercial performance was robust, with funds entrusted at the Bank growing by EUR 16.5 billion in the quarter, and Insurance sales (excluding currency effects) rising by double digits in both EurAsia and in the US.

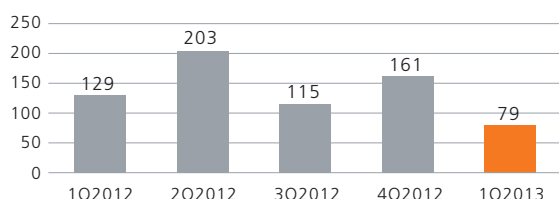
UNDERLYING RESULT BEFORE TAX - BANK (in EUR million)



Despite the challenging macroeconomic backdrop, ING Bank's results recovered from the fourth quarter as the interest margin improved and previously announced cost-containment programmes yielded savings. The first-quarter underlying result before tax was EUR 1,169 million, including EUR 48 million of positive credit valuation and debt valuation (CVA/DVA) adjustments. Results were up 1.6% year-on-year and increased fourfold from the fourth quarter, which included EUR 181 million of negative CVA/DVA adjustments and a EUR 175 million annual charge for the Dutch bank tax. The underlying net interest margin rose to 1.38%, up four basis points from the fourth quarter, supported by higher lending margins. Expenses were stable compared with a year ago, but they declined 8.8% from the previous quarter, which included the Dutch bank tax and higher year-end marketing costs. The Bank's cost/income ratio improved to 55.2%. Risk costs remained elevated due to the weak macroeconomic environment, but were slightly lower than in the fourth quarter.

ING Bank further strengthened its funding profile during the quarter. Net funds entrusted grew by EUR 16.5 billion, primarily fuelled by Retail Belgium, Retail Germany and Commercial Banking, reflecting ongoing efforts to optimise the balance sheet and bringing the loan-to-deposit ratio in line with ING Bank's target of 1.10. With CRD IV capital and LCR targets met, the Bank was able to focus on selective loan book growth, particularly in Structured Finance and Retail Belgium. Total net lending increased modestly by EUR 2.5 billion.

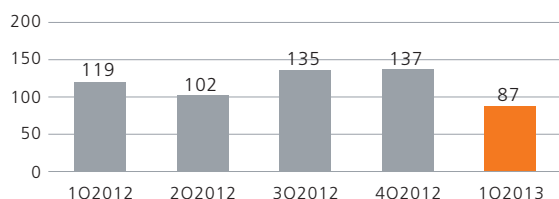
OPERATING RESULT - EURASIA (in EUR million)



Results at Insurance EurAsia continued to be affected by lower reinvestment yields, as well as lower Non-life results in the Netherlands due in part to the economic downturn. The first-quarter operating result of Insurance EurAsia was EUR 79 million, including a EUR 31 million non-recurring charge on a reinsurance contract. Excluding this impact, the operating result was 14.7% lower year-on-year, and 31.7% lower than in the fourth quarter, which was supported by a release from the provision for profit sharing in the Netherlands. The underlying result before tax for Insurance EurAsia improved versus both comparable quarters due to the lower impact of market-related items.

New sales (APE) at Insurance EurAsia were on par with the first quarter of 2012. APE in the Benelux declined 8.7% due to lower single-premium product sales in Belgium, reflecting the lower interest rate environment; this was partially offset by higher corporate pension renewals in the Netherlands. Sales in Central and Rest of Europe grew 11.3%, as pension sales jumped 78.6% following regulatory changes in Turkey. Life sales in Central and Rest of Europe were lower due to exceptionally high sales in several countries in the year-ago quarter. On a sequential basis, total sales at Insurance EurAsia grew 18.8% at constant currencies, driven primarily by seasonally higher corporate pension renewals in the Netherlands.

OPERATING RESULT - INSURANCE ING U.S. (in EUR million)



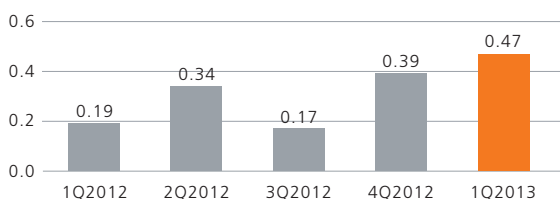
The ongoing Insurance and Investment Management businesses of Insurance ING U.S. posted a solid quarter with strong net flows, higher fees on assets under management consistent with the increase in equity markets, and a resilient investment margin. Nevertheless, the operating result declined to EUR 87 million, down 26.9% from a year ago and 36.5% lower than in



the previous quarter (or down 27.5% and 35.6% respectively, excluding currency effects). The decline on both comparable quarters was mainly attributable to higher funding costs as the company issued more long-term debt ahead of the Insurance ING U.S. initial public offering, which was launched on 2 May 2013. The first-quarter underlying result before tax of Insurance ING U.S. was EUR -192 million, reflecting losses on the US Closed Block VA equity hedges as equity markets appreciated 10% during the quarter. The US Closed Block VA hedge programme is focused on protecting regulatory and rating agency capital rather than mitigating IFRS earnings volatility.

New sales (APE), excluding currency effects, at Insurance U.S. grew 15.1% year-on-year, driven by strong Retirement sales, and increased 15.7% sequentially on higher Employee Benefits sales. Generally, over half of the Employee Benefits sales in the year are recorded in the first quarter. Individual Life sales were down from both comparable periods, which is consistent with ongoing management actions to focus on less capital-intensive products.

NET RESULT PER SHARE (in EUR)



ING Group's first-quarter net profit was EUR 1,804 million compared with EUR 728 million a year ago and EUR 1,481 million in the fourth quarter of 2012. The first-quarter net profit included EUR 940 million of net gains on divestments, primarily attributable to the sale of the life insurance businesses in Hong Kong, Macau and Thailand, a EUR 155 million net result from discontinued operations, and a EUR -38 million net result from divested units. Special items after tax were EUR -53 million and were primarily related to restructuring programmes, IT investments in Insurance Benelux and IPO preparation expenses. ING Group's net profit per share was EUR 0.47 based on an average number of shares of 3,804 million over the first quarter. The Group's underlying net return on IFRS-EU equity was 6.0% for the first three months of 2013.

## Amendments to IAS 19 'Employee Benefits'

The revised IAS 19 for 'Employee Benefits' came into effect on 1 January 2013. The most significant change relates to the accounting for defined benefit pension obligations and the corresponding plan assets, requiring unrealised actuarial gains and losses to be reflected immediately in equity. This had a EUR -2.6 billion (after tax) impact on ING Group's shareholders' equity as at 1 January 2013 and will create volatility in equity going forward.

On 31 December of every year, the discount rate to value the pension plan's liabilities and the expected return on the plan's assets is determined, which sets the base to calculate pension costs for the following year. Historically, the return on the plan's assets was based on management's best estimate. Under the revised IAS 19, a high-quality corporate bond rate is now used to set the assumed return on pension assets (in line with the discount rate for pension obligations). IAS 19 has been implemented retrospectively; as a result, 2012 operating expenses for ING Bank decreased by EUR 169 million, while 2012 administrative expenses decreased by EUR 74 million for Insurance EurAsia and by EUR 2 million for Insurance ING U.S.

On 31 December 2012, the high-quality corporate bond rate was significantly lower than a year ago, leading to higher pension costs for 2013. In the first quarter of 2013, pension costs were approximately EUR 59 million higher for ING Bank than a year earlier. For Insurance EurAsia pension costs were EUR 21 million higher, and for ING U.S. they were up by EUR 4 million.



## CONSOLIDATED BALANCE SHEET

| ING Group: Consolidated balance sheet          |                  |                         |  |  |                  |   |
|--|------------------|-------------------------|--|--|------------------|---|
| in EUR million                                 | 31 Mar 13        | 31 Dec 12 <sup>1)</sup> | 31 Mar 12 <sup>1)</sup><br>pro forma <sup>2)</sup> |  | 31 Mar 13        | 31 Dec 12 <sup>1)</sup><br>31 Mar 12 <sup>1)</sup><br>pro forma <sup>2)</sup> |
| <b>Assets</b>                                  |                  |                         |  | <b>Equity</b>  |                  |   |
| Cash and balances with central banks           | 12,816           | 17,657                  | 45,014   | Shareholders' equity                                     | 54,438           | 51,777 45,880   |
| Amounts due from banks                         | 47,262           | 39,053                  | 48,888   | Minority interests                                       | 1,133            | 1,081 831   |
| Financial assets at fair value through P&L     | 257,076          | 232,371                 | 239,063  | Non-voting equity securities                             | 2,250            | 2,250 3,000   |
| Investments                                    | 196,506          | 200,129                 | 191,024  | <b>Total equity</b>                                      | <b>57,821</b>    | <b>55,108 49,712</b>  |
| Loans and advances to customers                | 566,464          | 563,404                 | 573,361  | <b>Liabilities</b>                                       |                  |   |
| Reinsurance contracts                          | 5,266            | 5,290                   | 5,554  | Subordinated loans                                       | 8,883            | 8,786 8,445   |
| Investments in associates                      | 2,284            | 2,203                   | 2,019  | Debt securities in issue                                 | 146,535          | 143,436 163,969   |
| Real estate investments                        | 1,224            | 1,288                   | 1,357  | Other borrowed funds                                     | 13,815           | 16,723 17,405   |
| Property and equipment                         | 2,689            | 2,674                   | 2,750  | Insurance and investment contracts                       | 236,028          | 229,950 228,866   |
| Intangible assets                              | 2,691            | 2,639                   | 2,899  | Amounts due to banks                                     | 37,425           | 38,704 69,129   |
| Deferred acquisition costs                     | 4,810            | 4,549                   | 4,617  | Customer deposits  | 470,645          | 455,003 433,263   |
| Other assets                                   | 25,620           | 26,462                  | 26,995   | Financial liabilities at fair value through P&L          | 127,845          | 115,803 138,368   |
| <b>Total assets excl. assets held for sale</b> | <b>1,124,709</b> | <b>1,097,719</b>        | <b>1,143,541</b>                                   | Other liabilities  | 31,247           | 32,779 31,516   |
| Assets held for sale                           | 56,012           | 68,472                  | 96,509   | <b>Total liabilities excl. liabilities held for sale</b> | <b>1,072,423</b> | <b>1,041,184 1,090,960</b>  |
| <b>Total assets</b>                            | <b>1,180,720</b> | <b>1,166,191</b>        | <b>1,240,050</b>                                   | Liabilities held for sale                                | 50,476           | 69,899 99,379   |
|  |                  |                         |  | <b>Total liabilities</b>                                 | <b>1,122,899</b> | <b>1,111,083 1,190,339</b>  |
|  |                  |                         |  | <b>Total equity and liabilities</b>                      | <b>1,180,720</b> | <b>1,166,191 1,240,050</b>  |

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) Adjusted for transfer of ING Direct Canada, ING Direct UK and Insurance/IM Asia to assets/liabilities held for sale.

ING Group's balance sheet increased by EUR 9 billion to EUR 1,181 billion in the first quarter of 2013, excluding EUR 5 billion of positive currency effects. The increase reflects a higher level of client activity at Financial Markets following a seasonally lower level at year-end 2012. Shareholders' equity rose to EUR 54 billion, or EUR 14.28 per share, mainly due to the quarterly net profit of EUR 1.8 billion and the recognition of EUR 1.1 billion in actuarial gains reflecting an increase in the discount rates used to value pension assets and liabilities.

### Cash and balances with central banks

Cash and balances with central banks decreased by EUR 5 billion to EUR 13 billion at the end of March, following the sale of ING Direct UK to Barclays, which closed in March 2013.

### Amounts due from/and to banks

Amounts due from banks increased by EUR 8 billion to EUR 47 billion, primarily reflecting higher reverse repos, while amounts due to banks decreased by EUR 1 billion to EUR 37 billion.

### Loans

Loans and advances to customers, mainly at ING Bank, increased by EUR 3 billion to EUR 566 billion as a EUR 4 billion increase in customer lending was offset by EUR 1 billion of maturing securities.

### Financial assets/liabilities at fair value

Financial assets and liabilities at fair value contain derivatives, securities and repos, which are mainly used to facilitate the servicing of our clients (banks and non-banks). Financial assets

at fair value through P&L increased by EUR 22 billion (excluding EUR 3 billion of positive currency effects) to EUR 257 billion. Financial assets at fair value through P&L at ING Bank rose by EUR 21 billion, reflecting a higher level of activity at Financial Markets, with higher repo activity and trading securities balances, following the seasonally lower fourth-quarter year-end. Financial liabilities at fair value through P&L mirrored the development on the asset side for repo activity.

At Insurance EurAsia, Financial assets at fair value through P&L decreased by EUR 2 billion, mainly due to a shift from Investments for risk of policyholders to Investments, following a change of several guaranteed separate account pension contracts. At Insurance ING U.S., Financial assets at fair value through P&L rose by EUR 4 billion, excluding currency effects, mainly due to positive revaluations on investments for the risk of policyholders. These movements are mirrored in the Provision for Insurance and investment contracts on the liability side of the balance sheet.

### Assets/Liabilities held for sale

Assets held for sale decreased by EUR 12 billion from 31 December 2012 due to the completion of the sale of ING Direct UK to Barclays, the sale of the life insurance units in Hong Kong, Macau and Thailand to Pacific Century Group, and the sale of ING's interest in ING Vysya Life Insurance to Exide Industries.

### Debt securities in issue

Debt securities in issue increased by EUR 3 billion. ING Bank issued EUR 12 billion of long-term debt in the first quarter of 2013, the majority of which was used to replace maturing debt. Short-term debt (CD/CP) increased by EUR 1 billion.

## ING Group: Change in shareholders' equity

| in EUR million   | ING Group     |                      | ING Bank N.V. |                      | Insurance EurAsia |                      | ING U.S.      |                      | Ins. Other/<br>Hold./Elimin. |                |
|--|---------------|----------------------|---------------|----------------------|-------------------|----------------------|---------------|----------------------|------------------------------|----------------|
|  | 1Q2013        | 4Q2012 <sup>1)</sup> | 1Q2013        | 4Q2012 <sup>1)</sup> | 1Q2013            | 4Q2012 <sup>1)</sup> | 1Q2013        | 4Q2012 <sup>1)</sup> | 1Q2013                       | 4Q2012         |
| <b>Shareholders' equity beginning of period</b>              | <b>51,777</b> | <b>50,627</b>        | <b>34,964</b> | <b>36,162</b>        | <b>18,758</b>     | <b>18,220</b>        | <b>10,166</b> | <b>10,009</b>        | <b>-12,111</b>               | <b>-13,764</b> |
| Net result for the period                                    | 1,804         | 1,481                | 782           | 665                  | 1,142             | 563                  | -195          | 301                  | 75                           | -48            |
| Unrealised revaluations of equity securities                 | -17           | 150                  | -87           | 225                  | 70                | -77                  |               | 2                    |                              |                |
| Unrealised revaluations of debt securities                   | -902          | 927                  | -170          | 365                  | -419              | 708                  | -313          | -145                 |                              |                |
| Deferred interest crediting to life policyholders            | 459           | -208                 |               |                      | 262               | -312                 | 197           | 104                  |                              |                |
| Realised gains/losses equity securities released to P&L      | -60           | -62                  | 14            | 1                    | -15               | -63                  |               |                      | -59                          |                |
| Realised gains/losses debt securities transferred to P&L     | 25            | 18                   | 71            | 1                    | -39               | 2                    | -7            | 17                   |                              |                |
| Change in cashflow hedge reserve                             | -132          | 224                  | 16            | 87                   | -146              | 106                  | 10            | 23                   | -12                          | 8              |
| Other revaluations   | -143          | 7                    | -131          | -47                  | 22                | -42                  | 18            | 1                    | -51                          | 95             |
| Remeasurement of the net defined benefit asset/liability     | 1,103         | -351                 | 809           | -298                 | 354               | -73                  | -60           | 20                   |                              |                |
| Exchange rate differences                                    | 417           | -690                 | 246           | -100                 | -126              | -295                 | 240           | -172                 | 57                           | -123           |
| Changes in treasury shares                                   | 143           | 1                    |               |                      |                   |                      |               |                      | 143                          |                |
| Employee stock options and share plans                       | -7            | 27                   | 27            | 27                   | 6                 | 5                    | 20            | 10                   | -60                          | -15            |
| Dividend and Repurchase premium non-voting equity securities |               | -375                 |               |                      |                   |                      |               |                      |                              | -375           |
| Dividend upstream  |               |                      |               | -2,125               |                   |                      |               |                      |                              | 2,125          |
| Other  | -29           | 1                    | 9             | 2                    | -1,616            | 16                   | 15            | -4                   | 1,562                        | -13            |
| <b>Total changes</b>   | <b>2,661</b>  | <b>1,150</b>         | <b>1,585</b>  | <b>-1,199</b>        | <b>-505</b>       | <b>538</b>           | <b>-75</b>    | <b>157</b>           | <b>1,655</b>                 | <b>1,654</b>   |
| <b>Shareholders' equity end of period</b>                    | <b>54,438</b> | <b>51,777</b>        | <b>36,548</b> | <b>34,964</b>        | <b>18,253</b>     | <b>18,758</b>        | <b>10,091</b> | <b>10,166</b>        | <b>-10,455</b>               | <b>-12,111</b> |

## ING Group: Shareholders' equity

| in EUR million   | ING Group     |                         | ING Bank N.V. |                         | Insurance EurAsia |                         | ING U.S.      |                         | Ins. Other/<br>Hold./Elimin. |                         |
|--|---------------|-------------------------|---------------|-------------------------|-------------------|-------------------------|---------------|-------------------------|------------------------------|-------------------------|
|  | 31 Mar 13     | 31 Dec 12 <sup>1)</sup> | 31 Mar 13     | 31 Dec 12 <sup>1)</sup> | 31 Mar 13         | 31 Dec 12 <sup>1)</sup> | 31 Mar 13     | 31 Dec 12 <sup>1)</sup> | 31 Mar 13                    | 31 Dec 12 <sup>1)</sup> |
| Share premium/capital                                    | 16,953        | 16,953                  | 17,067        | 17,067                  | 10,678            | 12,278                  | 18,144        | 17,639                  | -28,936                      | -30,031                 |
| Revaluation reserve equity securities                    | 2,260         | 2,337                   | 1,312         | 1,385                   | 973               | 917                     | 14            | 14                      | -39                          | 21                      |
| Revaluation reserve debt securities                      | 9,639         | 10,516                  | 1,166         | 1,265                   | 5,586             | 6,043                   | 2,924         | 3,244                   | -36                          | -36                     |
| Revaluation reserve crediting to life policyholders      | -5,214        | -5,673                  |               |                         | -3,552            | -3,813                  | -1,662        | -1,860                  |                              |                         |
| Revaluation reserve cashflow hedge                       | 2,557         | 2,689                   | -745          | -761                    | 3,395             | 3,539                   | 8             | -1                      | -101                         | -88                     |
| Other revaluation reserves                               | 254           | 607                     | 326           | 327                     | 6                 | 2                       | 8             | 9                       | -86                          | 269                     |
| Remeasurement of the net defined benefit asset/liability | -1,756        | -2,861                  | -1,051        | -1,860                  | -347              | -702                    | -358          | -299                    |                              |                         |
| Currency translation reserve                             | -546          | -841                    | -147          | -263                    | -323              | -194                    |               |                         | -77                          | -385                    |
| Treasury shares  | -267          | -410                    |               |                         |                   |                         |               |                         | -267                         | -410                    |
| Retained earnings and other reserves                     | 30,558        | 28,460                  | 18,620        | 17,803                  | 1,838             | 688                     | -8,988        | -8,581                  | 19,088                       | 18,550                  |
| <b>Total</b>   | <b>54,438</b> | <b>51,777</b>           | <b>36,548</b> | <b>34,964</b>           | <b>18,253</b>     | <b>18,758</b>           | <b>10,091</b> | <b>10,166</b>           | <b>-10,455</b>               | <b>-12,111</b>          |

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.

### Customer deposits

ING Bank continued to improve its funding profile through further growth in the deposit base. Customer deposits grew by EUR 16 billion to EUR 471 billion, including EUR 9 billion more in savings accounts, with net inflows mostly in Belgium and Germany. Credit balances on customer accounts were EUR 6 billion higher.

### Shareholders' equity

Shareholders' equity rose by EUR 2.7 billion to EUR 54.4 billion. This was mainly due to the EUR 1.8 billion quarterly net profit and EUR 1.1 billion of actuarial gains reflecting a 40 bps increase in the discount rates used to value pension assets and liabilities in the first quarter. Shareholders' equity per share increased from EUR 13.62 at the end of December 2012 to EUR 14.28 on 31 March 2013.

ING Insurance EurAsia repaid EUR 1.6 billion capital to ING Verzekeringen N.V. in the quarter.

The comparative figures at 31 March 2012 and 31 December 2012 have been restated to reflect the new pension accounting requirements under IFRS (the revised IAS 19, which took effect on 1 January 2013). The change in accounting reduced year-

end shareholders' equity by EUR 2,580 million, reflecting the immediate recognition in shareholders' equity of accumulated actuarial gains/losses, which were previously deferred through the so-called corridor approach. Further details about this are included in the 31 March 2013 ING Group Interim Accounts, available on [www.ing.com](http://www.ing.com).

### Revaluation reserves

The revaluation reserve debt securities decreased by EUR 0.9 billion in the quarter, due to higher interest rates and credit spreads. The currency translation reserve improved by EUR 0.3 billion, primarily due to the weakening of the euro against the US dollar.

The Revaluation reserve on debt securities includes EUR 7.1 billion (pre-tax and before crediting to policyholders) related to government bonds. This amount comprises EUR 0.3 billion of negative revaluation reserves for government bonds from Greece, Italy, Ireland, Portugal, Spain and Cyprus, which were more than offset by EUR 7.3 billion of positive revaluation reserves for government bonds from other countries.

## CAPITAL MANAGEMENT

ING Group's capital ratios continued to improve, supported by strong capital generation at Bank and divestments at Insurance. The Bank's core Tier 1 ratio increased to 12.3% while the IGD solvency ratio of ING Insurance improved following divestments in Asia.

| Capital base: ING Group                      |               |               |
|--|---------------|---------------|
| In EUR million unless stated otherwise       | 31 Mar. 13    | 31 Dec. 12    |
| (a) Shareholders' equity                     | 54,438        | 51,777        |
| (b) Core Tier 1 securities                   | 2,250         | 2,250         |
| (c) Group hybrid capital                     | 9,405         | 9,223         |
| (d) Group leverage (core debt)               | 7,120         | 7,100         |
| <b>Total capitalisation</b>                  | <b>73,213</b> | <b>70,349</b> |
| (f) Required regulatory adjustments          | -7,368        | -7,256        |
| Group leverage (core debt)                   | -7,120        | -7,100        |
| <b>(e) Adjusted equity (= a + b + c + f)</b> | <b>58,725</b> | <b>55,993</b> |
| Debt/equity ratio (d/(d+e))                  | 10.8%         | 11.3%         |
| Total required capital                       | 37,790        | 38,290        |
| FiCo ratio                                   | 172%          | 163%          |

### ING Group

The Group debt/equity ratio improved to 10.8% from 11.3%, mainly as a result of the EUR 2.7 billion increase of shareholders' equity. The amount of core debt remained stable during the quarter. The Financial Conglomerate Directive (FiCo) ratio for the Group increased from 163% at the end of December 2012 to 172% due to a reduction in required capital and a higher capital base for both ING Bank and Insurance.

ING Group intends to use the proceeds from the secondary offering of the ING U.S. IPO to reduce core debt. In addition, ING Bank plans to pay a dividend of EUR 1.5 billion to ING Group in the second quarter of 2013 to further reduce core debt. In total it is expected that the core debt of ING Group will be reduced by EUR 2 billion from EUR 7 billion to EUR 5 billion in the second quarter.

### ING Bank

ING Bank's core Tier 1 ratio strengthened from 11.9% to 12.3%. The increase reflects a growth of the core Tier 1 capital driven by the net profit. The improved core Tier 1 ratio could help the Bank to upstream an additional EUR 1.5 billion dividend to facilitate a planned reduction of the core debt.

### ING Insurance

The IGD solvency ratio of ING Insurance increased from 236% to 256% at 31 March 2012. The increase was mainly driven by the sale of the life insurance units in Hong Kong, Macau and Thailand. The divestments increased shareholders' equity by EUR 0.8 billion and reduced the EU required capital by EUR 0.2 billion.

### Ratings

ING Group's and Bank's ratings were affirmed by Moody's and Fitch. Fitch also confirmed its rating of ING Verzekeringen N.V. The Standard & Poor's ratings remained unchanged during the quarter.

#### Main credit ratings of ING at 3 May 2013

|                        | Standard & Poor's |          | Moody's |            | Fitch  |          |
|------------------------|-------------------|----------|---------|------------|--------|----------|
|                        | Rating            | Outlook  | Rating  | Outlook    | Rating | Outlook  |
| ING Groep N.V.         | A                 | Negative | A3      | Negative   | A      | Negative |
| ING Bank N.V.          | A+                | Negative | A2      | Negative   | A+     | Negative |
| ING Verzekeringen N.V. | A-                | Negative | Baa2    | Developing | A-     | Negative |

### Number of shares

The total number of shares outstanding in the market was 3,811 million at the end of March 2013 versus 3,801 million at the end of December 2012. The total number of shares equals the 3,811 million outstanding in the market plus treasury shares, which decreased from 30.1 million at the end of December 2012 to 20.5 million at the end of March 2013.

### New IFRS revised pension accounting requirements (IAS 19)

As of 2013, ING applies the revised IAS 19. This requires immediate recognition in equity of changes in the pension obligation and in the fair value of plan assets due to actuarial gains and losses. The impact on ING Group's capital as of 1 January is EUR -2.6 billion, of which EUR -1.7 billion is at the Bank and EUR -0.9 billion at Insurance. The comparative equity values from previous periods have been restated accordingly.

The Dutch national bank (DNB) has allowed Dutch banks to apply a regulatory adjustment to eliminate the impact of the revised IAS 19 from available capital. The unrecognised actuarial gains and losses (deducted from IFRS equity as per 1 January 2013) will therefore remain unrecognised in the core Tier 1 equity as of 1 January 2013 and phased-out under CRD IV. Furthermore, in the calculation of the debt/equity and FiCo ratios of ING Group, this adjustment is also taken into account. This implies that the debt/equity and FiCo ratios of ING Group are adjusted for the impact of the revised IAS 19 for Bank only.

## BUSINESS & SUSTAINABILITY HIGHLIGHTS

ING takes continuous actions to demonstrate that it considers the interests of its stakeholders seriously not just now, but also in the long term. In the first months of 2013, advances on this commitment were made in several ways. Mobile and online offerings were expanded to reflect customers' preferences and ING Bank worked to remedy technical disruptions experienced in the Netherlands in April. The 2012 'ING in Society' report was published, together with the ING Group Annual Report, at the end of March.

### Operational excellence in a mobile world

ING continues to optimise its online offerings as more and more of our banking customers use the convenience of the internet or a mobile device to conduct their banking transactions. ING's mobile banking solutions, which are currently offered in 14 countries, enable customers to perform a wide range of transactions, from checking the balance on their current or savings account and transferring money, to monitoring credit card transactions and viewing information about their mortgage. Approximately 3.0 million customers are actively using ING's mobile banking solutions (mobile apps and mobile websites), representing almost 10% of mobile banking penetration in ING's total banking customer base of over 30 million worldwide.

ING's insurance customers also desire more online products and services. This trend is visible in almost all countries. For example, in a survey we conducted last year in Slovakia, 75% of ING's customers who had purchased a voluntary pension product said they wanted to have online access to information about their ING pension. In response to this feedback, ING started to offer other pension products online in 2013.

The shift to mobile devices and the internet has improved the customer experience, and ING is determined to invest further in this area. At the same time, it has created new challenges for banks when it comes to protecting core systems and customer data, and ensuring the flawless execution of transactions. In early April 2013, ING Bank in the Netherlands experienced problems with processing payments, causing customers' online balance information to appear incorrectly. Although actual account balances were not affected, customers were understandably concerned. ING took action to restore service and is currently conducting an evaluation of the incident to enhance customer service and to prevent reoccurrence. Also in April, banks worldwide, including ING, became the target of distributed denial-of-service attacks (DDoS). During such an attack, a website is bombarded with an excessive amount of traffic. Though a DDoS attack is blocked by a firewall, the firewall can become so busy as it tries to stop the unwanted traffic that customers can experience difficulties in accessing ING's system. While the DDoS attacks on ING did cause inconvenience to customers, they never compromised ING's banking systems and customer databases. ING continues to closely monitor traffic to its website and mobile applications to ensure that the company is well prepared for

potential incidents in the future. Actions have also been taken to avoid or minimise disruption for customers. ING is working closely with other banks and the appropriate authorities to take coordinated actions against cyberattacks, if and when necessary.

### 'ING in Society 2012' report

The ING Group Sustainability Report 2012, entitled 'ING in Society', was published in March 2013. The report provides an update of our social and environmental strategy and performance in 2012. It also contains data on different aspects of ING's businesses and operations from a sustainability perspective. Key highlights from 2012 include:

- Expansion of the scope and application of ING's Environmental and Social Risk (ESR) Framework
- Signing of the UN Principles for Sustainable Insurance (PSI)
- Increase in Sustainable Assets Allocated to EUR 5.7 billion at year-end 2012, a near doubling compared to 2011
- Introduction of ING Procurement Sustainability Standards for suppliers, based on the UN Global Compact principles, which will be implemented throughout the company
- Completion of a materiality assessment of stakeholder expectations of ING's role in society and their concerns
- Continuation for another three years of ING's partnership with UNICEF, which in 2012 provided 92,469 more children with access to quality education.

### Materiality assessment

ING conducted a materiality assessment as part of the 'ING in Society 2012' report. This analysis took a careful look at the issues that are of concern to stakeholders and that could potentially affect ING's ability to execute its strategy. The assessment consists of a comprehensive evaluation of issues that matter to ING's stakeholders and their point of view and expectations of ING's role in society. The expectations identified were classified into nine focus areas and assessed for their potential impact on ING's cost, revenue and reputation. The resulting materiality overview was published in the 'ING in Society 2012' report.

### ESR Framework review

ING has applied its Environmental and Social Risk (ESR) policies to its business activities since 2003. ING's ESR Framework is applied at both the client and transaction levels at ING Bank. For Insurance/IM the framework includes two policies that specifically address responsible investing: the ING Voting Policy and the ING Defence Policy. This ensures informed decision-making that is compliant with ING's Business Principles.

In 2012, ING undertook an extensive review of its ESR Framework. The goal was to ensure that the Framework reflects emerging best practices and ongoing learnings, while embedding it more deeply within the organisation. Following this review, the ESR assessment was integrated into mainstream decision-making processes, such as client on-boarding. These actions aim to create a consistent, systematic approach when applying the ESR Policies and to facilitate an enhanced audit trail. In the first quarter of 2013, ING took another step towards greater transparency by publishing its ESR Framework online.

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# Banking





## CONSOLIDATED RESULTS

| Banking: Consolidated profit and loss account             |              |                      |               |                      |               |
|---|--------------|----------------------|---------------|----------------------|---------------|
| In EUR million  | 1Q2013       | 1Q2012 <sup>1)</sup> | Change        | 4Q2012 <sup>1)</sup> | Change        |
| <b>Profit &amp; loss</b>                                  |              |                      |               |                      |               |
| Interest result   | 2,916        | 2,969                | -1.8%         | 2,867                | 1.7%          |
| Commission income   | 554          | 553                  | 0.2%          | 510                  | 8.6%          |
| Investment income   | 124          | 121                  | 2.5%          | 18                   | 588.9%        |
| Other income  | 270          | 74                   | 264.9%        | -185                 |               |
| <b>Total underlying income</b>                            | <b>3,863</b> | <b>3,718</b>         | <b>3.9%</b>   | <b>3,211</b>         | <b>20.3%</b>  |
| Staff expenses  | 1,239        | 1,228                | 0.9%          | 1,209                | 2.5%          |
| Other expenses  | 855          | 830                  | 3.0%          | 1,095                | -21.9%        |
| Intangibles amortisation and impairments                  | 39           | 69                   | -43.5%        | 35                   | 11.4%         |
| <b>Operating expenses</b>                                 | <b>2,133</b> | <b>2,128</b>         | <b>0.2%</b>   | <b>2,340</b>         | <b>-8.8%</b>  |
| <b>Gross result</b>                                       | <b>1,730</b> | <b>1,590</b>         | <b>8.8%</b>   | <b>871</b>           | <b>98.6%</b>  |
| Addition to loan loss provision                           | 561          | 439                  | 27.8%         | 589                  | -4.8%         |
| <b>Underlying result before tax</b>                       | <b>1,169</b> | <b>1,151</b>         | <b>1.6%</b>   | <b>283</b>           | <b>313.1%</b> |
| Taxation  | 331          | 356                  | -7.0%         | 137                  | 141.6%        |
| Minority interests  | 30           | 27                   | 11.1%         | 20                   | 50.0%         |
| <b>Underlying net result</b>                              | <b>809</b>   | <b>768</b>           | <b>5.3%</b>   | <b>126</b>           | <b>542.1%</b> |
| Net gains/losses on divestments                           | -6           | 489                  |               | 891                  |               |
| Net result from divested units                            | -37          | 12                   |               | -55                  |               |
| Special items after tax                                   | -23          | -404                 |               | -348                 |               |
| <b>Net result from Banking</b>                            | <b>744</b>   | <b>865</b>           | <b>-14.0%</b> | <b>615</b>           | <b>21.0%</b>  |
| <b>Client balances (in EUR billion)<sup>2)</sup></b>      |              |                      |               |                      |               |
| Residential Mortgages                                     | 287.0        | 278.8                | 2.9%          | 286.0                | 0.3%          |
| Other Lending   | 223.8        | 229.6                | -2.5%         | 220.2                | 1.6%          |
| Funds Entrusted   | 465.5        | 427.8                | 8.8%          | 448.5                | 3.8%          |
| AUM/Mutual Funds  | 57.3         | 55.0                 | 4.2%          | 56.5                 | 1.4%          |
| <b>Profitability and efficiency<sup>2)</sup></b>          |              |                      |               |                      |               |
| Interest margin   | 1.38%        | 1.33%                |               | 1.34%                |               |
| Cost/income ratio   | 55.2%        | 57.2%                |               | 72.9%                |               |
| Return on equity based on IFRS-EU equity                  | 9.0%         | 8.9%                 |               | 1.4%                 |               |
| Return on equity based on 10.0% core Tier 1 <sup>3)</sup> | 12.1%        | 10.9%                |               | 2.1%                 |               |
| Staff (FTEs end of period)                                | 64,359       | 66,583               | -3.3%         | 65,173               | -1.2%         |
| <b>Risk<sup>2)</sup></b>                                  |              |                      |               |                      |               |
| Non-performing loans/total loans                          | 2.6%         | 2.1%                 |               | 2.5%                 |               |
| Stock of provisions/provisioned loans                     | 36.7%        | 39.3%                |               | 36.9%                |               |
| Risk costs in bp of average RWA                           | 81           | 60                   |               | 85                   |               |
| Risk-weighted assets (end of period)                      | 278,225      | 291,986              | -4.7%         | 275,636              | 0.9%          |

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) Key figures based on underlying figures except loans figures

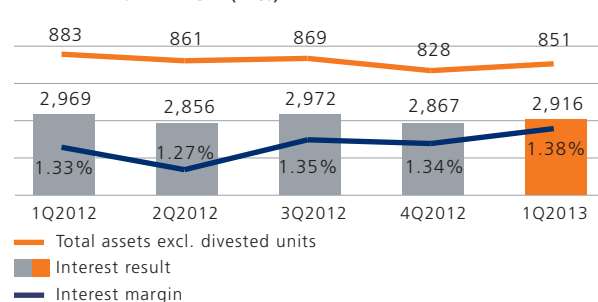
3) Underlying after-tax return divided by average equity based on 10.0% core Tier 1 ratio (annualised)

The Bank's first-quarter results improved strongly from the previous quarter, despite a challenging macroeconomic environment, as the interest margin improved and cost-containment initiatives gained traction. The Bank posted an underlying result before tax of EUR 1,169 million, including EUR 48 million of positive CVA/DVA adjustments. Results rose 1.6% year-on-year and increased fourfold from the previous quarter, which included EUR 181 million of negative CVA/DVA adjustments and a EUR 175 million annual charge for the Dutch bank tax.

The Bank continued to attract strong deposit inflows, with a net increase of funds entrusted of EUR 16.5 billion, while lending growth gained pace, increasing by EUR 2.5 billion in the quarter. The net interest margin rose four basis points to 1.38% sequentially, supported by higher lending margins. Expenses were stable compared with a year ago, reflecting the

impact of the announced cost-containment initiatives, which offset higher pension costs, annual salary increases and higher regulatory expenses. Risk costs remained elevated amid the weak macroeconomic environment, but were slightly down on the previous quarter.

TOTAL ASSETS (in EUR billion), INTEREST RESULT (in EUR million) AND INTEREST MARGIN (in %)



## Total underlying income

Total underlying income increased 3.9% year-on-year to EUR 3,863 million, reflecting a positive swing in CVA/DVA adjustments (recorded in Commercial Banking and the Corporate Line), which improved to a positive EUR 48 million in the first quarter of 2013 compared with a EUR 319 million negative impact a year ago and a EUR 181 million negative impact in the fourth quarter. Excluding CVA/DVA adjustments, income declined 5.5% year-on-year, mainly due to lower interest results following the sale of high-yielding bonds, a lengthening of the funding profile, lower net trading income and the impact of hedge ineffectiveness. Compared with the fourth quarter of 2012, underlying income increased 12.5%, excluding CVA/DVA impacts, driven by higher interest results and commission income, higher realised gains on bonds and equities, as well as seasonally higher results in Financial Markets.

The underlying interest margin improved by four basis points to 1.38% from 1.34% in the fourth quarter of 2012, supported by a higher interest result and a lower average balance sheet in the first quarter. The underlying interest result rose 1.7% from the previous quarter, supported by repricing of the loan book, moderate volume growth and a higher interest result in Financial Markets. The interest result on funds entrusted declined further, reflecting lower returns from the investment portfolio amid the low interest rate environment; however, margins on savings are starting to stabilise following the lowering of client savings rates during the first quarter of 2013. The interest result declined 1.8% compared with the first quarter of 2012, primarily due to higher liquidity costs as the Bank lengthened its funding profile, as well as lower returns on the bond portfolio due to derisking measures last year.

ING Bank attracted EUR 16.5 billion of net funds entrusted during the first quarter, supporting moderate lending growth, while efforts are ongoing to optimise the balance sheet and the funding profile of the Bank. The increase in funds entrusted was primarily driven by Retail Belgium and Retail Germany, while deposits in Commercial Banking rose by EUR 5.8 billion. With CRD IV capital and LCR targets comfortably met, the Bank selectively grew its loan book in the first quarter, particularly in Structured Finance and Retail Belgium. Total net lending growth was modest at EUR 2.5 billion, of which EUR 0.7 billion was in mortgages and EUR 1.9 billion in other lending.

Commission income was stable compared with a year ago at EUR 554 million and increased 8.6% from the fourth quarter, due to by seasonally higher asset management fees in Retail Belgium in the first quarter of the year as well as higher fee income from Industry Lending and Financial Markets in Commercial Banking.

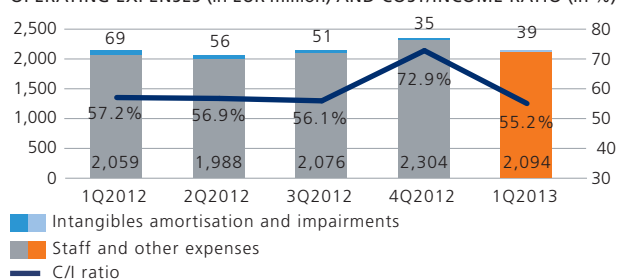
Investment income was stable at EUR 124 million compared with EUR 121 million in the first quarter of 2012, but it increased strongly from EUR 18 million in the fourth quarter of 2012. The first quarter of 2013 included EUR 110 million in net realised gains on bonds and equities, including EUR 11 million related to the sale of ING's 5% equity stake in KB Financial Group (in addition to a EUR 30 million tax benefit). The Bank furthermore received a EUR 7 million dividend related to this stake. The fourth quarter of 2012 included EUR 9 million of net realised gains on bonds and equities.

Other income rose to EUR 270 million, up from EUR 74 million in the first quarter of 2012. The increase primarily reflects CVA/DVA adjustments. The impact from CVA/DVA in the current quarter was EUR 48 million, of which EUR 98 million relates to CVA/DVA on derivatives and EUR -24 million to DVA on structured notes at Commercial Banking, and EUR -27 million to DVA on own issued debt in the Corporate Line. This compares with a negative impact of EUR 319 million in the first quarter of 2012 and a negative impact of EUR 181 million in the fourth quarter. Excluding these CVA/DVA adjustments, other income declined by EUR 171 million compared with a year ago, mainly due to lower net trading income (partly caused by the downsizing of trading activities) and the impact of hedge ineffectiveness. Compared with the fourth quarter of 2012, other income improved by EUR 226 million, excluding the swing in CVA/DVA adjustments. The improvement was partly caused by the absence of investment losses in the current quarter as the derisking programme of the investment portfolio was completed in 2012, whereas the fourth quarter contained EUR 101 million of losses on the selective sale of bonds in the loans and receivables portfolio and from the sale of a real estate development project. Net trading income was up, reflecting seasonality in the Financial Markets business.

## Operating expenses

Operating expenses were stable compared with a year ago as cost-savings programmes and lower impairments on real estate development projects offset the impact of significantly higher pension costs, annual salary increases and higher regulatory expenses. Underlying operating expenses were EUR 2,133 million, or 0.2% higher than in the first quarter of 2012. Excluding EUR 59 million of higher pension costs, which were largely caused by a decrease in the discount rate, operating expenses declined by 2.5%. Compared with the previous quarter, which included EUR 175 million for the Dutch bank tax and higher year-end marketing spending, operating expenses dropped by EUR 206 million (or -8.8%), despite an increase in pension costs of EUR 51 million. The underlying cost/income ratio improved to 55.2% from 57.2% a year ago and 72.9% in the previous quarter.

OPERATING EXPENSES (in EUR million) AND COST/INCOME RATIO (in %)



The number of internal staff declined by 814 to 64,359 FTEs in the first quarter, mainly due to cost-containment initiatives in Retail Benelux as well as the run-off of leasing activities in the UK.

## Loan loss provisions

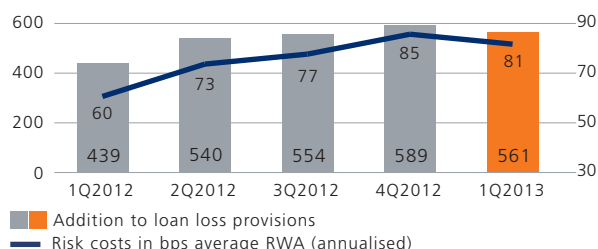
Underlying risk costs remained elevated in the first quarter amid the weak economic environment, but they declined slightly from the fourth quarter. ING Bank added EUR 561 million to the provision



for loan losses, down from EUR 589 million in the previous quarter but up from EUR 439 million in the first quarter of 2012. The improvement compared with the fourth quarter reflects lower additions in the Structured Finance and General Lending portfolios of Commercial Banking. Risk costs at Real Estate Finance were relatively stable. Risk costs for Dutch mortgages climbed to EUR 82 million from EUR 33 million in the previous quarter, reflecting recent declines in house prices, rising unemployment levels, and a lower cure rate. Non-performing loans (NPLs) increased marginally to 1.5% of credit outstandings. Given the continuing weakness in the housing market and the broader Dutch economy, loan loss provisions on the mortgage portfolio are expected to remain at around this level for the coming quarters. Risk costs at Retail Belgium and Retail Germany were slightly lower, while Retail Rest of World reported an increase from the fourth quarter, which included a net release in Australia. Total NPLs at ING Bank increased by EUR 0.3 billion in the first quarter to EUR 15.2 billion.

Total first-quarter risk costs at ING Bank amounted to 81 basis points of average risk-weighted assets, down from 85 basis points in the fourth quarter but up from 60 basis points in the first quarter of 2012. For the coming quarters, ING expects risk costs to remain elevated at around these levels amid the weak economic climate.

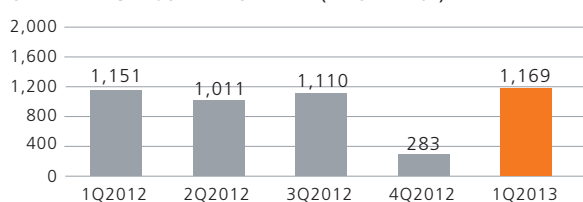
ADDITIONS TO LOAN LOSS PROVISIONS (in EUR million)



## Underlying result before tax

The underlying result before tax increased 1.6% to EUR 1,169 million from EUR 1,151 million in the first quarter of 2012, despite the increase in loan loss provisions. The gross result (before risk costs) rose 8.8%, driven by the positive swing in CVA/DVA adjustments. The underlying result before tax increased strongly from EUR 283 million in the fourth quarter, which included EUR 181 million of negative CVA/DVA adjustments, a EUR 175 million charge for the Dutch bank tax and seasonally lower Financial Markets results.

UNDERLYING RESULT BEFORE TAX (in EUR million)



## Net result

The underlying net result rose to EUR 809 million from EUR 768 million in the first quarter of 2012 and EUR 126 million in the fourth quarter of 2012. The effective underlying tax rate was 28.3% compared with 31.0% a year ago.

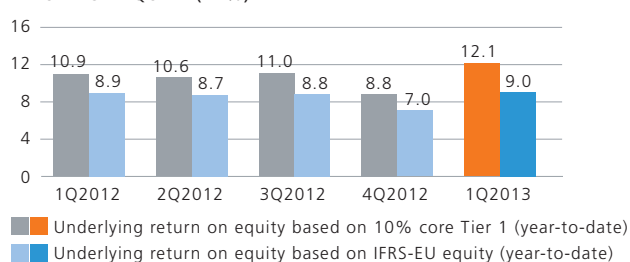
ING Bank's quarterly net result was EUR 744 million, including the impact of divestments and special items. The sale of ING Direct UK closed on 6 March 2013, resulting in an additional net transaction loss of EUR 6 million. This brings the total after-tax loss for this transaction to EUR 265 million, of which EUR -260 million was already taken in 2012. The net result from divested units of EUR -37 million related entirely to the divested ING Direct UK activities prior to closing. Special items after tax amounted to EUR -23 million and were mainly related to the previously announced restructuring programmes in Retail Netherlands.

## Key metrics

Underlying risk-weighted assets (RWA) increased 0.9% to EUR 278 billion from EUR 276 billion at year-end 2012, including EUR 1 billion of positive currency effects. Risk migration was limited despite the weak economic environment. Volume growth and the impact of credit model refinements were largely offset by the sale of ING's stake in KB Financial Group, a reduction of market RWA due to the downsizing of trading portfolios, and lower operational RWA. The latter is explained by the implementation of a new risk framework which better reflects the risk profile of the business units.

ING Bank's core Tier 1 ratio rose to 12.3% from 11.9% at year-end 2012, mainly due to the retained profit, while total RWA was slightly lower following the sale of ING Direct UK.

RETURN ON EQUITY (in %)



The underlying return on IFRS-EU equity improved slightly to 9.0% from 8.9% in the first quarter of 2012, as higher earnings in the current quarter were only partly offset by an increased equity base. The Ambition 2015 target for return on IFRS-EU equity is 10-13%. The underlying return on equity based on a 10% core Tier 1 ratio was 12.1% compared with 10.9% in the first quarter of 2012.

## RETAIL BANKING

### Retail Banking: Consolidated profit and loss account

| In EUR million  | Total Retail Banking |                      | Retail Banking Benelux |                      |            |                      | Retail International |                      |               |                      |
|---|----------------------|----------------------|------------------------|----------------------|------------|----------------------|----------------------|----------------------|---------------|----------------------|
|   | 1Q2013               | 1Q2012 <sup>1)</sup> | Netherlands            |                      | Belgium    |                      | Germany              |                      | Rest of World |                      |
|   | 1Q2013               | 1Q2012 <sup>1)</sup> | 1Q2013                 | 1Q2012 <sup>1)</sup> | 1Q2013     | 1Q2012 <sup>1)</sup> | 1Q2013               | 1Q2012 <sup>1)</sup> | 1Q2013        | 1Q2012 <sup>1)</sup> |
| <b>Profit &amp; loss</b>                                  |                      |                      |                        |                      |            |                      |                      |                      |               |                      |
| Interest result   | 2,028                | 1,978                | 845                    | 864                  | 436        | 405                  | 287                  | 293                  | 460           | 416                  |
| Commission income   | 318                  | 328                  | 112                    | 123                  | 95         | 92                   | 27                   | 26                   | 84            | 87                   |
| Investment income   | 49                   | -3                   | 0                      | -2                   | 10         | 0                    | 0                    | -6                   | 39            | 4                    |
| Other income  | 80                   | 74                   | 13                     | 16                   | 51         | 49                   | -17                  | -2                   | 33            | 12                   |
| <b>Total underlying income</b>                            | <b>2,475</b>         | <b>2,378</b>         | <b>970</b>             | <b>1,001</b>         | <b>592</b> | <b>547</b>           | <b>297</b>           | <b>311</b>           | <b>615</b>    | <b>519</b>           |
| Staff and other expenses                                  | 1,518                | 1,479                | 569                    | 562                  | 351        | 360                  | 176                  | 165                  | 422           | 392                  |
| Intangibles amortisation and impairments                  | 6                    | 3                    | 6                      | 3                    | 0          | 0                    | 0                    | 0                    | 0             | 0                    |
| <b>Operating expenses</b>                                 | <b>1,525</b>         | <b>1,483</b>         | <b>575</b>             | <b>565</b>           | <b>351</b> | <b>360</b>           | <b>176</b>           | <b>165</b>           | <b>422</b>    | <b>392</b>           |
| <b>Gross result</b>                                       | <b>950</b>           | <b>895</b>           | <b>395</b>             | <b>435</b>           | <b>241</b> | <b>187</b>           | <b>121</b>           | <b>146</b>           | <b>193</b>    | <b>127</b>           |
| Addition to loan loss provision                           | 343                  | 272                  | 215                    | 131                  | 39         | 44                   | 21                   | 15                   | 68            | 83                   |
| <b>Underlying result before tax</b>                       | <b>607</b>           | <b>623</b>           | <b>180</b>             | <b>305</b>           | <b>202</b> | <b>143</b>           | <b>100</b>           | <b>131</b>           | <b>125</b>    | <b>44</b>            |
| <b>Client balances (in EUR billion)<sup>2)</sup></b>      |                      |                      |                        |                      |            |                      |                      |                      |               |                      |
| Residential Mortgages                                     | 287.0                | 278.8                | 143.7                  | 141.9                | 30.2       | 29.3                 | 60.0                 | 57.3                 | 53.1          | 50.3                 |
| Other Lending   | 97.0                 | 94.0                 | 38.3                   | 41.5                 | 35.2       | 32.1                 | 4.0                  | 3.5                  | 19.6          | 17.0                 |
| Funds Entrusted   | 391.9                | 367.3                | 116.7                  | 111.2                | 78.7       | 73.5                 | 101.2                | 90.0                 | 95.3          | 92.6                 |
| AUM/Mutual Funds  | 57.1                 | 54.6                 | 16.9                   | 15.9                 | 26.4       | 25.5                 | 6.6                  | 6.1                  | 7.2           | 7.2                  |
| <b>Profitability and efficiency<sup>2)</sup></b>          |                      |                      |                        |                      |            |                      |                      |                      |               |                      |
| Cost/income ratio   | 61.6%                | 62.4%                | 59.3%                  | 56.5%                | 59.3%      | 65.8%                | 59.2%                | 53.1%                | 68.6%         | 75.6%                |
| Return on equity based on 10.0% core Tier 1 <sup>3)</sup> | 12.8%                | 12.4%                | 10.3%                  | 18.4%                | 27.5%      | 19.2%                | 12.1%                | 17.1%                | 9.7%          | 1.7%                 |
| <b>Risk<sup>2)</sup></b>                                  |                      |                      |                        |                      |            |                      |                      |                      |               |                      |
| Risk costs in bp of average RWA                           | 97                   | 78                   | 164                    | 106                  | 79         | 87                   | 38                   | 28                   | 58            | 67                   |
| Risk-weighted assets (end of period)                      | 140,214              | 141,367              | 53,759                 | 49,108               | 19,656     | 20,471               | 21,549               | 21,595               | 45,251        | 50,193               |

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) Key figures based on underlying figures

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

The underlying result before tax of Retail Banking recovered strongly to EUR 607 million from EUR 373 million in the previous quarter as derisking losses were not repeated and margins on savings started to stabilise. Compared with the first quarter of 2012, the underlying result before tax was 2.6% lower, mainly due to higher risk costs in the Netherlands. Retail Banking attracted EUR 10.6 billion in funds entrusted in the first quarter, supporting moderate net lending growth of EUR 2.3 billion, while continuing to optimise the balance sheet and funding profile of the Bank.

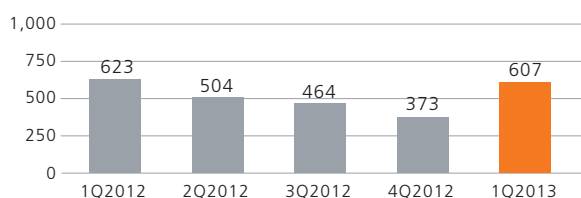
Underlying income recovered to EUR 2,475 million, up 4.1% from a year ago and 9.9% higher than in the previous quarter. The increases on both quarters reflect a higher interest result and the completion of the selective derisking of the investment portfolio.

The interest result rose on both comparable quarters, due to higher client balances and a gradual stabilisation of margins on savings following the lowering of client rates. Savings volumes grew strongly, with net production of funds entrusted reaching EUR 10.6 billion, of which EUR 4.5 billion was in Germany, EUR 4.1 billion in Belgium and EUR 0.9 billion in the Netherlands. The growth in funds entrusted allowed for selective lending growth, primarily in Belgium. Overall lending growth remained modest at EUR 2.3 billion, of which EUR 0.7 billion was in mortgages and EUR 1.6 billion in other lending. Margins on lending improved slightly versus the previous quarter.

Commission income declined 3.0% from a year ago to EUR 318 million but it was up 6.7% from the fourth quarter, reflecting a traditionally strong first quarter of investment product sales. Investment and other income totalled EUR 128 million, up strongly from both comparable quarters following the completion of the selective derisking of the investment portfolio and supported by capital gains on bonds and the equity stake in KB Financial Group.

Operating expenses rose 2.8% to EUR 1,525 million compared with the first quarter of 2012 as the impact of the cost-reduction

UNDERLYING RESULT BEFORE TAX - RETAIL BANKING (in EUR million)



programmes was more than offset by higher pension costs, annual salary increases, inflation and business growth. Compared with the fourth quarter, expenses decreased by EUR 42 million due to lower marketing costs and the impact of cost-reduction programmes in the Netherlands and Belgium.

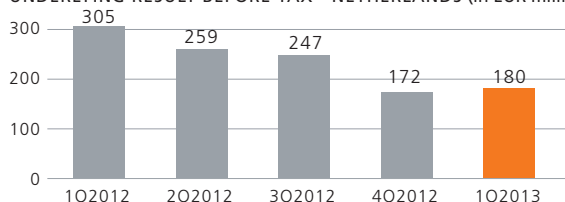
Risk costs increased to EUR 343 million from EUR 272 million a year ago and EUR 314 million in the fourth quarter of 2012, reflecting the weak economic environment. The increase versus the previous quarter, which contained a net release in Australia, primarily reflects higher risk costs for Dutch mortgages, which were only partially offset by lower risk costs for business banking. Additions to the loan loss provisions in Belgium and Germany were lower than in the fourth quarter of 2012.

Risk-weighted assets (RWA) decreased by EUR 3.1 billion in the first quarter to EUR 140.2 billion. The decline reflects the sale of ING's equity stake in KB Financial Group and lower operational RWA due to the implementation of a new risk framework, partly offset by currency impacts, risk migration and volume growth.

The underlying return on equity, based on a 10% core Tier 1 ratio, rose slightly to 12.8% from 12.4% in the same quarter of 2012.

## RETAIL NETHERLANDS

UNDERLYING RESULT BEFORE TAX - NETHERLANDS (in EUR million)



Results from Retail Netherlands continued to be under pressure in the first quarter due to higher risk costs, but results improved compared with the fourth quarter, reflecting a higher interest result on lending and the start of more stable margins on savings. Savings volumes continued to grow, with funds entrusted up EUR 0.9 billion in the first quarter of 2013. Underlying result before tax was EUR 180 million, down from EUR 305 million in the first quarter of 2012 but up from EUR 172 million in the fourth quarter.

Total underlying income declined 3.1% from a year ago to EUR 970 million, as the impact of the low interest rate environment was only partially offset by higher volumes on mortgages and funds entrusted. Income grew 2.1% from the fourth quarter, as client savings rates were lowered by 30 basis points in three consecutive steps for the main savings products, which helped to stabilise margins. Funds entrusted showed a net inflow of EUR 0.9 billion, supported by the introduction of a new variable savings product called the Orange Savings Account. The interest result on lending improved slightly as higher volumes and margins on mortgages were partially offset by lower volumes in business lending. Demand for credit remained weak: net mortgage production was EUR 0.1 billion, while other lending declined by EUR 0.2 billion.

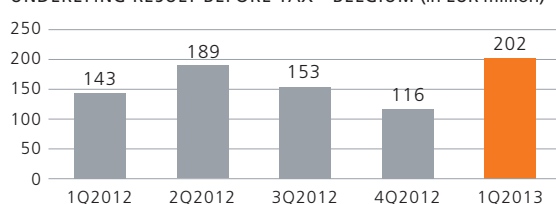
Operating expenses were 1.8% up from the first quarter of 2012 due to higher pension costs and IT expenses, which more than offset the cost savings from the ongoing efficiency programmes. Excluding the higher pension costs, expenses declined about 4%. Compared with the previous quarter, expenses decreased by EUR 9 million, or 1.5%, due to the efficiency programmes and lower advertising costs and despite higher pension costs. The cost-saving programme that was announced in 2011 was expanded with a second phase in November 2012, which included additional streamlining of IT and the integration of mobile banking offerings. The combined programmes are running ahead of plan. Headcount has been reduced by 2,267 out of an expected FTE reduction of 2,950 by year-end 2013. Since the start of the programmes, EUR 178 million of cost savings have already been realised out of an expected EUR 430 million by year-end 2015.

Risk costs increased to EUR 215 million from EUR 131 million a year ago and EUR 193 million in the fourth quarter, reflecting the weak economic environment in the Netherlands. Risk costs for Dutch mortgages climbed to EUR 82 million from EUR 33 million in the previous quarter, reflecting recent declines in house prices, rising unemployment, and a lower cure rate. NPLs increased marginally to 1.5% of credit outstandings. Given the continuing weakness in the housing market and in the broader Dutch economy, loan loss provisions on the mortgage portfolio are expected to remain at around this level for the coming quarters.

Risk-weighted assets rose by EUR 2.9 billion in the first quarter to EUR 53.8 billion. The increase was mainly due to higher operational risk-weighted assets and risk migration.

## RETAIL BELGIUM

UNDERLYING RESULT BEFORE TAX - BELGIUM (in EUR million)



Retail Belgium had a strong first quarter marked by higher income and lower expenses compared with both the first and fourth quarters of 2012. The underlying result before tax rose to EUR 202 million from EUR 143 million in the first quarter of 2012 and EUR 116 million in the previous quarter. Income was supported by continued volume growth, while expenses declined.

Underlying income was up strongly on both comparable quarters, rising to EUR 592 million. The increase reflects higher volumes for most products, improved margins on mortgages, and seasonally higher entrance fees for mutual funds. This quarter's result also included a capital gain of EUR 10 million on the sale of bonds. Funds entrusted grew strongly by EUR 4.1 billion; however, margins declined slightly due to the low interest rate environment. That was only partially offset by a lowering of client savings rates

by 10-20 basis points for certain products in March. The net lending growth was EUR 1.5 billion in the quarter, of which EUR 0.2 billion was in mortgages and EUR 1.3 billion in other lending.

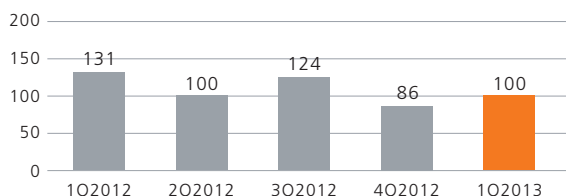
Operating expenses were down on both comparable quarters, reflecting lower staff expenses and seasonally higher marketing spending in the previous quarter. In the beginning of 2013, ING Belgium announced that it is accelerating its strategic projects to further align its products and services with the new mobile banking environment. This programme is on track to reduce headcount by 300 FTEs in 2013 through natural attrition, and is expected to result in EUR 150 million of cost savings by 2015.

Risk costs remained elevated at EUR 39 million, but were down on both comparable quarters. The net addition for mortgages remained low at EUR 4 million, while risk costs for the business banking segment were EUR 27 million and for non-mortgage lending to private persons EUR 8 million.

Risk-weighted assets decreased by EUR 0.5 billion in the first quarter to EUR 19.7 billion.

## RETAIL GERMANY

UNDERLYING RESULT BEFORE TAX - GERMANY (in EUR million)



Retail Germany's result decreased compared with a year ago but recovered from the fourth quarter. The underlying result before tax fell to EUR 100 million versus EUR 131 million in the first quarter of 2012, but it rose from EUR 86 million in the fourth quarter of 2012, supported by higher income and lower risk costs.

Underlying income declined 4.5% versus a year earlier to EUR 297 million but grew 3.8% compared with the fourth quarter, supported by a 25 basis points reduction of the main client savings rate to reflect the continuing low interest rate environment. The interest result rose marginally, as higher volumes offset a slightly lower net interest margin. Despite the rate cut, funds entrusted rose by EUR 4.5 billion in the first quarter, while the net lending production was EUR 0.2 billion.

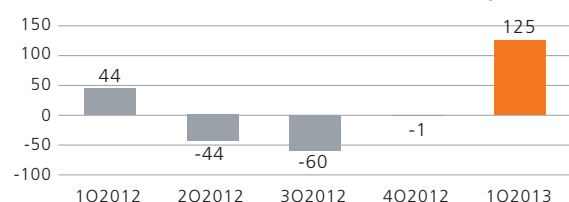
Operating expenses rose 6.7% from a year ago to EUR 176 million due to a higher number of staff and increased deposit guarantee costs which reflect growth in the deposit base. Operating expenses edged up 1.1% from the previous quarter.

Risk costs were EUR 21 million, up EUR 6 million from a year ago and due primarily to higher risk costs for mortgages. Risk costs were EUR 5 million lower than in the previous quarter, which included the impact of a slightly higher probability of default.

Risk-weighted assets were EUR 21.5 billion, a decrease of EUR 1.1 billion from the previous quarter, primarily reflecting lower operational risk-weighted assets.

## RETAIL REST OF WORLD

UNDERLYING RESULT BEFORE TAX - REST OF WORLD (in EUR million)



The underlying result before tax of Retail Rest of World recovered strongly to EUR 125 million, including a loss of EUR 35 million related to UK legacy run-off results. This compares to a profit of EUR 44 million in the same quarter a year ago and a loss of EUR 1 million in the previous quarter. The improvement was mainly caused by the completion of the selective derisking programme of the investment portfolio, which led to significant realised losses over the course of 2012. Excluding those losses, the result improved by EUR 56 million, or 81.2%, from a year ago, as higher investment income and growth in client balances more than offset further investments in the business, which increased the expense base. Risk costs remained elevated.

Total underlying income increased to EUR 615 million from EUR 519 million in the first quarter of last year and EUR 483 million in the fourth quarter, which contained, respectively, EUR 25 million and EUR 76 million of derisking losses. Excluding derisking losses, income rose 13.1% and 10.0% respectively. The increase on both quarters was supported by EUR 17 million of capital gains in Poland and a EUR 11 million gain on the sale of ING Bank's equity stake in KB Financial Group. The interest result rose on both comparable quarters, driven by higher balances and improved margins. Net production of funds entrusted was EUR 1.1 billion in the first quarter; net lending growth was EUR 0.7 billion.

Operating expenses rose 7.7% from the first quarter of 2012, due to continued growth of the businesses in Turkey, Poland and Romania, as well as inflationary pressure. Operating expenses were 2.1% lower than in the previous quarter, reflecting seasonally higher marketing spending in the fourth quarter.

Risk costs declined to EUR 68 million from EUR 83 million in the first quarter of 2012, which contained an EUR 39 million provision for an impaired CMBS, whereas in this quarter another EUR 15 million was added to the provision. Risk costs increased from EUR 53 million in the fourth quarter, which contained a net release in Australia, partly offset by reductions in Romania and India.

Risk-weighted assets at the end of March were EUR 45.3 billion, down EUR 4.5 billion from year-end 2012. The decline primarily reflects lower operational risk-weighted assets and the sale of ING's equity stake in KB Financial Group.

## COMMERCIAL BANKING

| Commercial Banking: Consolidated profit and loss account  |                          |                      |                  |                      |  |                      |                   |                      |                                    |                      |
|---|--------------------------|----------------------|------------------|----------------------|--|----------------------|-------------------|----------------------|------------------------------------|----------------------|
| In EUR million  | Total Commercial Banking |                      | Industry Lending |                      | General Lending & Transaction Services |                      | Financial Markets |                      | Bank Treasury, Real Estate & Other |                      |
|   | 1Q2013                   | 1Q2012 <sup>1)</sup> | 1Q2013           | 1Q2012 <sup>1)</sup> | 1Q2013                                 | 1Q2012 <sup>1)</sup> | 1Q2013            | 1Q2012 <sup>1)</sup> | 1Q2013                             | 1Q2012 <sup>1)</sup> |
| <b>Profit &amp; loss</b>                                  |                          |                      |                  |                      |  |                      |                   |                      |                                    |                      |
| Interest result   | 798                      | 905                  | 396              | 375                  | 245                                    | 261                  | 190               | 205                  | -32                                | 64                   |
| Commission income   | 236                      | 222                  | 119              | 112                  | 87                                     | 86                   | 31                | 20                   | -2                                 | 5                    |
| Investment income   | 77                       | 122                  | 6                | 6                    | 2                                      | -1                   | 2                 | -2                   | 67                                 | 119                  |
| Other income excl. CVA/DVA                                | 225                      | 351                  | -28              | -16                  | 9                                      | 5                    | 189               | 249                  | 54                                 | 112                  |
| Underlying income excl. CVA/DVA                           | 1,336                    | 1,601                | 493              | 477                  | 343                                    | 351                  | 412               | 472                  | 87                                 | 301                  |
| Other income - DVA on structured notes                    | -24                      | -337                 |                  |                      |  |                      | -24               | -337                 |                                    |                      |
| Other income - CVA/DVA on derivatives                     | 98                       | 139                  |                  |                      |  |                      | 98                | 139                  |                                    |                      |
| <b>Total underlying income</b>                            | <b>1,411</b>             | <b>1,403</b>         | <b>493</b>       | <b>477</b>           | <b>343</b>                             | <b>351</b>           | <b>487</b>        | <b>274</b>           | <b>87</b>                          | <b>301</b>           |
| Staff and other expenses                                  | 578                      | 550                  | 109              | 106                  | 179                                    | 172                  | 229               | 211                  | 61                                 | 60                   |
| Intangibles amortisation and impairments                  | 26                       | 59                   | 0                | 0                    | 0                                      | 0                    | 0                 | 0                    | 25                                 | 59                   |
| <b>Operating expenses</b>                                 | <b>604</b>               | <b>608</b>           | <b>109</b>       | <b>106</b>           | <b>179</b>                             | <b>172</b>           | <b>229</b>        | <b>211</b>           | <b>87</b>                          | <b>118</b>           |
| <b>Gross result</b>                                       | <b>807</b>               | <b>795</b>           | <b>384</b>       | <b>371</b>           | <b>164</b>                             | <b>178</b>           | <b>258</b>        | <b>63</b>            | <b>0</b>                           | <b>182</b>           |
| Addition to loan loss provision                           | 218                      | 167                  | 178              | 91                   | 5                                      | 32                   | 0                 | 5                    | 34                                 | 38                   |
| <b>Underlying result before tax</b>                       | <b>589</b>               | <b>628</b>           | <b>206</b>       | <b>280</b>           | <b>159</b>                             | <b>146</b>           | <b>258</b>        | <b>58</b>            | <b>-34</b>                         | <b>144</b>           |
| <b>Client balances (in EUR billion)<sup>2)</sup></b>      |                          |                      |                  |                      |  |                      |                   |                      |                                    |                      |
| Residential Mortgages                                     |                          |                      |                  |                      |  |                      |                   |                      |                                    |                      |
| Other Lending   | 126.8                    | 135.6                | 77.9             | 77.2                 | 37.2                                   | 44.2                 | 1.4               | 1.9                  | 10.4                               | 12.3                 |
| Funds Entrusted   | 73.5                     | 60.5                 | 1.1              | 1.5                  | 37.9                                   | 35.5                 | 3.3               | 3.0                  | 31.2                               | 20.5                 |
| AUM/Mutual Funds  | 0.2                      | 0.4                  | 0.0              | 0.0                  | 0.0                                    | 0.0                  | 0.0               | 0.0                  | 0.2                                | 0.4                  |
| <b>Profitability and efficiency<sup>2)</sup></b>          |                          |                      |                  |                      |  |                      |                   |                      |                                    |                      |
| Cost/income ratio   | 42.8%                    | 43.4%                | 22.1%            | 22.2%                | 52.3%                                  | 49.2%                | 47.0%             | 77.0%                | 99.5%                              | 39.4%                |
| Return on equity based on 10.0% core Tier 1 <sup>3)</sup> | 13.8%                    | 12.5%                | 13.4%            | 18.9%                | 13.0%                                  | 10.7%                | 27.1%             | 5.4%                 | -12.9%                             | 15.5%                |
| <b>Risk<sup>2)</sup></b>                                  |                          |                      |                  |                      |  |                      |                   |                      |                                    |                      |
| Risk costs in bp of average RWA                           | 69                       | 47                   | 153              | 81                   | 6                                      | 30                   | 0                 | 6                    | 109                                | 97                   |
| Risk-weighted assets (end of period)                      | 129,824                  | 135,352              | 49,460           | 44,037               | 38,410                                 | 42,813               | 28,408            | 33,441               | 13,546                             | 15,062               |

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) Key figures based on underlying figures

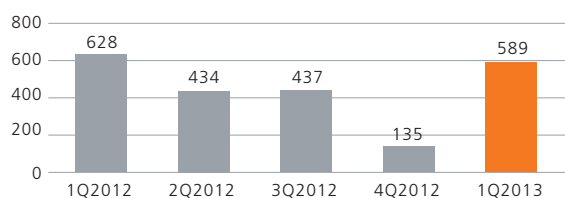
3) Underlying after-tax return divided by average equity based on 10.0% core Tier 1 ratio (annualised)

Commercial Banking showed a solid performance in the first quarter, as positive CVA/DVA impacts helped offset the impact of higher funding costs reported under Bank Treasury. The underlying result before tax was EUR 589 million, 6.2% lower than in the strong first quarter of 2012, but up sharply from EUR 135 million in the previous quarter, as income from Financial Markets rebounded and loan loss provisions declined.

Underlying income increased 0.6% from the first quarter of 2012 as the credit and debt valuation adjustments (CVA/DVA) swung to a positive EUR 75 million compared with negative impacts of EUR 198 million a year ago and EUR 131 million in the fourth quarter. Excluding those impacts, income declined 16.6% from a year earlier, mainly due to higher liquidity costs as a result of the lengthening of ING Bank's funding profile, lower capital gains and a negative impact from hedge ineffectiveness, all reported under 'Bank Treasury, Real Estate & Other'. Income from Financial Markets recovered versus the fourth quarter, but it was lower than in the strong first quarter of last year due to the downsizing of the trading portfolio. Income from Industry Lending increased on the back of higher interest margins. Compared with the previous quarter, income excluding CVA/DVA increased 18.1%, mainly reflecting seasonality in the Financial Markets business.

The interest result was 11.8% lower than in the first quarter of last year, mainly reflecting higher funding costs as well as lower interest income from investments following the sale of high-yielding bonds last year, both reported under 'Bank Treasury, Real Estate & Other'. The interest result in Financial Markets was down 7.3%. The interest result of the core lending businesses improved slightly as lower volumes were offset by higher margins in both General Lending and Industry Lending. The total interest result improved 1.1% from the previous quarter, driven by Financial Markets.

UNDERLYING RESULT BEFORE TAX - COMMERCIAL BANKING (in EUR million)





Commission income increased 6.3% from a year ago and jumped 15.1% from the previous quarter, driven by Financial Markets and Industry Lending. Industry Lending commission income was up on both comparable quarters, supported by the growth of the Structured Finance portfolio.

Investment income was EUR 77 million compared with EUR 122 million in the first quarter of 2012 and EUR 10 million in the previous quarter. Investment income was mainly realised by Bank Treasury, which reported EUR 65 million of capital gains on bonds in the first quarter, EUR 112 million of capital gains in the same quarter of last year and EUR 1 million of net capital losses in the previous quarter. Other income was EUR 299 million, or an increase of EUR 146 million from the first quarter of 2012. Compared with the previous quarter, which reported a loss of EUR 4 million, other income rose by EUR 303 million. Both fluctuations were mainly due to the CVA/DVA adjustments in Financial Markets.

Operating expenses declined 0.7% from a year earlier, supported by cost savings from the restructuring initiatives announced last year, as well as lower impairments on Real Estate Development (RED) projects. The decrease was partially offset by the booking of a EUR 27 million annual Belgian bank levy in the first quarter of 2013, while higher pension costs increased the cost base by almost 4%. Expenses increased 2.5% from the fourth quarter of 2012, as cost savings were more than offset by the Belgian bank levy, higher pension costs and higher impairments in Real Estate Development. The cost/income ratio improved to 42.8% from 43.4% in the same quarter of 2012 and 58.9% in the fourth quarter.

Risk costs remained elevated at EUR 218 million, up from EUR 167 million a year ago, but they improved from EUR 275 million in the fourth quarter, which included higher risk costs in the Acquisition Finance portfolio.

Risk-weighted assets (RWA) increased by EUR 6.1 billion in the first quarter to EUR 129.8 billion, mainly due to higher operational risk-weighted assets following the implementation of a new risk framework and a model refinement for commercial real estate in order to reflect lower foreclosure values of real estate assets in the current market circumstances.

The underlying return on equity, based on a 10% core Tier 1 ratio, rose to 13.8% from 12.5% in the first quarter of 2012.

## INDUSTRY LENDING

Industry Lending booked an underlying result before tax of EUR 206 million, down 26.4% from the first quarter of last year, but up 33.8% from the fourth quarter as risk costs in Structured Finance declined. Income was 3.4% higher than in the first quarter of 2012 and 1.0% higher than in the previous quarter, mainly due to repricing in both Structured Finance and Real Estate Finance. Net lending growth in the first quarter (mainly in March) was EUR 2.6 billion, of which EUR 3.2 billion was in Structured

Finance, while net lending at Real Estate Finance declined by EUR 0.7 billion. Expenses increased 2.8% on the same quarter a year ago, but declined 6.0% on the previous quarter. The cost/income ratio improved to 22.1% from 23.7% in the previous quarter and was in line with the first quarter of last year. Total net additions to loan loss provisions were EUR 178 million, up from EUR 91 million in the first quarter last year, but down from EUR 219 million in the previous quarter, which included higher risk costs from some specific transactions in the Acquisition Finance portfolio. Risk costs in Real Estate Finance remained at an elevated level of EUR 111 million and were concentrated in the Netherlands, Spain and in the UK.

## GENERAL LENDING AND TRANSACTION SERVICES

The underlying result before tax from General Lending and Transaction Services was EUR 159 million, up 8.9% from a year ago, supported by lower risk costs; but it was down 4.2% from the fourth quarter as margins in Transaction Services remained under pressure. Total income was 2.3% lower than in the first quarter of 2012, mainly due to Trade Financial Services as increased competition is putting pressure on its margins. Income from General Lending was 2.2% lower year-on-year as lower volumes were partially offset by higher margins. Compared with the previous quarter, income was down 6.0% due to lower volumes in General Lending and margin pressure in Payment and Cash Management. Expenses rose 4.1% from the same quarter of last year and were 0.6% higher than in the previous quarter, reflecting the Belgian bank levy.

## FINANCIAL MARKETS

Financial Markets posted an underlying result before tax of EUR 258 million, up from EUR 58 million in the first quarter of last year and EUR -113 million in the fourth quarter. The first quarter of this year included EUR 75 million of positive credit and debt valuation adjustments compared with EUR -198 million a year ago and EUR -131 million in the fourth quarter of 2012. Excluding the CVA/DVA impacts, results from Financial Markets were EUR 184 million in the first quarter, down from EUR 256 million a year ago, but up from EUR 18 million in the previous quarter. Income excluding CVA/DVA impacts declined 12.7% year-on-year following the downsizing of the trading portfolio and lower income from the rates and credit business in developed markets. Income excluding CVA/DVA impacts jumped 83.1% compared with the fourth quarter of last year, reflecting seasonality in the business which resulted in higher trading income. Operating expenses increased 8.5% from a year ago and rose 11.2% on the previous quarter as the Belgian bank levy and higher pension costs more than offset the impact of cost reductions following the strategic review last year of the Equity Markets business.

## BANK TREASURY, REAL ESTATE AND OTHER

Bank Treasury, Real Estate and Other reported an underlying result before tax of EUR -34 million, down from a EUR 144 million profit in the same quarter of 2012, but up from an EUR 72 million loss in the previous quarter. Income fell 71.1% to EUR 87 million compared with the same quarter a year ago, which included EUR 112 million in capital gains on bonds and a EUR 35 million gain from the sale of a real estate project in Poland. This quarter included EUR 65 million of capital gains on bonds. Income was lower than in the same quarter a year ago due to higher liquidity costs, as a result of lengthening the Bank's funding profile, and a negative impact from revaluations of derivatives used for hedging purposes. Income also declined due to lower interest income following sales in previous quarters of high-yielding bonds in the context of derisking. Income increased by EUR 35 million, or 67.3%, from the fourth quarter, in particular due to higher capital gains on bonds.

Expenses, excluding impairments on real estate projects, increased 1.7% from one year ago, despite lower costs in the run-off business. The increase was mainly due to higher costs from the implementation of the One Bank Treasury organisation. Compared with the previous quarter, expenses excluding impairments were 17.6% lower following expense reductions in the Real Estate and General Leasing entities, which are in run-off. Impairments on real estate development projects were EUR 25 million, down from EUR 59 million a year ago, but up from EUR 15 million in the fourth quarter. Risk costs, mainly related to the Lease run-off activities, were EUR 34 million versus EUR 38 million a year ago and EUR 35 million in the fourth quarter.

lower negative DVA impact on own issued debt. This was partially offset by a negative swing in other fair value changes.

DVA on own issued debt (including ING Bank's own Tier 2 debt) was EUR -27 million versus EUR -122 million in the first quarter of 2012, reflecting a tightening of ING's credit spread.

'Income on capital surplus' rose by EUR 27 million to EUR 135 million. The increase was mainly attributable to lower income paid on allocated equity to the business lines as a result of a decline in average economic capital.

'Solvency costs' increased by EUR 14 million, mainly as result of the extension of interest rate swaps in the second quarter of 2012.

'Financing charges' fell to EUR 41 million from EUR 69 million in the same quarter of last year, following a reduction in core debt at Group level in the fourth quarter of 2012.

'Amortisation intangible assets' was unchanged at EUR -7 million compared with the same quarter of last year.

'FX-results, fair value hedging and other' amounted to EUR -21 million compared with EUR 54 million in the first quarter of 2012. The decline was largely due to the negative swing in fair value changes (excluding DVA) to EUR -27 million in the first quarter of 2013 compared with EUR 41 million in the same quarter of last year, which was mainly attributable to hedge ineffectiveness.

The result of 'Other' improved by EUR 12 million to EUR -15 million due to a value added tax restitution over 2011.

## CORPORATE LINE BANKING

| Corporate Line Banking: Underlying result before tax |            |                      |
|--|------------|----------------------|
| In EUR million                                       | 1Q2013     | 1Q2012 <sup>1)</sup> |
| Income on capital surplus                            | 135        | 108                  |
| Solvency costs                                       | -50        | -36                  |
| Financing charges                                    | -41        | -69                  |
| Amortisation intangible assets                       | -7         | -7                   |
| FX-results, fair value hedging and other             | -21        | 54                   |
| Total Capital Management excl. DVA                   | 15         | 49                   |
| DVA  | -27        | -122                 |
| Total Capital Management                             | -11        | -72                  |
| Other  | -15        | -27                  |
| <b>Underlying result before tax</b>                  | <b>-27</b> | <b>-100</b>          |

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.

The underlying result before tax of Corporate Line Banking improved to EUR -27 million from EUR -100 million in the same quarter of last year and EUR -226 million in the fourth quarter of 2012, which included a EUR 175 million annual charge for the Dutch bank tax.

Capital Management-related results improved to EUR -11 million from EUR -72 million in the same quarter of last year, reflecting higher income on capital surplus, lower financing charges and a



## CONSOLIDATED BALANCE SHEET

| ING Bank N.V.: Consolidated balance sheet <sup>3)</sup> |                |                         |  |  |                |  |
|---|----------------|-------------------------|--|--|----------------|--|
| in EUR million  | 31 Mar 13      | 31 Dec 12 <sup>1)</sup> | 31 Mar 12 <sup>1)</sup><br>pro forma <sup>2)</sup> |  | 31 Mar 13      | 31 Dec 12 <sup>1)</sup><br>pro forma <sup>2)</sup> |
| <b>Assets</b>   |                |                         |  | <b>Equity</b>  |                |  |
| Cash and balances with central banks                    | 10,554         | 15,447                  | 43,853   | Shareholders' equity                                     | 36,548         | 34,964   |
| Amounts due from banks                                  | 47,262         | 39,053                  | 48,888   | Minority interests                                       | 873            | 843  |
| Financial assets at fair value through P&L              | 147,012        | 126,163                 | 132,245  | <b>Total equity</b>                                      | <b>37,421</b>  | <b>35,806</b>                                      |
| - trading assets  | 134,850        | 114,320                 | 119,059  | <b>Liabilities</b>                                       |                |  |
| - non-trading derivatives                               | 8,262          | 9,075                   | 10,150   | Subordinated loans                                       | 15,840         | 16,407   |
| - other   | 3,900          | 2,768                   | 3,035  | Debt securities in issue                                 | 137,082        | 134,689  |
| Investments   | 77,434         | 80,824                  | 82,244   | Amounts due to banks                                     | 37,425         | 38,704   |
| - debt securities available-for-sale                    | 71,229         | 71,645                  | 69,863   | Customer deposits and other funds on deposit             | 477,987        | 460,362  |
| - debt securities held-to-maturity                      | 4,108          | 6,545                   | 7,579  | - savings accounts                                       | 286,455        | 277,766  |
| - equity securities available-for-sale                  | 2,096          | 2,634                   | 4,802  | - credit balances on customer accounts                   | 128,140        | 121,643  |
| Loans and advances to customers                         | 544,894        | 541,546                 | 550,687  | - corporate deposits                                     | 61,053         | 59,693   |
| - securities at amortised cost and IABF                 | 21,215         | 21,846                  | 29,758   | - other  | 2,339          | 1,260  |
| - customer lending                                      | 523,679        | 519,700                 | 520,929  | Financial liabilities at fair value through P&L          | 124,942        | 112,971  |
| Investments in associates                               | 901            | 841                     | 835  | - trading liabilities                                    | 97,102         | 83,652   |
| Real estate investments                                 | 153            | 207                     | 264  | - non-trading derivatives                                | 14,740         | 15,919   |
| Property and equipment                                  | 2,360          | 2,336                   | 2,374  | - other  | 13,100         | 13,399   |
| Intangible assets                                       | 1,777          | 1,778                   | 1,727  | Other liabilities  | 20,454         | 21,249   |
| Other assets  | 18,805         | 19,457                  | 20,242   |  |                |  |
| <b>Total assets excl. assets held for sale</b>          | <b>851,152</b> | <b>827,651</b>          | <b>883,359</b>                                     | <b>Total liabilities excl. liabilities held for sale</b> | <b>813,731</b> | <b>784,382</b>                                     |
| Assets held for sale                                    | -              | 6,781                   | 36,287   | Liabilities held for sale                                | -              | 14,244   |
|   |                |                         |  | <b>Total liabilities</b>                                 | <b>813,731</b> | <b>798,626</b>                                     |
| <b>Total assets</b>                                     | <b>851,152</b> | <b>834,432</b>          | <b>919,646</b>                                     | <b>Total equity and liabilities</b>                      | <b>851,152</b> | <b>834,432</b>                                     |

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) Adjusted for transfer of ING Direct Canada and ING Direct UK to assets/liabilities held for sale.

3) This balance sheet of ING Bank does not reflect the agreed transfer of certain assets, liabilities and related activities of Westland Utrecht from ING Bank to ING Insurance. This transfer is expected to occur in the third quarter of 2013. As the transfer will not have any impact on the consolidated balance sheet of ING Group, the related assets and liabilities are not presented as "held for sale" in the 31 March 2013 balance sheet of ING Bank in this ING Group Quarterly Report.

ING Bank's balance sheet increased by EUR 17 billion in the first quarter to EUR 851 billion, reflecting a higher level of client activity at Financial Markets following a seasonally lower year-end 2012.

Customer deposits increased strongly during the quarter, which supported moderate lending growth and the ongoing optimisation of the funding profile. The loan-to-deposit ratio improved to 1.10, in line with the targeted level under the Bank Ambition 2015. The asset leverage ratio improved further to 23.3.

### Cash and balances with central banks

Cash and balances with central banks declined by EUR 5 billion to EUR 11 billion at the end of March following the sale of ING Direct UK to Barclays, which closed in March 2013.

### Amounts due from and to banks

Amounts due from banks increased by EUR 8 billion to EUR 47 billion, primarily reflecting higher reverse repos, while amounts due to banks fell by EUR 1 billion to EUR 37 billion.

### Investments

Investments declined by EUR 3 billion to EUR 77 billion as a result of maturing debt securities and the sale of ING's equity stake in KB Financial Group.

### Loans

Loans and advances to customers increased by EUR 3 billion to EUR 545 billion as a EUR 4 billion increase in customer lending was offset by EUR 1 billion maturing securities.

### Financial assets/liabilities at fair value

Financial assets and liabilities at fair value contain derivatives, securities and repos, which are mainly used to facilitate the servicing of our clients (banks and non-banks). Financial assets at fair value through P&L increased by EUR 21 billion to EUR 147 billion, reflecting a higher level of activity at Financial Markets, with higher repo activity and trading securities balances, following the seasonally lower fourth-quarter-end. Financial liabilities at fair value through P&L mirrored the development on the asset side for repo activity.

### Debt securities in issue

Debt securities in issue increased by EUR 2 billion to EUR 137 billion. ING Bank issued EUR 12 billion of long-term debt in the first quarter of 2013, which primarily replaced maturing debt. Short-term debt (CD/CP) increased by EUR 1 billion.

### Customer deposits

ING Bank continued to improve its funding profile, further growing the deposit base by EUR 18 billion to EUR 478 billion. The increase includes EUR 9 billion from higher savings accounts, with most net inflows in Belgium and Germany, and EUR 6 billion of higher credit balances on customer accounts. Corporate deposits rose by EUR 1 billion.

## **Assets/liabilities held for sale**

Assets and liabilities held for sale declined by EUR 7 billion and EUR 14 billion respectively due to the sale of ING Direct UK's mortgage portfolio and savings and deposits portfolio to Barclays, which closed on 6 March 2013.

## **Shareholders' equity**

In the first quarter, shareholders' equity increased by EUR 1.6 billion to EUR 36.5 billion, primarily due to the EUR 0.8 billion retained profit and EUR 0.8 billion of actuarial gains reflecting an increase in the discount rates used to value pension assets and liabilities during the first quarter.

The asset leverage ratio decreased to 23.3 from 23.9 (restated for the revised IAS 19) at the end of December 2012, as an increase in shareholders' equity compensated the higher balance sheet.

The comparative figures at 31 March 2012 and 31 December 2012 have been restated to reflect the new pension accounting requirements under IFRS (the revised IAS 19, which took effect on 1 January 2013). The change in accounting reduced year-end shareholders' equity by EUR 1,706 million, reflecting the immediate recognition in shareholders' equity of accumulated actuarial gains/losses, which were previously not recognised but deferred through the so-called corridor.

## RISK & CAPITAL MANAGEMENT

| ING Bank: Loan book                    |                                   |                |                      |               |             |             |
|--|-----------------------------------|----------------|----------------------|---------------|-------------|-------------|
| in EUR million                         | Credit outstandings <sup>1)</sup> |                | Non performing loans |               | NPL%        |             |
|  | 31 Mar 13                         | 31 Dec 12      | 31 Mar 13            | 31 Dec 12     | 31 Mar 13   | 31 Dec 12   |
| Residential mortgages Netherlands      | 148,531                           | 148,705        | 2,270                | 2,054         | 1.5%        | 1.4%        |
| Other lending Netherlands              | 39,497                            | 39,837         | 2,472                | 2,443         | 6.3%        | 6.1%        |
| of which Business Lending Netherlands  | 32,088                            | 32,293         | 1,925                | 1,898         | 6.0%        | 5.9%        |
| Residential mortgages Belgium          | 29,643                            | 29,391         | 662                  | 657           | 2.2%        | 2.2%        |
| Other lending Belgium                  | 37,666                            | 36,097         | 1,482                | 1,507         | 3.9%        | 4.2%        |
| of which Business Lending Belgium      | 31,429                            | 30,162         | 1,300                | 1,323         | 4.1%        | 4.4%        |
| <b>Retail Banking Benelux</b>          | <b>255,337</b>                    | <b>254,030</b> | <b>6,886</b>         | <b>6,661</b>  | <b>2.7%</b> | <b>2.6%</b> |
| Residential mortgages Germany          | 59,676                            | 59,568         | 585                  | 586           | 1.0%        | 1.0%        |
| Other lending Germany                  | 10,348                            | 12,383         | 130                  | 128           | 1.3%        | 1.0%        |
| Residential mortgages Rest of World    | 53,351                            | 58,784         | 321                  | 311           | 0.6%        | 0.5%        |
| Other lending Rest of World            | 33,439                            | 31,668         | 1,301                | 1,253         | 3.9%        | 4.0%        |
| <b>Retail Banking International</b>    | <b>156,814</b>                    | <b>162,403</b> | <b>2,337</b>         | <b>2,278</b>  | <b>1.5%</b> | <b>1.4%</b> |
| Industry lending                       | 94,859                            | 91,364         | 3,800                | 3,713         | 4.0%        | 4.1%        |
| of which: Structured Finance           | 64,886                            | 60,293         | 1,319                | 1,308         | 2.0%        | 2.2%        |
| of which: Real Estate Finance          | 29,735                            | 30,863         | 2,409                | 2,301         | 8.1%        | 7.5%        |
| General Lending & Transaction Services | 57,090                            | 55,249         | 1,119                | 1,213         | 2.0%        | 2.2%        |
| FM, Bank treasury, Real Estate & other | 28,800                            | 26,628         | 1,105                | 1,063         | 3.8%        | 4.0%        |
| of which General Lease run-off         | 8,994                             | 9,775          | 1,078                | 1,042         | 12.0%       | 10.7%       |
| <b>Commercial banking</b>              | <b>180,749</b>                    | <b>173,241</b> | <b>6,024</b>         | <b>5,989</b>  | <b>3.3%</b> | <b>3.5%</b> |
| <b>Total loan book</b>                 | <b>592,900</b>                    | <b>589,674</b> | <b>15,247</b>        | <b>14,928</b> | <b>2.6%</b> | <b>2.5%</b> |

1) Lending and money market credit risk outstandings, including guarantees and letters of credit (off balance positions).

The weak macroeconomic environment persisted through the first quarter; however, against this backdrop ING Bank's loan book continued to hold up well. Non-performing loans edged up to 2.6%, while the addition to the provision for loan losses declined from the fourth quarter. The Bank's core Tier 1 ratio strengthened further to 12.3% from 11.9%, driven by the quarterly net profit while risk-weighted assets declined slightly. The strong capital position allows the Bank to plan a EUR 1.5 billion upstream in the second quarter in order to reduce the Group double leverage. The funding profile further improved due to strong net inflows of funds entrusted and the issuance of EUR 11.7 billion of long-term debt, mainly to replace maturing debt.

### Credit Risk Management

Non-performing loans (NPLs) as a percentage of credit outstandings remained elevated. They increased slightly in the first quarter to 2.6% from 2.5%, reflecting the weak macroeconomic environment, particularly in the Netherlands.

The NPL ratio in Retail Banking Benelux increased from 2.6% to 2.7%, largely driven by residential mortgages as well as business lending in the Netherlands. The size of the overall portfolio remained stable, reflecting low demand for credit from retail customers and substantial prepayments on mortgages from Dutch homeowners. The NPL ratio for Dutch residential mortgages increased from 1.4% to 1.5%, in line with rising unemployment.

The Dutch business lending portfolio continued to be impacted by weak consumer confidence and lower consumer spending, driving the NPL ratio up to 6.0%. Given the weak macroeconomic outlook, NPLs for Retail Benelux are expected to increase moderately in the coming quarters.

For Retail Banking International, the NPL ratio increased slightly from 1.4% to 1.5%. The decline in portfolio size was mainly due to the sale of ING Direct UK. Residential mortgages in Germany and "Rest of World" continued to perform well, with low NPLs. After a small decrease last quarter, the NPL ratio of Spanish residential mortgages slightly increased this quarter to 0.8% from 0.7% in the last quarter, while Italian NPLs on residential mortgages remained unchanged at 0.6%, reflecting the high credit quality of the portfolio which is dominated by primary residences in urban locations.

NPLs for Commercial Banking improved to 3.3%, but remained at elevated levels, particularly in Real Estate Finance, which increased to 8.1% in the first quarter. In the Real Estate Finance portfolio, NPLs edged higher in the Netherlands to 6.5% from 6.3% in the last quarter. The NPL ratios in Spain and the UK remain relatively high. The portfolio is holding up relatively well given the challenging commercial real estate markets in Europe. The average LTV of the commercial real estate portfolio increased slightly to 72% from 71% at year-end 2012. Given the expectation that the European commercial real estate market will remain challenging, risk costs and NPLs are expected to remain at an elevated level for the coming quarters. Other segments of Commercial Banking showed stable exposures and improving NPLs, with the exception of the Lease run-off portfolio.

| ING Bank: Stock of provisions <sup>1)</sup>         |                        |                              |                    |                        |                        |
|---|------------------------|------------------------------|--------------------|------------------------|------------------------|
| in EUR million                                      | Retail Banking Benelux | Retail Banking International | Commercial Banking | Total ING Bank 1Q 2013 | Total ING Bank 4Q 2012 |
| <b>Stock of provision at start of period</b>        | <b>1,864</b>           | <b>1,340</b>                 | <b>2,304</b>       | <b>5,508</b>           | <b>5,449</b>           |
| Changes in composition of the Bank                  |                        | -4                           | -2                 | -6                     | -13                    |
| Amounts written off                                 | -170                   | -27                          | -287               | -484                   | -537                   |
| Recoveries of amounts written off                   |                        |                              | 13                 | 13                     | 60                     |
| Increases in loan loss provisioning                 | 298                    | 102                          | 336                | 736                    | 829                    |
| Releases from loan loss provisioning                | -44                    | -13                          | -118               | -175                   | -241                   |
| Net additions to loan loss provisions <sup>2)</sup> | 254                    | 89                           | 218                | 561                    | 588                    |
| Exchange or other movements                         | 2                      | -2                           | 4                  | 4                      | -39                    |
| <b>Stock of provision at end of period</b>          | <b>1,950</b>           | <b>1,396</b>                 | <b>2,250</b>       | <b>5,596</b>           | <b>5,508</b>           |
| <b>Coverage ratio</b>                               | <b>28%</b>             | <b>60%</b>                   | <b>37%</b>         | <b>37%</b>             | <b>37%</b>             |

1) At the end of March 2013, the stock of provision includes provisions for: amounts due from banks EUR 22 million (December 2012: EUR 27 million) and assets held for sale nil (December 2012: EUR 4 million)

2) Net additions to loan loss provisions for 4Q 2012 corrected for divestments were EUR 589 million

The stock of provisions increased to EUR 5.6 billion in the first quarter, reflecting higher net additions to loan loss provisions compared with write-offs. ING Bank's overall NPL coverage ratio, defined as the stock of provisions divided by the non-performing loans, remained stable at 37%. Compared with the previous quarter, the coverage ratio of Retail Banking Benelux was unchanged, while for Retail Banking International a small increase was observed. The coverage ratio for Commercial Banking decreased slightly due to higher write-offs compared with net loan loss provisions, which can largely be explained by the write-offs related to the closure of REF Australia activities. The Bank's overall coverage ratio is a combination of unsecured loans with a relatively high coverage ratio and loans with high collateral values and a relatively low coverage ratio. The Bank's loan portfolio consists mainly of asset-based and/or well-secured loans including Structured Finance, Real Estate Finance and the mortgage books in Retail Banking.

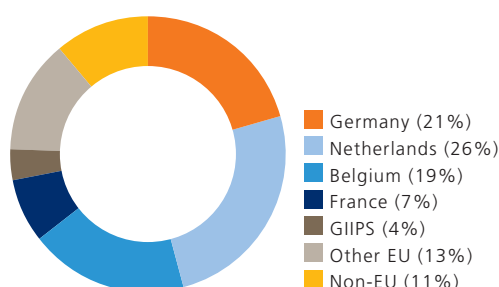
## Securities portfolio

Though ING Bank completed the derisking programme of its debt securities portfolio in 2012, the Bank continued to passively reduce its debt securities portfolio and transform it into a liquidity book as part of the strategy to optimise the balance sheet.

| ING Bank: Debt securities <sup>1)</sup> |             |              |
|---|-------------|--------------|
| in EUR billion                          | 31 Mar 13   | 31 Dec 12    |
| Government bonds                        | 54.9        | 56.0         |
| Covered bonds                           | 19.4        | 21.6         |
| Financial Institutions                  | 13.8        | 14.6         |
| Corporate bonds                         | 1.9         | 1.3          |
| ABS                                     | 8.4         | 8.7          |
| US RMBS                                 | 0.6         | 0.6          |
| Non-US RMBS                             | 4.9         | 5.3          |
| CMBS                                    | 0.5         | 0.4          |
| CDO/CLO                                 | 0.2         | 0.2          |
| Other ABS                               | 2.2         | 2.3          |
| <b>Total debt securities</b>            | <b>98.5</b> | <b>102.2</b> |

1) Figures exclude trading positions but include securities classified as Loans & Receivables

BANK - BREAKDOWN OF GOVERNMENT BONDS 1Q2013



ING Bank's total exposure to debt securities was reduced by EUR 3.7 billion in the first quarter to EUR 98.5 billion as matured securities were only partly replaced by new investments. The reduction in covered bonds is mainly due to maturing Spanish and German bonds. The revaluation reserve declined slightly to EUR 1.2 billion after tax at 31 March 2013 driven by interest rate and credit spread movements.

## Greece, Italy, Ireland, Portugal, Spain and Cyprus

The focus of the eurozone crisis shifted to Cyprus in the first quarter, where ING Bank has no material net credit exposure. ING Bank has a limited exposure of EUR 0.8 billion reported under Cyprus, most of which consists of corporate lending with 'country of risk' outside Cyprus, as well as letters of credit or trade commodity finance with a maturity of less than three months.

ING Bank's total exposure to the GIIPS countries was reduced by EUR 1.3 billion in the first quarter, supported by a EUR 1.4 billion reduction in debt securities to EUR 16.9 billion.

ING Bank's total exposure to Spain was reduced by EUR 1.6 billion in the first quarter as the lending book declined by EUR 0.2 billion and debt securities were reduced by EUR 1.0 billion as covered bonds matured. This was partially offset by the sale of CDS in the banking books of EUR 0.3 billion. The NPL ratio on the own-originated loan book in Spain increased to 6.9% from 6.3% in the fourth quarter, mainly due to the decline in loans outstanding. The mismatch between Spanish assets and liabilities declined to EUR 7.7 billion, from EUR 9.3 billion in the fourth quarter, as the total exposure was reduced and funds entrusted increased. With

## ING Bank: Greece, Italy, Ireland, Portugal, Spain and Cyprus - Total exposures - 1Q2013

| in EUR million                                   | Greece     | Italy         | Ireland      | Portugal     | Spain         | Cyprus     | Total         |
|--|------------|---------------|--------------|--------------|---------------|------------|---------------|
| Residential mortgages and other consumer lending | 2          | 7,628         | 6            | 4            | 9,645         | 2          | 17,287        |
| Corporate lending                                | 375        | 8,466         | 709          | 1,099        | 5,639         | 623        | 16,912        |
| Financial Institutions lending                   | 0          | 307           | 25           | 39           | 304           | 9          | 684           |
| Government lending                               | 0          | 179           | 0            | 0            | 35            | 0          | 214           |
| <b>Total lending</b>                             | <b>378</b> | <b>16,580</b> | <b>740</b>   | <b>1,142</b> | <b>15,624</b> | <b>633</b> | <b>35,096</b> |
| RMBS   | 0          | 631           | 67           | 431          | 2,404         | 0          | 3,533         |
| CMBS   | 0          | 0             | 11           | 0            | 0             | 0          | 11            |
| Other ABS  | 0          | 29            | 45           | 8            | 30            | 0          | 112           |
| Corporate bonds                                  | 0          | 32            | 15           | 78           | 3             | 0          | 127           |
| Covered bonds                                    | 0          | 211           | 372          | 154          | 10,117        | 0          | 10,854        |
| Financial institutions bonds (unsecured)         | 0          | 283           | 0            | 18           | 0             | 0          | 301           |
| Government bonds                                 | 0          | 1,129         | 0            | 613          | 339           | 10         | 2,092         |
| CDS exposures in banking book <sup>1)</sup>      | 0          | 0             | 0            | 0            | -129          | 0          | -129          |
| <b>Total Debt Securities</b>                     | <b>0</b>   | <b>2,315</b>  | <b>511</b>   | <b>1,302</b> | <b>12,764</b> | <b>10</b>  | <b>16,902</b> |
| Real Estate <sup>2)</sup>                        | <b>0</b>   | <b>101</b>    | <b>0</b>     | <b>0</b>     | <b>258</b>    | <b>0</b>   | <b>360</b>    |
| Trading excluding CDS exposures                  | 0          | 725           | 119          | 14           | 400           | 0          | 1,258         |
| Sold CDS protection                              | 0          | 8             | 1            | 1            | 7             | 0          | 17            |
| Bought CDS protection                            | -2         | -17           | -11          | -1           | -43           | 0          | -74           |
| <b>Trading including CDS exposures</b>           | <b>-2</b>  | <b>716</b>    | <b>109</b>   | <b>15</b>    | <b>363</b>    | <b>0</b>   | <b>1,201</b>  |
| <b>Undrawn committed facilities</b>              | <b>124</b> | <b>1,311</b>  | <b>150</b>   | <b>207</b>   | <b>2,622</b>  | <b>96</b>  | <b>4,510</b>  |
| <b>Pre-settlement exposures<sup>3)</sup></b>     | <b>78</b>  | <b>512</b>    | <b>414</b>   | <b>46</b>    | <b>774</b>    | <b>93</b>  | <b>1,917</b>  |
| <b>Total Risk exposures 31 March 2013</b>        | <b>577</b> | <b>21,534</b> | <b>1,924</b> | <b>2,713</b> | <b>32,405</b> | <b>832</b> | <b>59,986</b> |
| <b>Total Risk exposures 31 December 2012</b>     | <b>533</b> | <b>21,368</b> | <b>1,840</b> | <b>2,657</b> | <b>33,969</b> | <b>883</b> | <b>61,250</b> |
| <b>Total change in first quarter 2013</b>        | <b>44</b>  | <b>167</b>    | <b>84</b>    | <b>56</b>    | <b>-1,564</b> | <b>-50</b> | <b>-1,264</b> |

1) In the first quarter of 2013 ING Bank held CDS protection on the Spanish government.

2) Real Estate includes Real Estate Development, Real Estate Investments and Property in Own Use; it does not include (indirect) exposure through Real Estate Finance, which is reflected in Total Lending.

3) Pre-settlement exposure is exposure typically existing of dealing room products such as options, swaps, and securities financing transactions. This exposure is based on the replacement value (Marked-To-Market) of each product plus potential future volatility concept.

an additional EUR 1.2 billion of covered bonds that will mature before the end of this year, the Spanish funding mismatch is expected to decrease further in the course of this year.

### Market risk

The average Value-at-Risk (VaR) declined further to EUR 7 million from EUR 9 million in the fourth quarter, reflecting reduced risk taking in the portfolios combined with increased diversification. The overnight VaR for ING Bank's trading portfolio ranged from EUR 5 million to EUR 12 million.

### ING Commercial Bank: Consolidated VaR trading books

| in EUR billion                | Minimum    | Maximum     | Average    | Quarter-end |
|-------------------------------|------------|-------------|------------|-------------|
| Foreign Exchange              | 1.6        | 5.4         | 3.3        | 2.9         |
| Equities                      | 2.7        | 5.1         | 3.9        | 4.7         |
| Interest rate                 | 4.3        | 9.3         | 6.3        | 9.3         |
| Credit spread                 | 2.7        | 3.6         | 3.2        | 3.2         |
| Diversification               |            |             | -9.4       | -9.1        |
| <b>Total VaR<sup>1)</sup></b> | <b>5.4</b> | <b>11.7</b> | <b>7.3</b> | <b>11.1</b> |

1) The total VaR for the columns Minimum and Maximum cannot be calculated by taking the sum of the individual components since the observations for both the individual markets as well as for total VaR may occur on different dates.

### Funding and liquidity

Capital markets and money markets continued to improve in the first quarter, and ING Bank demonstrated access to all markets at competitive levels. ING Bank issued EUR 11.7 billion of long-term debt, of which EUR 9.8 billion of debt with a tenor of more than two years, mainly to replace maturing debt. The majority of

the issuance was done through RMBSs and some sizable senior unsecured transactions in the shorter end of the curve. In addition, funds entrusted continued to develop favourably with a net inflow of EUR 16.5 billion in the first quarter. Growth at Retail Banking was combined with additional deposits from corporate treasuries and assets managers in Commercial Banking.

ING Bank's loan-to-deposit ratio, excluding securities that are recorded at amortised costs in loans and advances and the IABF government receivable, improved to 1.10, in line with the Bank's target, due to strong net inflows of funds entrusted. The bank's total eligible collateral position decreased slightly to EUR 194 billion at market values, compared with EUR 197 billion at year-end, primarily reflecting lower cash and balances held with central banks.

### Non-financial risk

This quarter the upgraded Advanced Measurement Approach (AMA) was approved by the regulators and applied for the first time for regulatory reporting of operational risk capital requirements. The implementation of the upgraded model, which better reflects the risk profile of the business units, in combination with completed divestments and portfolio downsizing led to a decrease in total operational risk-weighted assets from EUR 35.4 billion to EUR 33.4 billion.

In April, the banking industry in the Netherlands suffered from a number of cyber-attacks, which led to availability issues for ING

Bank's mobile and internet banking services. ING Bank has several preventive, detective and responsive measures in place. To further enhance its resilience to the global threat of cybercrime a special Cybercrime Task Force is in place, reporting to the Management Board Bank, to advise on and coordinate structural improvements across ING Bank.

## Risk-weighted assets

Total risk-weighted assets (RWA) declined slightly to EUR 278.2 billion at the end of March as the impact of the sales of ING Direct UK and ING's stake in KB Financial Group partially offset positive currency effects, risk migration and volume growth.

Credit RWA increased from EUR 233.6 billion to EUR 236.0 billion, including EUR 1.4 billion of positive currency effects, despite the aforementioned sales. At constant currency rates, the increase was driven by volume growth and the lower foreclosure values of commercial properties in a downturn environment. Risk migration remained limited, despite the weak economic environment, and impacted primarily the Netherlands.

Market RWA were EUR 8.8 billion, down from EUR 9.6 billion at year-end, due to the downsizing of the trading portfolios at Commercial Banking. The decline of operational RWA was driven by the introduction of the new AMA framework, in combination with completed divestments and portfolio downsizing.

| ING Bank: RWA composition |              |              |
|---------------------------|--------------|--------------|
| in EUR billion            | 31 Mar 13    | 31 Dec 12    |
| Credit RWA                | 236.0        | 233.6        |
| Operational RWA           | 33.4         | 35.4         |
| Market RWA                | 8.8          | 9.6          |
| <b>Total RWA</b>          | <b>278.2</b> | <b>278.7</b> |

## Capital ratios

ING Bank's core Tier 1 ratio strengthened from 11.9% to 12.3% due to the quarterly net profit, allowing the Bank to plan another EUR 1.5 billion upstream to the Group in the second quarter to facilitate a further reduction of the Group double leverage.

| Capital ratios: ING Bank                  |               |               |
|---|---------------|---------------|
| In EUR million                            | 31 Mar 13     | 31 Dec 12     |
| Shareholders' equity                      | 36,548        | 34,964        |
| Required regulatory adjustments           | -2,200        | -1,764        |
| Core Tier 1                               | 34,348        | 33,200        |
| Hybrid Tier 1                             | 6,905         | 6,774         |
| <b>Total Tier 1 capital</b>               | <b>41,252</b> | <b>39,976</b> |
| Other capital                             | 6,934         | 7,142         |
| <b>BIS Capital</b>                        | <b>48,187</b> | <b>47,117</b> |
| Risk-weighted assets                      | 278,225       | 278,656       |
| Required capital Basel II *               | 22,258        | 22,292        |
| Required capital based on Basel I floor * | 28,450        | 28,774        |
| <b>Basel II core Tier 1 ratio</b>         | <b>12.3%</b>  | <b>11.9%</b>  |
| <b>Basel II Tier 1 ratio</b>              | <b>14.8%</b>  | <b>14.3%</b>  |
| <b>Basel II BIS ratio**</b>               | <b>17.3%</b>  | <b>16.9%</b>  |

\*) required capital is the highest of the two

\*\*\*) pre-floor

The adoption of CRD IV in the EU has been delayed. However, ING Bank is already meeting most CRD IV requirements. The pro-forma core Tier 1 ratio on a fully-loaded Basel III basis was 10.9%, or 10.4% including the planned dividend upstream to ING Group in the second quarter, exceeding the Bank's target of at least 10%. The impact is calculated on an immediate implementation without future management actions.



# Insurance EurAsia





## CONSOLIDATED RESULTS

| Insurance EurAsia: Consolidated results   |              |                      |                 |                      |               |
|---|--------------|----------------------|-----------------|----------------------|---------------|
| In EUR million  | 1Q2013       | 1Q2012 <sup>1)</sup> | Change          | 4Q2012 <sup>1)</sup> | Change        |
| <b>Insurance - Margin analysis</b>  |              |                      |                 |                      |               |
| Investment margin   | 127          | 155                  | -18.1%          | 182                  | -30.2%        |
| Fees and premium-based revenues   | 379          | 388                  | -2.3%           | 354                  | 7.1%          |
| Technical margin  | 86           | 81                   | 6.2%            | 82                   | 4.9%          |
| Income non-modelled life business   | 5            | 4                    | 25.0%           | 6                    | -16.7%        |
| <b>Life Insurance &amp; Investment Management operating income</b>              | <b>596</b>   | <b>628</b>           | <b>-5.1%</b>    | <b>624</b>           | <b>-4.5%</b>  |
| Administrative expenses   | 295          | 305                  | -3.3%           | 284                  | 3.9%          |
| DAC amortisation and trail commissions  | 102          | 113                  | -9.7%           | 102                  | 0.0%          |
| <b>Life Insurance &amp; Investment Management expenses</b>                      | <b>397</b>   | <b>418</b>           | <b>-5.0%</b>    | <b>386</b>           | <b>2.8%</b>   |
| <b>Life Insurance &amp; Investment Management operating result</b>              | <b>199</b>   | <b>210</b>           | <b>-5.2%</b>    | <b>238</b>           | <b>-16.4%</b> |
| Non-life operating result   | -3           | 13                   | -123.1%         | 45                   | -106.7%       |
| Corporate Line operating result   | -117         | -95                  | n.a.            | -121                 | n.a.          |
| <b>Operating result</b>   | <b>79</b>    | <b>129</b>           | <b>-38.8%</b>   | <b>161</b>           | <b>-50.9%</b> |
| Gains/losses and impairments  | 50           | 59                   |                 | 24                   |               |
| Revaluations  | -10          | -213                 |                 | -48                  |               |
| Market & other impacts  | -34          | -18                  |                 | -170                 |               |
| <b>Underlying result before tax</b>   | <b>85</b>    | <b>-43</b>           | <b>n.a.</b>     | <b>-32</b>           | <b>n.a.</b>   |
| of which life insurance   | 165          | 25                   | 560.0%          | 34                   | 385.3%        |
| of which non-life insurance   | -3           | 2                    | -250.0%         | 46                   | -106.5%       |
| of which investment management  | 31           | 27                   | 14.8%           | 23                   | 34.8%         |
| of which corporate line   | -108         | -97                  | n.a.            | -136                 | n.a.          |
| Taxation  | 19           | -40                  | n.a.            | -46                  | n.a.          |
| Minority interests  | 2            | 18                   | -88.9%          | 3                    | -33.3%        |
| <b>Underlying net result</b>  | <b>64</b>    | <b>-21</b>           | <b>n.a.</b>     | <b>10</b>            | <b>540.0%</b> |
| Net gains/losses on divestments   | 945          | -                    |                 | 719                  |               |
| Net results from divested units   | -1           | -0                   |                 | 5                    |               |
| Net results from discontinued operations  | 155          | 163                  |                 | 78                   |               |
| Special items after tax   | -21          | -69                  |                 | -276                 |               |
| <b>Net result</b>   | <b>1,142</b> | <b>73</b>            | <b>1,464.4%</b> | <b>537</b>           | <b>112.7%</b> |
| <b>Life Insurance - New business figures</b>                                    |              |                      |                 |                      |               |
| Single premiums   | 396          | 648                  | -38.9%          | 622                  | -36.3%        |
| Annual premiums   | 194          | 169                  | 14.8%           | 136                  | 42.6%         |
| New sales (APE)   | 234          | 233                  | 0.4%            | 198                  | 18.2%         |
| <b>Life Insurance &amp; Investment Management - Key figures</b>                 |              |                      |                 |                      |               |
| Administrative expenses / operating income                                      | 49.5%        | 48.6%                |                 | 45.5%                |               |
| Life general account invested assets (end of period, in EUR billion)            | 68           | 67                   | 1.5%            | 67                   | 1.5%          |
| Investment margin / Life general account invested assets (in bps) <sup>2)</sup> | 94           | 115                  |                 | 99                   |               |
| Client balances (end of period, in EUR billion)                                 | 189          | 171                  | 10.5%           | 184                  | 2.7%          |
| Investment Management Assets under Management (end of period, in EUR billion)   | 184          | 173                  | 6.4%            | 185                  | -0.5%         |
| <b>Other key figures</b>  |              |                      |                 |                      |               |
| Gross premium income  | 2,848        | 3,172                | -10.2%          | 1,573                | 81.1%         |
| Administrative expenses (total)   | 434          | 417                  | 4.1%            | 420                  | 3.3%          |
| Return on IFRS-EU equity <sup>3)</sup>  | 1.4%         | -0.5%                |                 | 0.2%                 |               |
| Employees (FTEs, end of period)   | 11,564       | 12,047               | -4.0%           | 11,714               | -1.3%         |

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) Four-quarter rolling average

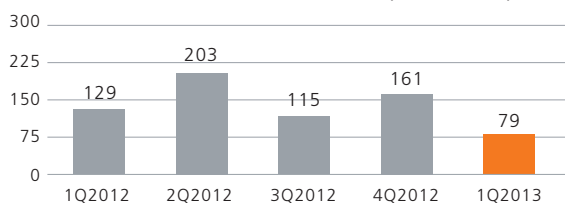
3) Annualised underlying net result divided by average IFRS-EU equity

# INSURANCE EURASIA

The underlying result before tax from Insurance EurAsia rose from both the first quarter of 2012 and the previous quarter due to the lower impact of market-related items. However, the operating results from Insurance EurAsia continued to be affected by the low yield environment, which impacted the investment margin, and by the economic downturn in the Netherlands, which drove Non-life results lower.

Insurance EurAsia posted an operating result of EUR 79 million, including a non-recurring charge of EUR 31 million on a reinsurance contract recorded within the Corporate Line. Excluding this one-off, the operating result decreased 14.7% from a year ago and 31.7% from the fourth quarter of 2012, when earnings benefited from a release from the provision for profit sharing in the Netherlands. Sales were flat compared with a year ago, but they increased 18.8% (on a constant currency basis) from the fourth quarter, fuelled by seasonally higher corporate pension renewals in the Netherlands.

OPERATING RESULT INSURANCE EURASIA (in EUR million)



The operating result from Life Insurance and Investment Management was EUR 199 million, down 5.2% year-on-year and 16.4% sequentially, mainly due to a lower investment margin.

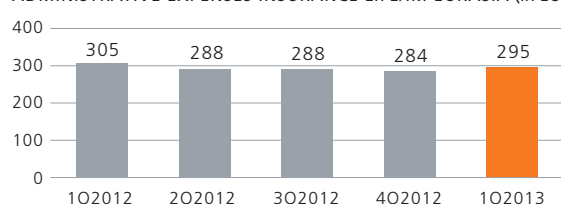
The investment margin decreased 18.1% from a year ago to EUR 127 million, reflecting the impact of lower yields on new investments, lower income from real estate and lower dividends on equities, all in the Benelux. On a sequential basis, the investment margin declined 30.2%, largely due to a EUR 51 million release from the provision for profit sharing in the Netherlands in the fourth quarter. The four-quarter rolling average investment spread deteriorated to 94 basis points from 99 basis points in the fourth quarter of 2012, mainly reflecting the impact of a lower portfolio yield. Excluding the release of a provision for profit sharing in the Netherlands in the fourth quarter, the investment margin, based on a four-quarter rolling average, declined to 87 basis points from 92 basis points.

Fees and premium-based revenues totalled EUR 379 million, down 2.1% excluding currency effects compared with the first quarter of 2012, when income benefited from higher pension fees in Poland and higher surrender charges in Greece. Lower gross premium income in the Benelux also contributed to the decline. Fees and premium-based revenues increased at Investment Management, consistent with the growth in assets under management due to financial market appreciation. Compared with the previous quarter, fees and premium-based revenues

rose 7.4%, excluding currency effects, as annual premiums on corporate pensions in the Netherlands are typically received in the first quarter of the year.

The technical margin rose to EUR 86 million, up 6.2% (excluding currency effects) from the first quarter of 2012, which included an addition to group life guarantee provisions in the Benelux. This increase was partly offset by lower surrender results in Greece and Hungary. Compared with the fourth quarter, the technical margin rose 4.9%, mainly reflecting a non-recurring addition to unit-linked guarantee provisions in the Benelux in the prior quarter.

ADMINISTRATIVE EXPENSES INSURANCE LIFE/IM EURASIA (in EUR million)



IAS 19 is implemented retrospectively; as a result, comparative results for previous periods have been restated and are presented as if the new requirements were always applied. On this basis the year-on-year comparison of administrative expenses in EurAsia was adversely impacted by EUR 21 million due to an increase in pension costs in 2013 compared with 2012. The higher pension costs are caused by a lower assumed return on the net pension assets in 2013 than in 2012, reflecting the decrease of the discount rate.

Life Insurance and Investment Management administrative expenses declined 3.3%, excluding currency effects, compared with the first quarter of 2012. Continued cost control, lower Solvency II project expenses and the Hungarian financial institutions tax of EUR 14 million in the year-ago quarter contributed to the decline. These lower costs were partially offset by higher pension costs, which were largely caused by a decrease in the discount rate. Compared with the fourth quarter of 2012, administrative expenses rose 4.6% (excluding currency effects) due to higher pension costs in the Benelux, as well as EUR 8 million of provision releases in Central and Rest of Europe in the fourth quarter of 2012. That offset a reduction of expenses in Investment Management due to restructuring and an additional payroll tax in the Netherlands in the fourth quarter of last year.

The Non-life operating result was EUR -3 million compared with EUR 13 million one year ago. The decrease was mainly the result of higher pension costs, lower investment income and lower Property & Casualty results in the Netherlands. Compared with the fourth quarter of 2012, the Non-life operating result was EUR 48 million lower, mainly due to unfavourable claims experience in Individual Disability in the current quarter and positive non-recurring items in Property & Casualty in the previous quarter.

The Corporate Line operating result was EUR -117 million versus EUR -95 million in the first quarter of 2012, mainly due to a non-recurring loss on a reinsurance contract of EUR 31 million

in the current quarter. On a sequential basis, the Corporate Line operating result improved by EUR 4 million as the one-off charge on a reinsurance contract was more than offset by lower Solvency II central project expenses and lower interest expenses on hybrids and debt.

The underlying result before tax of Insurance EurAsia increased to EUR 85 million from EUR -43 million in the first quarter of 2012. This was mainly due to lower market-related items, as equity hedges were not rolled over following a reduction of the equity portfolio.

Gains/losses and impairments on investments were EUR 50 million compared to EUR 59 million in the first quarter of 2012 and EUR 24 million in the fourth quarter of 2012. The current quarter reflects realised net gains on sales of public equities and debt securities, which were partly offset by EUR 43 million of public equity impairments, both in the Benelux.

Revaluations totalled EUR -10 million, primarily related to negative revaluations of real estate and positive revaluations of private equity, both in the Benelux. This compares to EUR -213 million in the first quarter of 2012 and EUR -48 million in the fourth quarter of 2012, both of which were mainly due to mark-to-market adjustments on equity options used to hedge the equity portfolio in the Benelux. These equity options were not rolled over because equity exposure had been reduced.

Market and other impacts were EUR -34 million versus EUR -18 million in the first quarter of 2012 and EUR -170 million in the fourth quarter of 2012. The result in the current quarter largely reflects a movement in the provision for guarantees on separate account pension contracts in the Benelux (net of hedging). Compared to the fourth quarter of 2012, the change in this provision was relatively low, reflecting lower market volatility in the first quarter of 2013.

The first-quarter net result for Insurance and Investment Management EurAsia was EUR 1,142 million, including EUR 945 million of net gains on divestments following the sale of the life insurance businesses in Hong Kong, Macau and Thailand, as well as a EUR 155 million net result from discontinued operations in Insurance and Investment Management Asia. Special items after tax were EUR -21 million, primarily related to additional IT investments as included in the accelerated transformation programme in the Benelux. A total of EUR 75 million of additional investments in IT will impact the net result in the next two years in order to improve processes and systems.

The net result from discontinued operations decreased 4.9% from the first quarter of 2012. Insurance Asia realised a 25.3% lower net result mainly due to the sale of Insurance Malaysia in 2012. Excluding the businesses in Malaysia, Hong Kong, Thailand and India, which have now all been divested, the underlying result before tax was down by 3.3% driven by a non-recurring DAC adjustment in Korea last year, which had a EUR 10 million positive impact. The net result from the internally reinsured Japanese SPVA guarantees and related hedges improved to EUR 14 million from

EUR -25 million in the first quarter of 2012, while the net result of ING Investment Management Asia increased slightly to EUR 2 million.

Total new sales (APE) on a constant currency basis were unchanged year-on-year, as a 8.7% drop in sales in the Benelux was compensated by the 11.3% growth in sales in Central and Rest of Europe. The decline in the Benelux was due to lower sales of single-premium products in Belgium reflecting the low interest rate environment. This was partially offset by higher corporate pension renewals in the Netherlands. Within Central and Rest of Europe, pension sales jumped 78.6%, driven by regulatory changes in Turkey, whereas life sales were lower due to exceptionally high sales in Hungary, Poland, Greece and Spain a year ago. Compared with the fourth quarter of 2012, sales rose 18.8% on a constant currency basis, primarily fuelled by the seasonally higher corporate pension renewals in the Netherlands.

# INSURANCE EURASIA

## Insurance EurAsia: Breakdown by business area

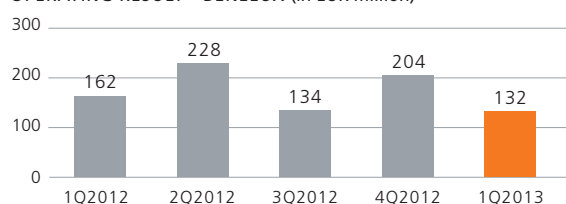
| In EUR million  | Benelux    |                      | Central & Rest of Europe |            | Investment Management |                      |
|---|------------|----------------------|--------------------------|------------|-----------------------|----------------------|
|   | 1Q2013     | 1Q2012 <sup>1)</sup> | 1Q2013                   | 1Q2012     | 1Q2013                | 1Q2012 <sup>1)</sup> |
| <b>Insurance - Margin analysis</b>  |            |                      |                          |            |                       |                      |
| Investment margin   | 114        | 144                  | 12                       | 11         | 1                     | 0                    |
| Fees and premium-based revenues   | 169        | 174                  | 101                      | 110        | 109                   | 104                  |
| Technical margin  | 47         | 36                   | 39                       | 46         | -                     | -                    |
| Income non-modelled life business   | 0          | -0                   | 5                        | 5          | -0                    | 0                    |
| <b>Life Insurance &amp; Investment Management operating income</b>                                      | <b>330</b> | <b>354</b>           | <b>157</b>               | <b>171</b> | <b>110</b>            | <b>104</b>           |
| Administrative expenses   | 148        | 145                  | 69                       | 82         | 79                    | 77                   |
| DAC amortisation and trail commissions  | 47         | 58                   | 55                       | 56         | 0                     | 0                    |
| <b>Life Insurance &amp; Investment Management expenses</b>  | <b>194</b> | <b>203</b>           | <b>124</b>               | <b>138</b> | <b>79</b>             | <b>77</b>            |
| <b>Life Insurance &amp; Investment Management operating result</b>                                      | <b>135</b> | <b>151</b>           | <b>33</b>                | <b>33</b>  | <b>31</b>             | <b>27</b>            |
| Non-life operating result   | -4         | 12                   | 1                        | 1          | -                     | -                    |
| <b>Operating result</b>   | <b>132</b> | <b>162</b>           | <b>34</b>                | <b>34</b>  | <b>31</b>             | <b>27</b>            |
| Gains/losses and impairments  | 41         | 70                   | 0                        | -16        | 0                     | 0                    |
| Revaluations  | -10        | -207                 | -                        | 1          | -                     | -                    |
| Market & other impacts  | -34        | -18                  | -                        | -          | -                     | -                    |
| <b>Underlying result before tax</b>   | <b>128</b> | <b>8</b>             | <b>34</b>                | <b>19</b>  | <b>31</b>             | <b>27</b>            |
| <b>Life Insurance - New business figures</b>  |            |                      |                          |            |                       |                      |
| Single premiums   | 262        | 444                  | 134                      | 204        | -                     | -                    |
| Annual premiums   | 90         | 83                   | 104                      | 86         | -                     | -                    |
| New sales (APE)   | 116        | 127                  | 118                      | 106        | -                     | -                    |
| <b>Life Insurance &amp; Investment Management - Key figures</b>   |            |                      |                          |            |                       |                      |
| Adm. expenses / operating income  | 44.8%      | 41.0%                | 43.9%                    | 48.0%      | 71.8%                 | 74.0%                |
| Life general account invested assets (end of period, in EUR billion)                                    | 62         | 60                   | 6                        | 7          | -                     | -                    |
| Investment margin / Life general account invested assets (in bps) <sup>2)</sup>                         | 95         | 117                  | 86                       | 95         | -                     | -                    |
| Provision for life insurance & investm. contracts for risk policyholder (end of period, in EUR billion) | 21.9       | 22.7                 | 3.8                      | 3.7        | -                     | -                    |
| Net production client balances (in EUR billion)   | -0.3       | 0.3                  | 0.1                      | 0.0        | 2.3                   | -1.5                 |
| Client balances (end of period, in EUR billion)   | 71.3       | 70.8                 | 29.6                     | 27.2       | 87.6                  | 72.9                 |
| <b>Other key figures</b>  |            |                      |                          |            |                       |                      |
| Gross premium income  | 2,406      | 2,635                | 432                      | 535        | -                     | -                    |
| Administrative expenses (total)   | 245        | 227                  | 70                       | 84         | 79                    | 77                   |

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) Four-quarter rolling average

## INSURANCE BENELUX

OPERATING RESULT - BENELUX (in EUR million)



Operating results from Insurance Benelux remained under pressure as the investment margin continued to decline due to the current low yield environment. The operating result for Insurance Benelux declined 18.5% to EUR 132 million from the first quarter of 2012, reflecting the lower investment margin and a decline in Non-life results. Operating results were down 35.3% from the fourth quarter of 2012, when the investment margin was supported by a release from the provision for profit sharing in the Netherlands.

The life investment margin declined to EUR 114 million from EUR 144 million a year ago, reflecting the impact of derisking done last year, a lower reinvestment yield on the fixed income portfolio, lower operating income from real estate, and lower dividends

on public equity. The investment margin declined from EUR 163 million in the fourth quarter of 2012, reflecting a EUR 51 million release of discretionary profit sharing to policyholders in the Netherlands in the fourth quarter.

Fees and premium-based revenues declined to EUR 169 million from EUR 174 million a year ago, mainly due to lower gross premium income from single-premium products in Belgium, as well as a further reduction of cost charges within unit linked insurance policies as from 2013 following the implementation of additional measures for clients in the Netherlands as announced in 2011. Compared with the fourth quarter of 2012, fees and premium-based revenues rose by EUR 29 million because annual premiums of corporate business are typically recognised in the first quarter of the year.

The technical margin improved to EUR 47 million from EUR 36 million in the first quarter of 2012. The prior-year quarter was impacted by an addition to guarantee provisions related to group life contracts. Compared with the fourth quarter of 2012, the technical margin increased by EUR 7 million, mainly reflecting the one-off addition to unit-linked guarantee provisions due to model changes in the fourth quarter of 2012.

Life administrative expenses increased, reflecting higher pension costs, which more than offset the impact of cost-saving programmes currently underway in the Benelux. Administrative expenses rose 2.1% year-on-year to EUR 148 million, primarily due to higher pension costs, despite continued cost control and lower Solvency II project costs. Compared with the fourth quarter of 2012, expenses increased 8.8%, primarily due to the aforementioned higher pension costs.

DAC amortisation and trail commissions declined to EUR 47 million from EUR 58 million a year ago due to lower gross premium income, but they were flat compared with the fourth quarter of 2012.

Operating results from Non-life declined from a profit of EUR 12 million in the first quarter of 2012 to a loss of EUR 4 million. The loss was due to higher pension costs, lower investment income and lower Property & Casualty results. The Group Disability portfolio is showing first signs of improvement reflecting measures earlier taken, including price increases and changes in policy conditions. However, Individual Disability claims experience continues to be unfavourable. Compared with the fourth quarter, the Non-life operating result declined from EUR 43 million, mainly due to higher claims in Individual Disability in the current quarter, whereas the fourth quarter of 2012 included positive non-recurring items in Property & Casualty.

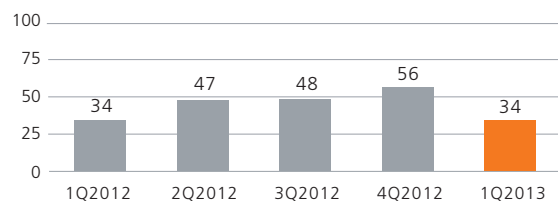
The underlying result before tax improved significantly to EUR 128 million from EUR 8 million a year earlier and EUR 25 million in the fourth quarter of 2012. The change over both quarters was due to a lower negative impact from market-related items. Gains/losses and impairments were EUR 41 million and included realised net gains on sales of public equities and debt securities, which more than compensated for EUR 43 million of impairments on public equity. Revaluations amounted to EUR -10 million in the first quarter and mainly included EUR -35 million of revaluations on real estate, which were partially offset by EUR 22 million of revaluations on private equity. Market & other impacts totalled EUR -34 million and largely reflected the change in the provision for guarantees on separate account pension contracts (net of hedging) in the Benelux.

New sales (APE) declined to EUR 116 million from EUR 127 million in the first quarter of 2012 due to lower sales of single-premium products in Belgium stemming from the current low interest rate environment. This was partially offset by higher renewals from corporate pensions. In these renewals, contract conditions were amended, in line with the strategy to manage the defined benefit pension book for value and capital efficiency. Compared with the previous quarter, APE increased from EUR 79 million, mainly due to seasonality in corporate pensions in the Netherlands.

The total funds entrusted to NN Banksparen accounts grew by EUR 106 million in the first quarter to reach a total of EUR 519 million. Sales of 'banksparen' products are not captured in APE.

## INSURANCE CENTRAL AND REST OF EUROPE

OPERATING RESULT - CENTRAL AND REST OF EUROPE (in EUR million)



The operating result for Central and Rest of Europe was EUR 34 million, up 3.0% from the first quarter of 2012, excluding currency effects. Fees and premium-based revenues and the technical margin both declined from a year ago due to lower pension fees in Poland, new business strain in Turkey and lower surrender results. Cancellation of the Hungarian financial institutions tax which impacted the prior-year quarter, resulted in lower administrative expenses. The operating result declined 39.3% from the fourth quarter, mainly due to a lower investment margin and higher expenses, as the previous quarter included favourable non-recurring items.

The investment margin was stable at EUR 12 million compared with EUR 11 million in the first quarter of last year; but it declined from EUR 20 million in the fourth quarter. The decline from the previous quarter was mainly due to regulatory changes impacting the third-pillar pension fund in the Czech Republic. Following these changes, as of January 2013, pension fund assets were taken off the balance sheet, resulting in a shift from investment income to lower fees and premium-based revenues.

Fees and premium-based revenues declined to EUR 101 million from EUR 110 million in the first quarter of 2012 and EUR 106 million in the fourth quarter. The decline was mainly due to the investment performance fee received in the Polish pension fund in the first quarter of 2012 and higher new business strain due to strong growth in Turkey.

The technical margin declined to EUR 39 million from EUR 46 million in the first quarter of 2012, which was supported by a EUR 4 million release of a technical provision in Romania. Compared with the fourth quarter of last year, the technical margin declined from EUR 42 million, mainly due to lower surrender results in Greece and Hungary.

DAC amortisation and trail commissions declined to EUR 55 million from EUR 56 million in both comparable quarters due to lower life sales.

Administrative expenses decreased to EUR 69 million from EUR 82 million a year ago, when expenses included EUR 14 million for the Hungarian financial institutions tax. Excluding this impact, expenses increased slightly as continued cost control helped to offset the impact from project costs due to the separation from the bank, which were reflected as special items in previous quarters. The administrative expenses increased from EUR 63 million in the previous quarter, which benefited from EUR 8

million of provision releases.

The underlying result before tax improved significantly to EUR 34 million from EUR 19 million in the first quarter of 2012, which included EUR 15 million of realised losses on Greek government bonds as part of the PSI debt exchange and on sales of financial institutions bonds in Spain. Compared with the fourth quarter, the underlying result declined 38.2% on a lower operating result.

New sales (APE) increased to EUR 118 million from EUR 106 million a year ago, up 11.3% excluding currency effects. Pension sales jumped 78.6%, driven by regulatory changes in Turkey which made pension savings more attractive. Life sales declined 14.1% from a year ago, when sales were exceptionally high due to product launches in Hungary and Greece and a new group contract in Spain. Excluding this impact, life sales increased 8.5% due to sales initiatives in the tied agency channel in Greece and a critical illness rider in the Czech Republic. Sales were slightly lower than in the previous quarter due to the exceptionally strong sales of the third-pillar pension fund in the Czech Republic in anticipation of a regulatory change that became effective on 1 January 2013.

## INVESTMENT MANAGEMENT

| Investment Management Key figures                                 |        |                      |                      |
|---|--------|----------------------|----------------------|
| In EUR billion  | 1Q2013 | 4Q2012 <sup>1)</sup> | 1Q2012 <sup>1)</sup> |
| Operating result (in EUR million)                                 | 31     | 23                   | 27                   |
| Assets under Management (in EUR billion)                          | 184.5  | 184.8                | 172.7                |
| of which Proprietary  | 77.8   | 79.0                 | 70.6                 |
| of which Retail   | 45.7   | 44.2                 | 43.1                 |
| of which Institutional  | 61.0   | 61.6                 | 59.0                 |
| Net inflow (in EUR billion)                                       | -3.0   | 3.3                  | 0.0                  |
| Fees and premium-based revenues / average AUM (annualised in bps) | 24     | 24                   | 24                   |
| Administrative expenses / operating income                        | 71.8%  | 78.7%                | 74.0%                |

<sup>1)</sup> 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.

The operating result for Investment Management increased 14.8% to EUR 31 million from the first quarter of 2012, reflecting growth in operating income on higher assets under management (AuM), partly offset by higher expenses. Compared with the previous quarter, the operating result increased 34.8%, mainly as a result of non-recurring expenses in the fourth quarter of 2012.

Fees and premium-based revenues were EUR 109 million, up 4.8% from a year earlier and unchanged from the previous quarter. The increase over the first quarter of 2012 was driven by 6.4% higher AuM as financial markets rose. Compared with the fourth quarter, AuM declined by EUR 0.3 billion, or 0.5%, to EUR 184.5 billion. Net flows in the quarter totalled EUR -3.0 billion, largely driven by the Institutional segment. Market appreciation in the first quarter added EUR 0.8 billion to assets under management, while currency impacts had a positive effect of EUR 1.8 billion.

Administrative expenses excluding currency effects increased 2.6% compared with the first quarter of 2012 as a result of

higher pension costs. Expenses excluding currency effects declined 6.0% from the fourth quarter when expenses included an additional payroll tax in the Netherlands as well as restructuring expenses, partly offset by the impact of the aforementioned higher pension costs in the current quarter.

The underlying result before tax was EUR 31 million, up 14.8% from the same quarter of 2012 and up 34.8% compared with the previous quarter. The increase on both quarters is fully attributable to the higher operating result in the current quarter.

## CORPORATE LINE EURASIA

| Corporate Line EurAsia                           |             |            |
|--|-------------|------------|
| in EUR million                                   | 1Q2013      | 1Q2012     |
| Interest on hybrids and debt                     | -55         | -64        |
| Amortisation intangible assets                   | -2          | -2         |
| Investment income & fees (ING Insurance holding) | 0           | 1          |
| <b>Capital Management</b>                        | <b>-57</b>  | <b>-65</b> |
| Corporate expenses                               | -38         | -25        |
| ING Re   | -25         | 7          |
| Other  | 2           | -11        |
| <b>Operating result</b>                          | <b>-117</b> | <b>-95</b> |
| Gains/losses and impairments                     | 9           | 4          |
| Revaluations                                     | 0           | -7         |
| Market and other impacts                         | 0           | 0          |
| <b>Underlying result before tax</b>              | <b>-108</b> | <b>-97</b> |

The Corporate Line EurAsia operating result declined to EUR -117 million from EUR -95 million in the first quarter of 2012, reflecting lower reinsurance results and higher operating expenses, partially offset by lower capital costs. Last year's result also included negative one-off results of EUR 8 million reported on the line 'Other'.

The Capital Management result was EUR -57 million in the first quarter compared with EUR -65 million last year. The improvement mainly reflects EUR 9 million lower interest expenses on EUR 3.5 billion of intercompany hybrid loans. The coupons on these loans are linked to Euribor and are reset quarterly.

Corporate expenses were EUR 38 million, up from EUR 25 million in the same quarter of last year. This line mainly reflects EurAsia corporate staff expenses which are not allocated to the business lines.

The operating result of ING Re was negatively impacted by a EUR 31 million one-off loss on a specific reinsurance contract.



## CONSOLIDATED BALANCE SHEET

| ING Insurance EurAsia N.V.: Consolidated balance sheet |                |                        |  |  |                |                        |  |
|--|----------------|------------------------|--|--|----------------|------------------------|--|
| in EUR million   | 31 Mar 13      | 31 Dec12 <sup>1)</sup> | 31 Mar 12 <sup>1)</sup><br>pro forma <sup>2)</sup> |  | 31 Mar 13      | 31 Dec12 <sup>1)</sup> | 31 Mar 12 <sup>1)</sup><br>pro forma <sup>2)</sup> |
| <b>Assets</b>  |                |                        |  | <b>Equity</b>  |                |                        |  |
| Cash and balances with central banks                   | 5,494          | 3,558                  | 5,037  | Shareholders' equity                                     | 18,253         | 18,759                 | 15,868   |
| Financial assets at fair value through P&L             | 29,175         | 30,855                 | 30,181   | Minority interests                                       | 70             | 68                     | 84   |
| - trading assets                                       | 596            | 586                    | 518  | <b>Total equity</b>                                      | <b>18,323</b>  | <b>18,827</b>          | <b>15,952</b>                                      |
| - non-trading derivatives                              | 2,883          | 3,295                  | 3,316  | <b>Liabilities</b>                                       |                |                        |  |
| - investments for risk of policyholders                | 25,615         | 26,919                 | 26,277   | Subordinated loans                                       | 3,500          | 3,500                  | 3,500  |
| - other  | 81             | 56                     | 70   | Other borrowed funds                                     | 3,240          | 3,715                  | 4,747  |
| Investments  | 58,172         | 58,637                 | 54,183   | Insurance and investment contracts                       | 92,472         | 93,536                 | 92,136   |
| - debt securities available-for-sale                   | 53,180         | 53,675                 | 48,388   | - life insurance provisions                              | 61,987         | 62,162                 | 61,004   |
| - equity securities available-for-sale                 | 4,992          | 4,962                  | 5,794  | - non-life insurance provisions                          | 3,923          | 3,498                  | 3,830  |
| Loans and advances to customers                        | 17,208         | 18,744                 | 19,946   | - provision for risk of policyholders                    | 25,717         | 27,023                 | 26,385   |
| Reinsurance contracts                                  | 283            | 254                    | 294  | - other  | 845            | 853                    | 917  |
| Investments in associates                              | 881            | 899                    | 679  | Financial liabilities at fair value through P&L          | 625            | 579                    | 544  |
| Real estate investments                                | 793            | 799                    | 812  | - non-trading derivatives                                | 625            | 579                    | 544  |
| Property and equipment                                 | 189            | 195                    | 216  | Other liabilities  | 4,475          | 4,775                  | 3,823  |
| Intangible assets                                      | 420            | 433                    | 506  |  |                |                        |  |
| Deferred acquisition costs                             | 745            | 733                    | 800  |  |                |                        |  |
| Other assets   | 3,942          | 3,928                  | 5,282  |  |                |                        |  |
| <b>Total assets excl. assets held for sale</b>         | <b>117,302</b> | <b>119,036</b>         | <b>117,936</b>                                     | <b>Total liabilities excl. liabilities held for sale</b> | <b>104,311</b> | <b>106,105</b>         | <b>104,750</b>                                     |
| Assets held for sale                                   | 55,019         | 61,549                 | 59,871   | Liabilities held for sale                                | 49,688         | 55,655                 | 57,107   |
| <b>Total assets</b>                                    | <b>172,321</b> | <b>180,585</b>         | <b>177,808</b>                                     | <b>Total liabilities</b>                                 | <b>153,999</b> | <b>161,759</b>         | <b>161,857</b>                                     |
|  |                |                        |  | <b>Total equity and liabilities</b>                      | <b>172,321</b> | <b>180,585</b>         | <b>177,808</b>                                     |

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) Adjusted for transfer of Insurance/IM Asia to assets/liabilities held for sale

Total assets of ING Insurance EurAsia N.V. declined by EUR 8.3 billion in the first quarter, or EUR 6.4 billion excluding currency effects, to EUR 172.3 billion. Shareholders' equity decreased by EUR 0.5 billion to EUR 18.3 billion, mainly due to a capital upstream to ING Verzekeringen N.V. of EUR 1.6 billion, offset by the quarterly net result of EUR 1.1 billion.

### Assets

Cash and balances with central banks increased by EUR 1.9 billion. The increase mainly reflects the proceeds from the sale of the life insurance units in Hong Kong, Macau and Thailand.

Investments for risk of policyholders declined by EUR 1.3 billion, mainly due to a shift from Investments for risk of policyholders to Investments (general account) following a change of several guaranteed separate account pension contracts. This reduction is reflected in the Provision for risk of policyholders on the liability side of the balance sheet.

Debt securities available-for-sale declined by EUR 0.5 billion, due to negative revaluations as interest rates increased. The aforementioned shift from Investments for risk of policyholders to Investments was offset by a decrease of EUR 1 billion in the third-pillar pension fund in the Czech Republic, which took client assets off the balance sheet.

Loans and advances to customers declined by EUR 1.5 billion. ING Verzekeringen N.V. used the capital upstream from ING Insurance EurAsia N.V. to redeem a loan it received from ING Insurance EurAsia N.V.

### Liabilities

Insurance and investment contracts declined by EUR 1.1 billion, mainly due to a decrease in the Provision for risk of policyholders, which mirrored the movement in the Investments for risk of policyholders.

### Assets/Liabilities held for sale

Assets/Liabilities held for sale, which reflect the balance sheet items of Insurance & Investment Management Asia, were reduced following the closing of the sale of the life insurance units in Hong Kong, Macau and Thailand.

### Shareholders' equity

Shareholders' equity declined by EUR 0.5 billion from the fourth quarter of 2012 to EUR 18.3 billion following a capital upstream to ING Verzekeringen N.V. of EUR 1.6 billion based on the proceeds of the sale of the life insurance units in Hong Kong, Macau and Thailand, offset by the quarterly net result of EUR 1.1 billion. Movements in shareholders' equity in the first quarter also reflected EUR 0.4 billion of negative revaluations on the investment portfolio and EUR 0.3 billion of actuarial gains reflecting an increase in the discount rates used to value pension assets and liabilities.

The comparative figures at 31 March 2012 and 31 December 2012 have been restated to reflect the new pension accounting requirements under IFRS (the revised IAS 19, which took effect on 1 January 2013). The change in accounting reduced year-end shareholders' equity by EUR 614 million, reflecting the immediate recognition in shareholders' equity of accumulated actuarial gains/losses, which were previously deferred through the so-called corridor.



## RISK & CAPITAL MANAGEMENT

Insurance EurAsia continued to strengthen its risk organisation and improve its risk profile in preparation for its stand-alone future. Sensitivities to market risks have decreased and opportunities for selective re-risking of the asset portfolio will be explored. Solvency improved in the first quarter due to the impact of the net gain on divestments as well as from the positive market developments.

The key risks for ING Insurance EurAsia (excluding the held-for-sale Asia entities) are discussed below, in particular the impact on value, regulatory capital and IFRS earnings.

### Market risk

| Earnings sensitivities for market risks (full-year impact)  |        |        |
|---|--------|--------|
| In EUR million  | 1Q2013 | 4Q2012 |
| Interest Rates +30%   | -27    | -61    |
| Interest Rates -30%   | 64     | 103    |
| Equity -25%   | -346   | -425   |
| Equity +25%   | 331    | 354    |
| Implied Volatility (interest rates +30%, equity 1-3yr +30%) | -12    | 14     |
| Credit Default (moderate rating based shock)                | -73    | -79    |
| Real Estate -10%  | -480   | -508   |
| Foreign Exchange -10%                                       | -27    | -34    |

The economic interest rate exposure of ING Insurance EurAsia is to falling interest rates, in particular to changes in the long end of the yield curve, reflecting ING's large pension business in the Netherlands. ING has hedged its economic interest rate exposure by investing in long-term bonds and closing the remaining interest rate gap through receiver swaps and swaptions. Interest rate risk is also mitigated through a disciplined pricing and renewal strategy in the Dutch corporate pensions business. The use of interest rate derivatives results in an IFRS earnings sensitivity to rising interest rates. The earnings sensitivity was reduced over the first quarter due to the reduction of swaps and swaptions. The IFRS interest rate sensitivities shown in the table above relate to parallel

movements in the yield curve. Non-parallel movements may also cause earnings sensitivity due to an asymmetry between the accounting of the liability and (hedge) assets for the guaranteed separate account business in the Netherlands.

The equity risk primarily relates to direct equity holdings in the Netherlands. Market value movements in equities are directly reflected in regulatory capital. The hedges on the direct equity portfolio matured during the fourth quarter of 2012 and were not rolled over. ING has hedged the equity risk within the guaranteed separate account pension business to a large extent by using equity options.

The IFRS earnings sensitivities for equities decreased as higher equity markets reduced impairment risk of direct equities and decreased the equity sensitivity of the separate account pension business. Furthermore, some separate account pension contracts were moved to the general account, also reducing equity sensitivity.

The real estate sensitivity reflects investments in real estate funds and direct real estate assets. Market movements in real estate are taken through the P&L. Therefore, real estate sensitivities are similar from an economic, regulatory capital and IFRS earnings perspective.

### Credit risk

Credit spread risk is the single largest risk from a regulatory capital perspective in the Netherlands. It reflects the impact of the mismatch between the discount rate used to value the long-term liabilities and the spreads in the assets held to match the duration of these liabilities. This mismatch is not expected to be realised as long as the underlying assets do not default and are held to maturity. The IFRS earnings at risk are EUR 73 million.

Financial instability of the eurozone is addressed through localisations of our European bond holdings and by specific business continuity plans. The total exposure to Greece, Italy, Ireland, Portugal and Spain (GIIPS) was reduced by EUR 357

| ING Insurance: Greece, Italy, Ireland, Portugal and Spain - Total exposures - 31 March 2013 |            |              |             |            |              |              |
|---|------------|--------------|-------------|------------|--------------|--------------|
| In EUR million  | Greece     | Italy        | Ireland     | Portugal   | Spain        | Total        |
| Residential mortgages and other consumer lending  | 10         |              |             |            | 19           | 29           |
| Corporate lending   |            | 50           | 25          |            |              | 75           |
| Financial Institutions lending  | 12         |              |             |            | 265          | 277          |
| <b>Total Lending</b>  | <b>21</b>  | <b>50</b>    | <b>25</b>   | <b>0</b>   | <b>284</b>   | <b>380</b>   |
| RMBS  | 29         | 302          | 96          | 108        | 340          | 875          |
| Other ABS   |            | 26           | 140         |            | 124          | 290          |
| Corporate bonds   |            | 316          | 240         | 27         | 182          | 764          |
| Covered bonds   |            | 9            | 15          |            | 452          | 476          |
| Financial institutions bonds (unsecured)  |            | 52           | 21          | 38         | 82           | 193          |
| Government bonds  | 37         | 1,323        | 53          | 5          | 968          | 2,386        |
| <b>Total Debt Securities</b>  | <b>66</b>  | <b>2,028</b> | <b>566</b>  | <b>177</b> | <b>2,147</b> | <b>4,983</b> |
| <b>Real Estate</b>  | <b>21</b>  | <b>252</b>   |             | <b>212</b> | <b>317</b>   | <b>802</b>   |
| <b>Total Risk exposures 31 March 2013</b>   | <b>108</b> | <b>2,330</b> | <b>591</b>  | <b>389</b> | <b>2,747</b> | <b>6,165</b> |
| <b>Total Risk exposures 31 December 2012</b>  | <b>106</b> | <b>2,418</b> | <b>761</b>  | <b>396</b> | <b>2,842</b> | <b>6,523</b> |
| <b>Total change in first quarter 2013</b>   | <b>2</b>   | <b>-88</b>   | <b>-170</b> | <b>-7</b>  | <b>-95</b>   | <b>-357</b>  |

Footnote: ING Insurance/IM has no credit risks linked to Cyprus.

million over the first quarter. ING Insurance EurAsia sold Irish RMBS (EUR 100 million), which resulted in an underlying loss of EUR 25 million. Other changes in exposures were mainly the result of maturing assets.

## Insurance and other risks

### Earnings sensitivities for Insurance risks (full-year impact)

| In EUR million | 1Q2013 | 4Q2012 |
|----------------|--------|--------|
| Mortality      | -30    | -28    |
| Morbidity      | -107   | -99    |
| P&C            | -81    | -82    |

The IFRS earnings sensitivities to Insurance risks primarily relate to fluctuations in actual mortality, morbidity and P&C experience. There were no major changes in these sensitivities during the quarter.

ING is exposed to longevity risks arising from the large defined-benefit pension book in the Netherlands. This sensitivity is magnified due to the current low interest rate environment. ING currently uses the 2012 Dutch Central Bureau of Statistics (CBS) tables as a basis for IFRS reserve adequacy testing, regulatory solvency for Dutch entities, and pricing. Updates to these tables only impact IFRS earnings over time, though they may result in large immediate impacts on value and regulatory capital.

## Non-financial risks

Pricing for long-term options and guarantees reflects dynamic policyholder behaviour, which can be uncertain. Insurance EurAsia is mitigating this risk by establishing a closer relationship with end customers. The product approval and review process ensures that new products are suitable for customers. Existing and in-force products are also reviewed regularly for their suitability, and adjustments are made when required.

Regulatory and political risks are addressed by closely monitoring regulatory developments and being actively involved in industry bodies. In this context ING participated in the European Insurance Occupational Pensions Authority Long Term Guarantee Assessment for Solvency II.

IT, data quality and other operational risks are addressed through risk assessments and by maintaining a constant focus on improving areas of significant operational risks.

## Reserve adequacy Japan

The increase of Japanese stock markets, the devaluation of the Japanese yen and the fall in Japanese interest rates in the first quarter significantly increased the value of the funds supporting the Japanese variable annuities, moving them closer to the guarantee values. The reserve inadequacy for the Japanese insurance business, including the VA guarantees reinsured to ING Re, improved to approximately EUR 0.3 billion at the 50% confidence level at 31 March 2013. This is comprised of an inadequacy of approximately EUR 0.8 billion for the closed block VA, offset by a sufficiency of EUR 0.5 billion for the corporate-owned life insurance business.

If the aggregate reserves for a business line falls below the 50% confidence level, the shortfall must be recognized immediately in the profit and loss account. As previously disclosed, such a charge may be triggered in Asia as ING divests its business units in the region, because a reserve inadequacy in Japan is currently compensated by a surplus in other units. The nature and timing of any P&L charge from such reserve inadequacy depends on the closing of other divestments in Asia as well as various other options currently under investigation for ING Life Japan.

## Capital ratios

### Capital ratios ING Insurance EurAsia

| in EUR million                    | 31 Mar 13   | 31 Dec 12 <sup>1)</sup> |
|-----------------------------------|-------------|-------------------------|
| Shareholders' equity              | 18,253      | 18,759                  |
| Hybrids issued by ING Insurance   | 3,500       | 3,500                   |
| Required regulatory adjustments   | -6,212      | -6,961                  |
| (a) Total capital base            | 15,541      | 15,299                  |
| (b) EU required capital           | 5,326       | 5,633                   |
| <b>IGD Solvency I ratio (a/b)</b> | <b>292%</b> | <b>272%</b>             |

Note that the actual required regulatory adjustments for IGD capital and the EU required capital may be different from the estimate since the statutory results are not final until filed with the regulators.

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.

The Insurance Group Directive ratio (IGD) for Insurance EurAsia increased to 292% from 272% at the end of 2012 following the sale of the insurance businesses in Hong Kong, Macau and Thailand. These divestments improved shareholders' equity and reduced the EU required capital. The decrease in EU required capital for the divestments was around EUR 190 million. An improvement of the solvency position at NN Life due to market developments also contributed to the increase of the IGD ratio. This was offset by a EUR 1.6 billion capital upstream to ING Verzekeringen N.V. from the sales proceeds.

# Insurance ING U.S.



## CONSOLIDATED RESULTS

| Insurance ING U.S.: Consolidated results  |             |                      |               |                      |                |
|---|-------------|----------------------|---------------|----------------------|----------------|
| In EUR million  | 1Q2013      | 1Q2012 <sup>1)</sup> | Change        | 4Q2012 <sup>1)</sup> | Change         |
| <b>Insurance - Margin analysis</b>  |             |                      |               |                      |                |
| Investment margin   | 264         | 269                  | -1.9%         | 266                  | -0.8%          |
| Fees and premium-based revenues   | 410         | 408                  | 0.5%          | 432                  | -5.1%          |
| Technical margin  | 3           | 1                    | 200.0%        | 35                   | -91.4%         |
| Income non-modelled life business   | 0           | -0                   | n.a.          | -0                   | n.a.           |
| <b>Life Insurance &amp; Investment Management operating income</b>              | <b>677</b>  | <b>678</b>           | <b>-0.1%</b>  | <b>733</b>           | <b>-7.6%</b>   |
| Administrative expenses   | 332         | 320                  | 3.8%          | 333                  | -0.3%          |
| DAC amortisation and trail commissions  | 215         | 211                  | 1.9%          | 220                  | -2.3%          |
| <b>Life Insurance &amp; Investment Management expenses</b>                      | <b>547</b>  | <b>531</b>           | <b>3.0%</b>   | <b>554</b>           | <b>-1.3%</b>   |
| <b>Life Insurance &amp; Investment Management operating result</b>              | <b>130</b>  | <b>147</b>           | <b>-11.6%</b> | <b>179</b>           | <b>-27.4%</b>  |
| Corporate Line operating result   | -43         | -29                  | n.a.          | -42                  | n.a.           |
| <b>Operating result</b>   | <b>87</b>   | <b>119</b>           | <b>-26.9%</b> | <b>137</b>           | <b>-36.5%</b>  |
| Gains/losses and impairments  | 11          | 34                   |               | -29                  |                |
| Revaluations  | 16          | 38                   |               | 72                   |                |
| Market & other impacts  | -306        | -390                 |               | 124                  |                |
| <b>Underlying result before tax</b>   | <b>-192</b> | <b>-199</b>          | <b>n.a.</b>   | <b>304</b>           | <b>-163.2%</b> |
| of which life insurance   | -159        | -192                 | n.a.          | 331                  | -148.0%        |
| of which investment management  | 10          | 22                   | -54.5%        | 15                   | -33.3%         |
| of which corporate line   | -43         | -29                  | n.a.          | -42                  | n.a.           |
| Taxation  | 2           | -5                   | n.a.          | -11                  | n.a.           |
| Minority interests  | -6          | -                    | n.a.          | -5                   | n.a.           |
| <b>Underlying net result</b>  | <b>-189</b> | <b>-194</b>          | <b>n.a.</b>   | <b>320</b>           | <b>-159.1%</b> |
| Net gains/losses on divestments   | -           | -                    |               | -                    |                |
| Net results from divested units   | -           | -                    |               | -                    |                |
| Net results from discontinued operations  | -           | -                    |               | -                    |                |
| Special items after tax   | -6          | -11                  |               | -19                  |                |
| <b>Net result</b>   | <b>-195</b> | <b>-205</b>          | <b>n.a.</b>   | <b>301</b>           | <b>-164.8%</b> |
| <b>Life Insurance - New business figures</b>                                    |             |                      |               |                      |                |
| Single premiums   | 2,848       | 1,880                | 51.5%         | 3,044                | -6.4%          |
| Annual premiums   | 347         | 360                  | -3.6%         | 251                  | 38.2%          |
| New sales (APE)   | 632         | 548                  | 15.3%         | 555                  | 13.9%          |
| <b>Life Insurance &amp; Investment Management - Key figures</b>                 |             |                      |               |                      |                |
| Administrative expenses / operating income                                      | 49.0%       | 47.2%                |               | 45.4%                |                |
| Life general account invested assets (end of period, in EUR billion)            | 67          | 64                   | 4.7%          | 65                   | 3.1%           |
| Investment margin / Life general account invested assets (in bps) <sup>2)</sup> | 164         | 153                  |               | 165                  |                |
| Client balances (end of period, in EUR billion)                                 | 194         | 173                  | 12.1%         | 180                  | 7.8%           |
| Investment Management Assets under Management (end of period, in EUR billion)   | 142         | 125                  | 13.6%         | 137                  | 3.6%           |
| <b>Other key figures</b>  |             |                      |               |                      |                |
| Gross premium income  | 2,938       | 2,952                | -0.5%         | 3,090                | -4.9%          |
| Administrative expenses (total)   | 332         | 320                  | 3.8%          | 333                  | -0.3%          |
| Return on IFRS-EU equity <sup>3)</sup>  | -7.5%       | -8.7%                |               | 12.7%                |                |
| Employees (FTEs, end of period)   | 6,948       | 8,351                | -16.8%        | 7,011                | -0.9%          |

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) Four-quarter rolling average

3) Annualised underlying net result divided by average IFRS-EU equity

The ongoing business for ING U.S. posted a solid quarter, with strong net inflows and higher fees on assets under management (AuM) due to equity market appreciation. The investment margin was resilient as credited rates were reduced to offset the impact of the low interest rate environment. The total operating result for ING U.S. was EUR 87 million, down 27.5% from last year and 35.6% sequentially, both excluding currency effects. The decline was mainly due to higher interest expenses on funding as more long-term debt was issued in preparation for the ING U.S. initial public offering (IPO).

The operating results for Insurance US increased 0.7% year-on-year, excluding currency effects, to EUR 152 million. ING Investment Management US posted a first-quarter operating result of EUR 14 million, down from EUR 18 million a year earlier due to a non-recurring expense accrual reduction in the prior year. The US Closed Block VA reported a loss of EUR 36 million compared with a loss of EUR 20 million in the first quarter of last year, mainly due to a lower technical margin following a non-recurring reserve release in the prior year. The operating result for the Corporate Line US was EUR -43 million, down from EUR -29 million in the first quarter of last year, reflecting higher funding costs.

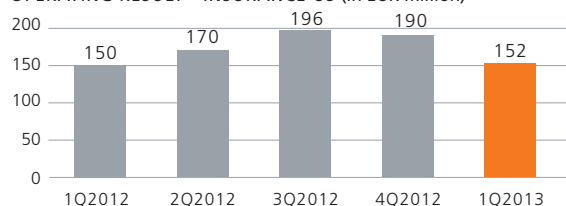
On an underlying basis, results for the total US business were EUR -192 million before tax in the first quarter, reflecting losses on the US Closed Block VA equity hedges as equity markets rose 10% in the quarter. The hedge programme in Closed Block VA is focused on protecting regulatory and rating agency capital rather than mitigating IFRS earnings volatility.

The first-quarter net result for ING U.S. was EUR -195 million, including special items of EUR -6 million, which reflect IPO preparation costs. The effective underlying tax rate was -1.2% as the tax benefit on the pre-tax loss in the quarter was offset by an increase in the tax valuation allowance.

Total sales rose 15.1% year-on-year and 15.7% sequentially, both excluding currency effects, mainly driven by respectively strong Retirement sales and seasonality.

## INSURANCE US

OPERATING RESULT - INSURANCE US (in EUR million)



The ongoing business for Insurance US had a solid quarter with strong net flows, higher fees on AuM as equity markets

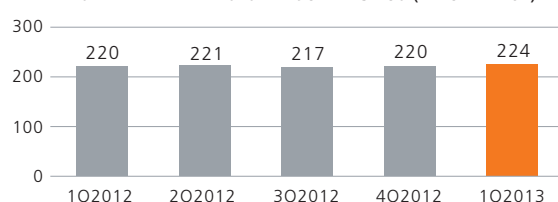
appreciated, and a resilient investment margin. Insurance US posted a first-quarter operating result of EUR 152 million, an increase of 0.7%, excluding currency effects, from the first quarter of 2012. Compared with the fourth quarter of 2012, the operating result declined 19.1%, excluding currency effects, due to a lower technical margin, which was primarily attributable to higher loss ratios in Stop Loss and Group Life products.

The investment margin held up well as reductions in credited rates helped offset the impact of de-risking measures taken in 2012. The investment margin declined 1.5%, excluding currency effects, to EUR 261 million due to lower earned rates and the run-off of assets related to the Institutional Spread business. The lower earned rates reflect the restructuring that was implemented in 2012 to reduce capital intensity, as well as the impact of the current low yield environment. However, this was largely offset by reductions in credited rates, an increase in assets in the Retirement business and improved margins in the Annuities business. The investment margin improved by 1.6% from the fourth quarter of 2012, excluding currency effects, primarily due to the reduction in credited rates.

Fees and premium-based revenues were flat versus the first quarter of 2012, excluding currency effects, at EUR 288 million. Higher fees in the Retirement and Annuities businesses, fuelled by strong net flows and higher equity markets, helped offset lower premium-based revenues in Individual Life following management actions to focus on less capital-intensive products. Fees and premium-based revenues were down 1.4% from the fourth quarter of 2012, excluding currency effects, due to lower premium-based revenue in the Individual Life business.

The technical margin was EUR 3 million versus EUR -8 million in the first quarter of 2012 and EUR 34 million in the fourth quarter of 2012, which was supported by a favourable reserve development in the Group Reinsurance Closed Block. The first quarter of 2013 was supported by EUR 13 million of non-recurring reserve releases in the Individual Life, Annuities, and Retirement businesses, which helped offset lower results in Stop Loss products and adverse mortality results in Individual Life.

ADMINISTRATIVE EXPENSES - INSURANCE US (in EUR million)



Administrative expenses were EUR 224 million, an increase of 1.4% over the first quarter of 2012 and 3.2% higher than in the fourth quarter of 2012 (both excluding currency effects) primarily due to the timing of certain stock compensation accruals.

DAC amortisation and trail commissions totalled EUR 177 million, up 1.1% from the first quarter of 2012 and down 1.1% from the fourth quarter of 2012, both excluding currency effects.

## Insurance ING U.S.: Breakdown by business area

| In EUR million  | Insurance US |                      | Investment Management |           | US Closed Block VA |             |
|---|--------------|----------------------|-----------------------|-----------|--------------------|-------------|
|   | 1Q2013       | 1Q2012 <sup>1)</sup> | 1Q2013                | 1Q2012    | 1Q2013             | 1Q2012      |
| <b>Insurance - Margin analysis</b>  |              |                      |                       |           |                    |             |
| Investment margin   | 261          | 264                  | -0                    | -0        | 3                  | 6           |
| Fees and premium-based revenues   | 288          | 287                  | 99                    | 95        | 24                 | 25          |
| Technical margin  | 3            | -8                   | -                     | -         | 0                  | 9           |
| Income non-modelled life business   | 0            | 0                    | -0                    | 0         | 0                  | -0          |
| <b>Life Insurance &amp; Investment Management operating income</b>                                      | <b>552</b>   | <b>543</b>           | <b>98</b>             | <b>95</b> | <b>27</b>          | <b>40</b>   |
| Administrative expenses   | 224          | 220                  | 84                    | 76        | 24                 | 24          |
| DAC amortisation and trail commissions  | 177          | 173                  | 1                     | 1         | 38                 | 36          |
| <b>Life Insurance &amp; Investment Management expenses</b>  | <b>400</b>   | <b>394</b>           | <b>84</b>             | <b>77</b> | <b>63</b>          | <b>60</b>   |
| <b>Life Insurance &amp; Investment Management operating result</b>                                      | <b>152</b>   | <b>150</b>           | <b>14</b>             | <b>18</b> | <b>-36</b>         | <b>-20</b>  |
| Gains/losses and impairments  | 3            | 18                   | 0                     | 0         | 8                  | 16          |
| Revaluations  | 18           | 35                   | -4                    | 4         | 1                  | -1          |
| Market & other impacts  | 16           | -11                  | -                     | -         | -322               | -379        |
| <b>Underlying result before tax</b>   | <b>189</b>   | <b>192</b>           | <b>10</b>             | <b>22</b> | <b>-349</b>        | <b>-384</b> |
| <b>Life Insurance - New business figures</b>  |              |                      |                       |           |                    |             |
| Single premiums   | 2,848        | 1,880                | -                     | -         | -                  | -           |
| Annual premiums   | 347          | 360                  | -                     | -         | -                  | -           |
| New sales (APE)   | 632          | 548                  | -                     | -         | -                  | -           |
| <b>Life Insurance &amp; Investment Management - Key figures</b>   |              |                      |                       |           |                    |             |
| Adm. expenses / operating income  | 40.6%        | 40.5%                | 85.7%                 | 80.0%     | 88.9%              | 60.0%       |
| Life general account invested assets (end of period, in EUR billion)                                    | 63           | 59                   | -                     | -         | 4                  | 4           |
| Investment margin / Life general account invested assets (in bps) <sup>2)</sup>                         | 176          | 161                  | -                     | -         | 9                  | 58          |
| Provision for life insurance & investm. contracts for risk policyholder (end of period, in EUR billion) | 43.7         | 39.7                 | -                     | -         | 33.8               | 33.0        |
| Net production client balances (in EUR billion)   | 0.9          | -0.6                 | 2.4                   | 0.0       | -0.7               | -0.7        |
| Client balances (end of period, in EUR billion)   | 109.1        | 98.9                 | 49.8                  | 39.9      | 34.7               | 33.8        |
| <b>Other key figures</b>  |              |                      |                       |           |                    |             |
| Gross premium income  | 2,842        | 2,848                | -                     | -         | 96                 | 104         |
| Administrative expenses (total)   | 224          | 220                  | 84                    | 76        | 24                 | 24          |

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) Four-quarter rolling average

The underlying result before tax was EUR 189 million, down from EUR 192 million in the first quarter of 2012 and EUR 195 million in the fourth quarter of 2012. The decrease compared with a year ago was mainly due to lower revaluations on alternative assets, which offset the increase in operating results.

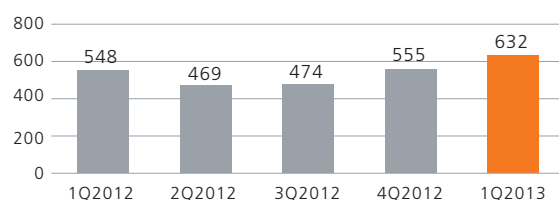
Gains/losses and impairments were EUR 3 million versus EUR 18 million in the first quarter of 2012 and EUR -28 million in the fourth quarter of 2012. The current quarter reflects EUR 10 million in gains on sales of previously impaired securities, while the fourth quarter of 2012 had EUR 39 million in losses related to sale of CMBS securities and related hedges as the company restructured its investment portfolio to reduce risk and improve its capital structure.

Revaluations totalled EUR 18 million versus EUR 35 million in the first quarter of 2012 and EUR 72 million in the fourth quarter of 2012, reflecting the lower level of alternative assets following the portfolio restructuring undertaken in 2012. The fourth quarter of 2012 also included strong CMO revaluations.

Market and other impacts were EUR 16 million, compared with EUR -11 million in the first quarter of 2012 and EUR -39 million in the fourth quarter of 2012. The current quarter reflects positive

DAC unlocking due to favourable equity markets, whereas the fourth quarter of 2012 included EUR -34 million in DAC amortisation related to strong CMO revaluations.

NEW SALES (APE) - INSURANCE US (in EUR million)



New sales (APE) were EUR 632 million, up 15.1% from a year earlier and 15.7% higher than in the fourth quarter of 2012, both excluding currency effects. The increase from a year ago was driven by a 33.9% increase in Retirement sales, while the increase over the previous quarter was primarily related to higher sales in Employee Benefits. Typically, more than half of Employee Benefits sales for the year occur during the first quarter. Individual Life sales were down due to ongoing management actions to focus on less capital-intensive products. Net flows in the Retirement business were strong at EUR 1.1 billion, though these flows can be volatile from quarter to quarter.



## INVESTMENT MANAGEMENT

Total assets under management for the US Investment Management business rose to EUR 142 billion at the end of the first quarter, up EUR 5.6 billion, or 4.1%, from the previous quarter. Net inflows (on AuM sold by Investment Management US) totalled EUR 1.0 billion, largely driven by inflows in the Institutional segment. Market appreciation added EUR 0.7 billion to the asset base in the first quarter. Currency impacts increased AuM by EUR 3.9 billion. Total net inflows (on AuM managed by Investment Management US) totalled EUR 2.4 billion for the first quarter of 2013.

| Investment Management Key figures                                 |        |        |        |
|---|--------|--------|--------|
| In EUR billion  | 1Q2013 | 4Q2012 | 1Q2012 |
| Operating result (in EUR million)                                 | 14     | 16     | 18     |
| Assets under Management (in EUR billion)                          | 142.3  | 136.7  | 125.3  |
| of which Proprietary  | 71.5   | 71.0   | 67.1   |
| of which Retail   | 38.6   | 35.7   | 34.4   |
| of which Institutional  | 32.2   | 30.0   | 23.9   |
| Net inflow (in EUR billion)                                       | 1.0    | 4.1    | 1.5    |
| Fees and premium-based revenues / average AUM (annualised in bps) | 28     | 31     | 30     |
| Administrative expenses / operating income                        | 85.7%  | 84.0%  | 80.0%  |

Investment Management posted a first-quarter operating result of EUR 14 million, down from EUR 18 million a year earlier due to a non-recurring expense accrual reduction in the prior year. The operating result declined from EUR 16 million in the fourth quarter; the decline reflects annual performance-related fees received in the prior quarter.

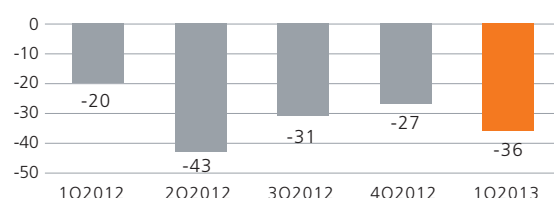
Fees and premium-based revenues increased to EUR 99 million, up 3.1% from a year ago, but down 5.7% from the fourth quarter of 2012, both excluding currency effects. The increase over the first quarter of 2012 was driven by strong net inflows as well as higher AuM as equity markets appreciated. The decline compared with the fourth quarter reflects annual performance-related fees, which are typically received in the fourth quarter.

Administrative expenses were EUR 84 million, up 9.1%, excluding currency effects, from a year ago, when expenses benefited from a reduction in variable compensation accruals. Compared with the fourth quarter, administrative expenses declined 4.5%, excluding currency effects, due to lower variable compensation, mainly related to the higher performance fees in the prior quarter.

The underlying result before tax was EUR 10 million, down from EUR 22 million a year earlier and EUR 15 million in the fourth quarter of 2012. The underlying result for the current quarter includes revaluations of EUR -4 million versus EUR 4 million of revaluations in the first quarter of 2012 and nil in the fourth quarter of 2012. Revaluations for Investment Management reflect both the revaluations on Investment Management's investment capital results, as well as results for minority interests in partnerships managed by Investment Management.

## INSURANCE US CLOSED BLOCK VA

OPERATING RESULT - US CLOSED BLOCK VA (in EUR million)



Underlying results from the US Closed Block VA continued to reflect market volatility as hedges are focused on protecting regulatory and rating agency capital rather than mitigating IFRS earnings volatility. The first-quarter underlying result before tax was EUR -349 million, reflecting losses on hedges as equity markets increased in the quarter. The first-quarter result compares with EUR -384 million in the first quarter of 2012 and EUR 136 million in the fourth quarter of 2012.

On an operating basis, the US Closed Block VA reported a loss of EUR 36 million compared with a loss of EUR 20 million in the first quarter of 2012 and a loss of EUR 27 million in the fourth quarter of 2012.

The investment margin was EUR 3 million for the current quarter versus EUR 6 million in the first quarter of 2012 and EUR 5 million in the fourth quarter of 2012. The decrease on both quarters reflects a decline in assets (reserves decreased as equity markets rose), higher liquidity balances and the impact of low interest rates.

Fees and premium-based revenues were EUR 24 million in the current quarter compared with EUR 25 million in the first quarter of 2012 and EUR 29 million in the fourth quarter of 2012. Decreases in AuM levels due to net outflows have been largely offset by increases due to equity market appreciation. Net outflows in the current quarter were EUR 0.7 billion.

The technical margin was nil in the current quarter versus EUR 9 million in the first quarter of 2012 and EUR 1 million in the fourth quarter of 2012. The high technical margin in the first quarter of 2012 was primarily driven by a non-recurring reserve release.

Administrative expenses were EUR 24 million, flat on both comparable quarters. DAC amortisation and trail commissions were EUR 38 million compared with EUR 36 million in the first quarter of 2012 and EUR 39 million in the fourth quarter of 2012.

Gains/losses and impairments were EUR 8 million compared with EUR 16 million in the first quarter of 2012 and nil in the fourth quarter of 2012. Revaluations in the current quarter were EUR 1 million compared with EUR -1 million in the first quarter of 2012 and EUR 1 million in the fourth quarter of 2012.

Market and other impacts were EUR -322 million versus EUR -379 million in the first quarter of 2012 and EUR 163 million in the fourth quarter of 2012. The loss in the first quarter of 2013

reflects the difference between hedge gains and losses versus the change in reserves, as the hedge programme is focused on protecting regulatory and rating agency capital rather than mitigating earnings volatility.

## CORPORATE LINE US

| Corporate Line US                   |            |            |
|-------------------------------------|------------|------------|
| EUR million                         | 1Q2013     | 1Q2012     |
| Interest on hybrids and debt        | -32        | -12        |
| Amortisation Intangible assets      | -2         | -2         |
| Investment Income & fees            | -10        | -15        |
| <b>Operating result</b>             | <b>-43</b> | <b>-29</b> |
| Gains/losses and impairments        | 0          | 0          |
| Revaluations                        | 0          | 0          |
| Market and other impacts            | 0          | 0          |
| <b>Underlying result before tax</b> | <b>-43</b> | <b>-29</b> |

The US Corporate Line result was EUR -43 million compared with EUR -29 million in the first quarter of 2012 and EUR -42 million in the fourth quarter of 2012. The year-on-year decline was caused by higher interest costs due to the replacement of shorter-term and internal debt with longer-term external debt.

## CONSOLIDATED BALANCE SHEET

| Insurance ING U.S.: Consolidated balance sheet |                |                         |                         |   |                |   |
|--|----------------|-------------------------|-------------------------|---|----------------|---|
| in EUR million                                 | 31 Mar 13      | 31 Dec 12 <sup>1)</sup> | 31 Mar 12 <sup>1)</sup> |   | 31 Mar 13      | 31 Dec 12 <sup>1)</sup> 31 Mar 12 <sup>1)</sup> |
| <b>Assets</b>                                  |                |                         |                         | <b>Equity</b>                                   |                |   |
| Cash and balances with central banks           | 1,764          | 1,788                   | 956                     | Shareholders' equity                            | 10,091         | 10,165 8,775                                    |
| Financial assets at fair value through P&L     | 81,192         | 75,648                  | 76,875                  | Minority interests                              | 170            | 149 0   |
| - non-trading derivatives                      | 1,729          | 1,859                   | 1,648                   | <b>Total equity</b>                             | <b>10,262</b>  | <b>10,315 8,775</b>                             |
| - investments for risk of policyholders        | 77,445         | 71,846                  | 72,705                  | <b>Liabilities</b>                              |                |   |
| - other  | 2,018          | 1,943                   | 2,522                   | Debt securities in issue                        | 1,949          | 1,138 487                                       |
| Investments                                    | 60,900         | 60,663                  | 54,593                  | Other borrowed funds                            | 1,063          | 2,149 1,477                                     |
| - debt securities available-for-sale           | 60,826         | 60,553                  | 54,483                  | Insurance and investment contracts              | 143,524        | 136,382 136,670                                 |
| - equity securities available-for-sale         | 74             | 111                     | 109                     | - life insurance provisions                     | 62,157         | 60,828 59,133                                   |
| Loans and advances to customers                | 8,699          | 8,236                   | 9,588                   | - provision for risk of policyholders           | 77,445         | 71,846 72,705                                   |
| Reinsurance contracts                          | 4,983          | 5,037                   | 5,260                   | - other   | 3,922          | 3,708 4,832                                     |
| Investments in associates                      | 73             | 87                      | 86                      | Financial liabilities at fair value through P&L | 2,684          | 2,717 2,671                                     |
| Real estate investments                        | 6              | 6                       | 4                       | - non-trading derivatives                       | 2,684          | 2,717 2,671                                     |
| Property and equipment                         | 141            | 141                     | 159                     | Other liabilities                               | 5,689          | 6,140 5,099                                     |
| Intangible assets                              | 652            | 585                     | 831                     |   |                |   |
| Deferred acquisition costs                     | 4,065          | 3,816                   | 3,817                   | <b>Total liabilities</b>                        | <b>154,907</b> | <b>148,525 146,403</b>                          |
| Other assets                                   | 2,695          | 2,832                   | 3,010                   | <b>Total equity and liabilities</b>             | <b>165,169</b> | <b>158,840 155,178</b>                          |
| <b>Total assets</b>                            | <b>165,169</b> | <b>158,840</b>          | <b>155,178</b>          |   |                |   |

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.

Total assets for ING U.S. increased by EUR 6.3 billion in the first quarter, or EUR 1.8 billion excluding currency effects, to EUR 165.2 billion. Shareholders' equity declined by EUR 0.1 billion to EUR 10.1 billion, mainly due to the quarterly net loss of EUR 0.2 billion.

### Assets

Investments for risk of policyholders increased by EUR 3.5 billion, excluding currency effects, mainly due to positive revaluations following the rise in equity markets in the first quarter. These revaluations are reflected in the Provision for risk of policyholders on the liability side of the balance sheet.

### Liabilities

Debt securities in issue increased by EUR 0.8 billion, excluding currency effects, to EUR 1.9 billion, following the second private debt offering, which was completed by ING U.S. in February 2013.

Other borrowed funds decreased by EUR 1.1 billion, excluding currency effects, to EUR 1.1 billion, following the repayment of a portion of the bank term loan and commercial paper using the proceeds from the second private debt offering in February. In addition, a surplus note was repaid in conjunction with the novation and recapture of an Individual Life insurance captive.

Insurance and investment contracts increased by EUR 3.2 billion, excluding currency effects, to EUR 143.5 billion. This increase mainly reflects an increase in the Provision for risk of policyholders, which mirrors the movement in the Investments for risk of policyholders.

### Shareholders' equity

Shareholders' equity decreased by EUR 0.1 billion from the end of the fourth quarter of 2012 to EUR 10.1 billion at the end of the first quarter. This decline reflects the quarterly net loss of EUR 0.2 billion and EUR 0.3 billion of negative revaluations, which primarily relates to the fixed income investment portfolio. This was partly offset by EUR 0.2 billion of deferred interest crediting to life policyholders and EUR 0.2 billion of positive currency impacts.

The comparative figures at 31 March 2012 and 31 December 2012 have been restated to reflect the new pension accounting requirements under IFRS (the revised IAS 19, which took effect on 1 January 2013). The change in accounting reduced year-end shareholders' equity by EUR 260 million, reflecting the immediate recognition in shareholders' equity of accumulated actuarial gains/losses, which were previously not recognised but deferred through the so-called corridor.

## RISK & CAPITAL MANAGEMENT

ING U.S., continued its efforts to align its risk organisation and risk profile in line with its future as a stand-alone company. These initiatives as well as favourable market conditions had a positive impact on the ING U.S. risk profile. Solvency ratios were successfully managed within the targets, with some further improvement of the debt-to-capital ratio.

### Market risk and credit risk

| Earnings sensitivities for market risk (full-year impact) ongoing business |        |        |
|--|--------|--------|
| In EUR million   | 1Q2013 | 4Q2012 |
| Interest Rates +1% parallel shift  | 101    | 58     |
| Interest Rates -1% parallel shift  | -124   | -77    |
| Equity -25%  | -205   | -244   |
| Equity +25%  | 191    | 207    |
| Credit – Default <sup>1)</sup>   | -268   | -283   |
| Credit – Spread <sup>2)</sup>  | -248   | -236   |

1) Impact that credit default risk can have on credit impairment levels in a '1 in 10' scenario

2) Impact that a '1-in-10' increase in credit spreads levels can have on previously impaired structured assets (re-impairment risk) and on CDS transactions that are carried at market value

Note: Implied Volatility, Real Estate, and Foreign Exchange sensitivities do not have a material impact

The primary interest rate exposure for the ongoing business is to falling interest rates. ING U.S. has hedged its economic interest rate exposure by matching assets and liabilities for in-force policies and by adjusting policy credited rates and pricing for long-term guarantees on new business. The increase in sensitivity to interest rates over the quarter was driven by the rebalancing of an interest rate cap program.

Earnings sensitivities to equity market changes for the ongoing business are driven primarily by changes in fees on certain policyholder account values, predominantly in the Retirement business. Changes in the value of private equity and other alternative assets held in the general account also contribute to equity market sensitivities. The primary equity risk is to falling markets. ING U.S. has taken steps to mitigate equity risk primarily through hedging strategies and by maintaining broad diversity in its investment portfolio. The decrease in sensitivity to equities in the first quarter of 2013 was caused by equity market appreciation, which contributed to more favourable DAC impacts in the Retirement business.

Earnings sensitivity due to Credit Default risk decreased by approximately 5% over the quarter following sales of lower-rated Sub-Prime RMBS and CMBS securities. As of 31 March 2013, low-rated distressed structured assets account for half of the earnings sensitivity.

The earnings sensitivity related to Credit Spread risk is almost entirely embedded in the EUR 0.7 billion portfolio of previously impaired structured assets. As these assets are marked to market, substantial spread widening causes recognition of market value losses through incremental impairments. In the first quarter of

2013, the measured earnings sensitivity to Credit Spread risk increased 5%, largely due to market value improvements in the previously impaired structured assets, which resulted in larger potential credit spread loss levels. The earnings sensitivity related to CDS transactions remained stable and accounts for 15% of total earnings sensitivity related to Credit Spread risk.

ING U.S. manages its Credit risk by setting limits for the credit quality at the portfolio level, limits to manage concentration risk in investment portfolios, and limits for counterparty risk. In the first quarter of 2013, the portfolio of Alt-A, Sub-Prime and CMBS securities rated below investment grade decreased by 7% to EUR 2.1 billion, due to further asset sales. This reduction in credit risk was offset by a EUR 1 billion reduction in the amount of short-term assets and the reinvestment of those funds in higher-yielding Investment Grade Corporate Bonds. The credit quality of the general account portfolio was stable during the quarter and the average rating quality of the fixed income investments (BBB+) remained unchanged. The total exposure of ING U.S. to the Greece, Italy, Ireland, Portugal and Spain (GIIPS) countries is immaterial and there is no exposure to Cyprus.

| Closed Block VA IFRS earnings sensitivities (in EUR mln) 1Q2013 |        |                   |
|---|--------|-------------------|
| Equity Market Return  | 1Q2013 | RAT50 Sufficiency |
| -25%  | 1,150  | 50                |
| -15%  | 650    | 300               |
| -5%   | 250    | 550               |
| 5%  | -100   | 800               |
| 15%   | -300   | 1,000             |
| 25%   | -500   | 1,200             |

Equities are the main driver of earnings sensitivities to market developments for the Closed Block VA business. The Closed Block Variable Annuity hedge programme focuses on protecting regulatory and rating agency capital rather than earnings. These hedges will generate losses when equity markets increase and gains when equity markets decrease. The negative variance to expected sensitivities in the quarter was primarily caused by underperformance of the underlying funds relative to the overall market.

The IFRS reserve adequacy testing for the Closed Block VA improved to the 73% confidence level. As a result, reserves are projected to remain adequate at the 50% level, even in a 25% equity market down shock scenario.

### Insurance risk

| Earnings sensitivities for Insurance risk (full-year impact) ongoing business |        |        |
|---|--------|--------|
| In EUR million  | 1Q2013 | 4Q2012 |
| Mortality   | -24    | -23    |
| Morbidity   | -50    | -49    |

Insurance risks such as mortality, longevity, and morbidity result from the pricing and underwriting of insurance contracts.

Through scenario analysis, ING U.S. measures the sensitivity of pre-tax earnings of the insurance operations to an adverse change of insurance risk factors at the 90% confidence level over a one-year period. ING U.S. manages this risk by monitoring pricing assumptions and experience. Additionally, underwriting policies, product design, risk limits related to policy terms and conditions, and reinsurance are used to reduce the insurance risks. The sensitivities presented in the table are figures before diversification with other risks. The overall exposure to insurance risks did not change significantly during the first quarter of 2013.

## Non-financial risk

Pricing for long-term options and guarantees reflects dynamic policyholder behaviour, which can be uncertain. ING U.S. closely monitors assumptions and experience. Such a review typically takes place in the third or fourth quarter. The product approval and review process ensures that new products are suitable for customers. Existing and in-force products are also reviewed regularly for their suitability, and adjustments are made when required.

Regulatory and political risks are addressed by closely monitoring regulatory developments and strong involvement in industry bodies.

IT, data quality and other operational risks are addressed through risk assessments and by maintaining a constant focus on improving areas with significant operational risks.

## Capital Management

ING U.S. has undertaken various recapitalisation initiatives to optimise its capital position and to lengthen its debt maturity profile to prepare for its initial public offering, which was successfully executed on 2 May 2013.

As part of its recapitalisation plan, ING U.S. targets capitalisation of its regulated operating companies based on local statutory rules at a level of 425% of Risk Based Capital (RBC). ING U.S. also targets a CTE(95) amount related to its Closed Block VA business, which is primarily reinsured to an affiliated offshore reinsurer (SLDI) and which is not part of the RBC calculation. The target level of CTE(95) capital represents the amount of total assets needed to meet S&P capital requirements for an A-rating level with respect to market risk for the Closed Block VA business. At 31 March 2013 both capitalisation targets are estimated to be met.

ING U.S. also has a post-IPO debt-to-capital target of 25% on a U.S. GAAP basis. At 31 March 2013, that ratio was estimated at 27.2%, down slightly from 27.3% at 31 December 2012.

ING U.S. generated proceeds of USD 600 million from the primary offering in the IPO on 2 May 2013. In connection with the closing of its IPO, ING U.S. expects to receive extraordinary distributions from its principal insurance subsidiaries in the aggregate amount of USD 1,434 million. Following the transaction, USD 1.8 billion of capital will be injected into SLDI to strengthen its capital and to cancel the USD 1.5 billion contingent funding facility previously in

place between ING U.S. and ING Bank N.V.

In the first quarter of 2013 ING U.S. also made further progress on the lengthening of its debt maturity profile, issuing USD 1 billion of senior notes to repay commercial paper guaranteed by ING Verzekeringen N.V. and amounts owing under its senior unsecured credit facility.

## CORPORATE LINE INSURANCE OTHER

| Corporate Line Insurance Other      |            |           |
|-------------------------------------|------------|-----------|
| In EUR million                      | 1Q2013     | 1Q2012    |
| Interest on hybrids and debt        | 15         | 14        |
| Investment income & fees            | 1          | -6        |
| <b>Capital Management</b>           | <b>16</b>  | <b>8</b>  |
| Result from associates              | 38         | 36        |
| Other                               | -10        | -15       |
| <b>Operating result before tax</b>  | <b>44</b>  | <b>29</b> |
| Gains/losses and impairments        | 59         | 0         |
| Revaluations                        | 1          | -2        |
| Market and other impacts            | 0          | 0         |
| <b>Underlying result before tax</b> | <b>104</b> | <b>27</b> |

The Corporate Line Insurance Other reflects Capital Management funding related results, including interest received from subsidiaries of ING Verzekeringen N.V., partly offset by interest paid. Furthermore, Corporate Line Insurance Other includes results of insurance businesses and activities that are not related to and therefore not included in Insurance EurAsia and Insurance ING U.S., such as ING's stake in the Brazilian insurer SulAmérica SA and ING's mortgage business in Mexico, and Other items such as Group Shareholders' expenses and several litigations.

The operating result improved to EUR 44 million from EUR 29 million in the first quarter of 2012 mainly due to higher Investment income & fees, predominantly driven by a one-off charge for a Letter of Credit in the first quarter of 2012.

Result from associates includes the result of ING's stake in the Brazilian insurer SulAmérica SA, which rose to EUR 38 million from EUR 36 million in the first quarter of 2012 and EUR 26 million in the fourth quarter.

The 'Other' result of EUR -10 million was EUR 5 million higher than the first quarter of 2012, mainly supported by lower Group shareholders' expenses and expenses relating to legal claims.

Gains/losses and impairments in the first quarter of 2013 reflect a EUR 59 million capital gain from the sale of ING's 5% stake in KB Financial Group. The transaction resulted in a total net gain of EUR 100 million for ING Group, of which EUR 59 million was reported in Corporate Line Insurance Other and the remainder was reflected in Retail Banking International.



# APPENDIX 1

## CONSOLIDATED PROFIT AND LOSS ACCOUNT ING GROUP

| ING Group: Consolidated profit and loss account |                           |                      |               |                      |                   |                      |                    |                      |                 |           |
|---|---------------------------|----------------------|---------------|----------------------|-------------------|----------------------|--------------------|----------------------|-----------------|-----------|
| in EUR million                                  | Total Group <sup>1)</sup> |                      | Total Banking |                      | Insurance EurAsia |                      | Insurance ING U.S. |                      | Insurance Other |           |
|   | 1Q2013                    | 1Q2012 <sup>2)</sup> | 1Q2013        | 1Q2012 <sup>2)</sup> | 1Q2013            | 1Q2012 <sup>2)</sup> | 1Q2013             | 1Q2012 <sup>2)</sup> | 1Q2013          | 1Q2012    |
| Gross premium income                            | 5,785                     | 6,123                |               |                      | 2,848             | 3,172                | 2,938              | 2,952                | -1              | -2        |
| Interest result Banking operations              | 2,892                     | 2,960                | 2,916         | 2,969                |                   |                      |                    |                      |                 |           |
| Commission income                               | 920                       | 886                  | 554           | 553                  | 149               | 147                  | 217                | 200                  |                 | -14       |
| Total investment & other income                 | 976                       | 262                  | 394           | 195                  | 640               | 514                  | -160               | -455                 | 110             | 36        |
| <b>Total underlying income</b>                  | <b>10,572</b>             | <b>10,232</b>        | <b>3,863</b>  | <b>3,718</b>         | <b>3,637</b>      | <b>3,833</b>         | <b>2,995</b>       | <b>2,697</b>         | <b>109</b>      | <b>20</b> |
| Underwriting expenditure                        | 5,829                     | 5,845                |               |                      | 3,047             | 3,357                | 2,784              | 2,504                | -1              | -16       |
| Staff expenses                                  | 1,739                     | 1,680                | 1,239         | 1,228                | 286               | 245                  | 216                | 204                  | -2              | 3         |
| Other expenses                                  | 1,166                     | 1,179                | 855           | 830                  | 149               | 173                  | 151                | 166                  | 11              | 9         |
| Intangibles amortisation and impairments        | 39                        | 69                   | 39            | 69                   |                   |                      |                    |                      |                 |           |
| Operating expenses                              | 2,944                     | 2,929                | 2,133         | 2,128                | 434               | 418                  | 367                | 371                  | 9               | 12        |
| Interest expenses Insurance operations          | 69                        | 78                   |               |                      | 69                | 99                   | 35                 | 19                   | -3              | -4        |
| Addition to loan loss provision                 | 561                       | 439                  | 561           | 439                  |                   |                      |                    |                      |                 |           |
| Other   | 4                         | 4                    |               |                      | 2                 | 2                    | 2                  | 2                    |                 |           |
| <b>Total underlying expenditure</b>             | <b>9,407</b>              | <b>9,295</b>         | <b>2,694</b>  | <b>2,567</b>         | <b>3,552</b>      | <b>3,876</b>         | <b>3,187</b>       | <b>2,896</b>         | <b>5</b>        | <b>-7</b> |
| <b>Underlying result before tax</b>             | <b>1,167</b>              | <b>936</b>           | <b>1,169</b>  | <b>1,151</b>         | <b>85</b>         | <b>-43</b>           | <b>-192</b>        | <b>-199</b>          | <b>104</b>      | <b>27</b> |
| Taxation  | 342                       | 314                  | 331           | 356                  | 19                | -40                  | 2                  | -5                   | -10             | 4         |
| Minority interests                              | 24                        | 43                   | 30            | 27                   | 2                 | 18                   | -6                 |                      | -2              | -2        |
| <b>Underlying net result</b>                    | <b>800</b>                | <b>579</b>           | <b>809</b>    | <b>768</b>           | <b>64</b>         | <b>-21</b>           | <b>-189</b>        | <b>-194</b>          | <b>116</b>      | <b>26</b> |
| Net gains/losses on divestments                 | 940                       | 489                  | -6            | 489                  | 945               |                      |                    |                      |                 |           |
| Net result from divested units                  | -38                       | 12                   | -37           | 12                   | -1                |                      |                    |                      |                 |           |
| Net result from discontinued operations 3)      | 155                       | 163                  |               |                      | 155               | 163                  |                    |                      |                 |           |
| Special items after tax                         | -53                       | -515                 | -23           | -404                 | -21               | -69                  | -6                 | -11                  | -3              | -30       |
| <b>Net result</b>                               | <b>1,804</b>              | <b>728</b>           | <b>744</b>    | <b>865</b>           | <b>1,142</b>      | <b>73</b>            | <b>-195</b>        | <b>-205</b>          | <b>114</b>      | <b>-5</b> |

| ING Group: Consolidated profit and loss account       |                           |                      |               |                      |                   |                      |                    |                      |                 |           |
|---|---------------------------|----------------------|---------------|----------------------|-------------------|----------------------|--------------------|----------------------|-----------------|-----------|
| in EUR million  | Total Group <sup>1)</sup> |                      | Total Banking |                      | Insurance EurAsia |                      | Insurance ING U.S. |                      | Insurance Other |           |
|   | 1Q2013                    | 4Q2012 <sup>2)</sup> | 1Q2013        | 4Q2012 <sup>2)</sup> | 1Q2013            | 4Q2012 <sup>2)</sup> | 1Q2013             | 4Q2012 <sup>2)</sup> | 1Q2013          | 4Q2012    |
| Gross premium income                                  | 5,785                     | 4,661                |               |                      | 2,848             | 1,573                | 2,938              | 3,090                | -1              | -2        |
| Interest result Banking operations                    | 2,892                     | 2,841                | 2,916         | 2,867                |                   |                      |                    |                      |                 |           |
| Commission income                                     | 920                       | 880                  | 554           | 510                  | 149               | 150                  | 217                | 230                  |                 | -10       |
| Total investment & other income                       | 976                       | 1,269                | 394           | -166                 | 640               | 734                  | -160               | 657                  | 110             | 53        |
| <b>Total underlying income</b>                        | <b>10,572</b>             | <b>9,652</b>         | <b>3,863</b>  | <b>3,211</b>         | <b>3,637</b>      | <b>2,457</b>         | <b>2,995</b>       | <b>3,976</b>         | <b>109</b>      | <b>41</b> |
| Underwriting expenditure                              | 5,829                     | 5,258                |               |                      | 3,047             | 2,000                | 2,784              | 3,260                | -1              | -2        |
| Staff expenses  | 1,739                     | 1,680                | 1,239         | 1,209                | 286               | 251                  | 216                | 219                  | -2              | 2         |
| Other expenses  | 1,166                     | 1,436                | 855           | 1,095                | 149               | 170                  | 151                | 158                  | 11              | 13        |
| Intangibles amortisation and impairments              | 39                        | 35                   | 39            | 35                   |                   |                      |                    |                      |                 |           |
| Operating expenses                                    | 2,944                     | 3,151                | 2,133         | 2,340                | 434               | 420                  | 367                | 377                  | 9               | 15        |
| Interest expenses Insurance operations                | 69                        | 74                   |               |                      | 69                | 67                   | 35                 | 33                   | -3              | 8         |
| Addition to loan loss provision                       | 561                       | 589                  | 561           | 589                  |                   |                      |                    |                      |                 |           |
| Other   | 4                         | 5                    |               |                      | 2                 | 3                    | 2                  | 2                    |                 |           |
| <b>Total underlying expenditure</b>                   | <b>9,407</b>              | <b>9,077</b>         | <b>2,694</b>  | <b>2,928</b>         | <b>3,552</b>      | <b>2,490</b>         | <b>3,187</b>       | <b>3,672</b>         | <b>5</b>        | <b>22</b> |
| <b>Underlying result before tax</b>                   | <b>1,167</b>              | <b>575</b>           | <b>1,169</b>  | <b>283</b>           | <b>85</b>         | <b>-32</b>           | <b>-192</b>        | <b>304</b>           | <b>104</b>      | <b>20</b> |
| Taxation  | 342                       | 75                   | 331           | 137                  | 19                | -46                  | 2                  | -11                  | -10             | -6        |
| Minority interests                                    | 24                        | 17                   | 30            | 20                   | 2                 | 3                    | -6                 | -5                   | -2              | -2        |
| <b>Underlying net result</b>                          | <b>800</b>                | <b>483</b>           | <b>809</b>    | <b>126</b>           | <b>64</b>         | <b>10</b>            | <b>-189</b>        | <b>320</b>           | <b>116</b>      | <b>27</b> |
| Net gains/losses on divestments                       | 940                       | 1,613                | -6            | 891                  | 945               | 719                  |                    |                      |                 | 2         |
| Net result from divested units                        | -38                       | -50                  | -37           | -55                  | -1                | 5                    |                    |                      |                 |           |
| Net result from discontinued operations <sup>3)</sup> | 155                       | 78                   |               |                      | 155               | 78                   |                    |                      |                 |           |
| Special items after tax                               | -53                       | -643                 | -23           | -348                 | -21               | -276                 | -6                 | -19                  | -3              |           |
| <b>Net result</b>                                     | <b>1,804</b>              | <b>1,481</b>         | <b>744</b>    | <b>615</b>           | <b>1,142</b>      | <b>537</b>           | <b>-195</b>        | <b>301</b>           | <b>114</b>      | <b>29</b> |

1) Including intercompany eliminations.

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.

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

## APPENDIX 2

### CONSOLIDATED RESULTS ING INSURANCE

| Insurance Total: Consolidated results   |              |                      |               |                      |                |
|---|--------------|----------------------|---------------|----------------------|----------------|
| In EUR million  | 1Q2013       | 1Q2012 <sup>1)</sup> | Change        | 4Q2012 <sup>1)</sup> | Change         |
| <b>Insurance - Margin analysis</b>  |              |                      |               |                      |                |
| Investment margin   | 390          | 425                  | -8.2%         | 447                  | -12.8%         |
| Fees and premium-based revenues   | 789          | 795                  | -0.8%         | 786                  | 0.4%           |
| Technical margin  | 89           | 82                   | 8.5%          | 118                  | -24.6%         |
| Income non-modelled life business   | 5            | 4                    | 25.0%         | 6                    | -16.7%         |
| <b>Life Insurance &amp; Investment Management operating income</b>              | <b>1,274</b> | <b>1,307</b>         | <b>-2.5%</b>  | <b>1,356</b>         | <b>-6.0%</b>   |
| Administrative expenses   | 627          | 625                  | 0.3%          | 617                  | 1.6%           |
| DAC amortisation and trail commissions  | 317          | 324                  | -2.2%         | 323                  | -1.9%          |
| <b>Life Insurance &amp; Investment Management expenses</b>                      | <b>944</b>   | <b>949</b>           | <b>-0.5%</b>  | <b>940</b>           | <b>0.4%</b>    |
| <b>Life Insurance &amp; Investment Management operating result</b>              | <b>329</b>   | <b>358</b>           | <b>-8.1%</b>  | <b>417</b>           | <b>-21.1%</b>  |
| Non-life operating result   | -3           | 13                   | -123.1%       | 45                   | -106.7%        |
| Corporate Line operating result   | -117         | -94                  | n.a.          | -146                 | n.a.           |
| <b>Operating result</b>   | <b>210</b>   | <b>277</b>           | <b>-24.2%</b> | <b>316</b>           | <b>-33.5%</b>  |
| Gains/losses and impairments  | 120          | 93                   |               | -5                   |                |
| Revaluations  | 7            | -177                 |               | 26                   |                |
| Market & other impacts  | -340         | -407                 |               | -46                  |                |
| <b>Underlying result before tax</b>   | <b>-3</b>    | <b>-215</b>          | <b>n.a.</b>   | <b>292</b>           | <b>-101.0%</b> |
| of which life insurance   | 5            | -167                 | n.a.          | 365                  | -98.6%         |
| of which non-life insurance   | -3           | 2                    | -250.0%       | 46                   | -106.5%        |
| of which investment management  | 41           | 49                   | -16.3%        | 39                   | 5.1%           |
| of which corporate line   | -47          | -98                  | n.a.          | -158                 | n.a.           |
| Taxation  | 11           | -42                  | n.a.          | -62                  | n.a.           |
| Minority interests  | -6           | 16                   | -137.5%       | -3                   | n.a.           |
| <b>Underlying net result</b>  | <b>-9</b>    | <b>-189</b>          | <b>n.a.</b>   | <b>357</b>           | <b>-102.5%</b> |
| Net gains/losses on divestments   | 945          | -                    |               | 721                  |                |
| Net results from divested units   | -1           | -0                   |               | 5                    |                |
| Net results from discontinued operations  | 155          | 163                  |               | 78                   |                |
| Special items after tax   | -30          | -111                 |               | -295                 |                |
| <b>Net result</b>   | <b>1,060</b> | <b>-137</b>          | <b>n.a.</b>   | <b>866</b>           | <b>22.4%</b>   |
| <b>Life Insurance - New business figures</b>                                    |              |                      |               |                      |                |
| Single premiums   | 3,244        | 2,528                | 28.3%         | 3,666                | -11.5%         |
| Annual premiums   | 541          | 529                  | 2.3%          | 387                  | 39.8%          |
| New sales (APE)   | 866          | 782                  | 10.7%         | 753                  | 15.0%          |
| <b>Life Insurance &amp; Investment Management - Key figures</b>                 |              |                      |               |                      |                |
| Administrative expenses / operating income                                      | 49.2%        | 47.8%                |               | 45.5%                |                |
| Life general account invested assets (end of period, in EUR billion)            | 134          | 131                  | 2.3%          | 132                  | 1.5%           |
| Investment margin / Life general account invested assets (in bps) <sup>2)</sup> | 129          | 134                  |               | 132                  |                |
| Client balances (end of period, in EUR billion)                                 | 382          | 344                  | 11.0%         | 364                  | 4.9%           |
| Investment Management Assets under Management (end of period, in EUR billion)   | 327          | 298                  | 9.7%          | 321                  | 1.9%           |
| <b>Other key figures</b>  |              |                      |               |                      |                |
| Gross premium income  | 5,785        | 6,123                | -5.5%         | 4,661                | 24.1%          |
| Administrative expenses (total)   | 775          | 750                  | 3.3%          | 769                  | 0.8%           |
| Return on IFRS-EU equity <sup>3)</sup>  | -0.1%        | -3.3%                |               | 5.5%                 |                |
| Employees (FTEs, end of period)   | 18,673       | 20,565               | -9.2%         | 18,891               | -1.2%          |

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) Four-quarter rolling average

3) Annualised underlying net result divided by average IFRS-EU equity

| Capital ratios: ING Insurance          |               |                          |
|--|---------------|--------------------------|
| In EUR million unless stated otherwise | 31 Mar. 13    | 31 Dec. 12 <sup>1)</sup> |
| Shareholders' equity                   | 27,498        | 26,424                   |
| Hybrids issued by ING Group            | 2,490         | 2,438                    |
| Hybrids issued by ING Insurance        |               | 476                      |
| Required regulatory adjustments        | -6,109        | -6,891                   |
| <b>Total capital base</b>              | <b>23,880</b> | <b>22,447</b>            |
| EU required capital                    | 9,338         | 9,523                    |
| <b>IGD Solvency I ratio (k/m)</b>      | <b>256%</b>   | <b>236%</b>              |

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.

Note that the actual required regulatory adjustments for IGD capital and the EU required capital may be different from the estimate since the statutory results are not final until filed with the regulators.

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Footnotes for the Key figures table on page 6:

- 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) The results of Insurance/IM Asia have been transferred to "net result from discontinued operations".
- 3) Result per share differs from IFRS earnings per share in respect of attributions to the core Tier 1 securities.
- 4) Four quarter rolling average.
- 5) Annualised underlying net result divided by average IFRS-EU equity.
- 6) Underlying after-tax return divided by average equity based on 10% core Tier 1 ratio (annualised).

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 1Q2013 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 herein are not historical facts, including, without limitation, certain statements made of future expectations and other forward-looking statements that are based on management's current views and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. Actual results, performance or events may differ materially from those in such statements due to, without limitation: (1) changes in general economic conditions, in particular economic conditions in ING's core markets, (2) changes in performance of financial markets, including developing markets, (3) consequences of a potential (partial) break-up of the euro, (4) the implementation of ING's restructuring plan to separate banking and insurance operations, (5) changes in the availability of, and

costs associated with, sources of liquidity such as interbank funding, as well as conditions in the credit markets generally, including changes in borrower and counterparty creditworthiness, (6) the frequency and severity of insured loss events, (7) changes affecting mortality and morbidity levels and trends, (8) changes affecting persistency levels, (9) changes affecting interest rate levels, (10) changes affecting currency exchange rates, (11) changes in investor, customer and policyholder behaviour, (12) changes in general competitive factors, (13) changes in laws and regulations, (14) changes in the policies of governments and/or regulatory authorities, (15) conclusions with regard to purchase accounting assumptions and methodologies, (16) changes in ownership that could affect the future availability to us of net operating loss, net capital and built-in loss carry forwards, (17) changes in credit-ratings, (18) ING's ability to achieve projected operational synergies and (19) the other risks and uncertainties detailed in the Risk Factors section contained in the most recent annual report of ING Groep N.V. Any forward-looking statements made by or on behalf of ING speak only as of the date they are made, and, ING assumes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information or for any other reason. This document does not constitute an offer to sell, or a solicitation of an offer to buy, any securities.

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#### **Design and production**

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