# ING US STATISTICAL SUPPLEMENT

30 September 2007

**US Contribution to Insurance Americas and ING Group Results** 

(All amounts presented in US Dollars in millions unless otherwise indicated)



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# ING US STATISTICAL SUPPLEMENT BASIS OF PRESENTATION

- 1. Financial amounts disclosed herein are determined in accordance with International Financial Reporting Standards ("IFRS") as endorsed by the European Union. This report is for information purposes only and should be read in conjunction with the ING Groep N.V. Annual Report on Form 20-F filed with the United States Securities and Exchange Commission. "Underlying profit before tax" as used in the supplement refers to IFRS pre-tax income including realized gains on equity investments allocated by ING Group and excluding items in the ING Group Corporate segment, such as financing activities on core debt and the results of divestments. A reconciliation of "underlying profit before tax" and net profit for ING Group consolidated is provided in the quarterly financial press release. Sales, premiums, expenses, and FTE's reported in the supplement also exclude results of divestments.
- 2. All amounts are in US Dollars in millions unless otherwise indicated.
- All amounts are unaudited.
- Certain reclassifications have been made to the prior periods to conform to the current presentation.
- 5. Results are classified by ING Group's legal structure as either banking or insurance. ING US includes only the US insurance activities of Insurance Americas and does not include certain US banking activities.
- Management determines its reporting segments based on the internal governance structure and considers, where practical, common industry product segmentation. For management reporting purposes, all investment management and administrative services performed on behalf of affiliated business units are provided on a transfer-cost pricing basis. As a result, Investment Management profit before tax reflects only the results of certain non-insurance proprietary investment portfolios and activities to manage third party assets, including retail mutual funds. Retirement Services' Corporate 401(k) and Education metrics disclosed herein include products of ING Life Insurance and Annuity Company only. Disclosures of amounts related to Corporate 401(k) and Education products issued by other ING US legal entities are included with Retirement Services' Healthcare, Government, and Stable Value products.
- The profit before tax for the business units within the United States is presented before the effects of investment gains and losses. The Company believes this provides investors with a better measure of the on-going performance of these business units because it excludes the impact of investment gains and losses that tend to be variable from period to period. United States investment gains and losses are presented in total and include credit related investment gains (losses) net of recoveries of any previously impaired investments and net of DAC and policyholder reserve offsets; and interest and certain market related investment gains (losses) net of DAC and other policyholder reserve offsets. Interest and other market related investment gains (losses) includes realized results from disposals of fixed income investments, the adjustment under the effective interest method for interest sensitive assets required under IFRS; and valuation results from non-trading derivatives. Valuation results from non-trading derivatives include a gain on the disposition of a minority equity investment.
- 8. For certain experience rated products, the customer assumes investment (including realized capital gains and losses) and other risks, subject to, among other things, minimum principal and interest guarantees. For these products, interest related gains (losses) are offset by a corresponding increase/decrease to an Experience Rated Reserve ("ERR"). The ERR released in future periods is partly offset by amounts attributed to policyholders on a basis consistent with credited rates on these products.
- 9. Annual Premium Equivalent ("APE") represents 100% of annual premiums on new sales and 10% of single premium new sales consistent with the manner many European insurers report sales (APE includes sales of long-term contracts only, e.g. does not include retail mutual funds and other third party investment management sales, etc.). Sales (US basis) are presented in a manner consistent with other US companies and the calculation varies by product. Retirement Services sales represent initial deposits for the first twelve months. Variable Annuity and Fixed Annuity sales are reported on a cash basis before any reinsurance consistent with insurance industry standards from LIMRA/VARDS. Individual Life Insurance and Employee Benefits sales are reported based on the calculation of weighted annual premium consistent with internal reporting. Group Reinsurance sales are based on annualized premium at policy issue date, before any retrocession. Institutional Markets sales represent gross asset production. Investment Management retail mutual funds sales are reported on a cash basis. Investment Management other third party sales represent cash deposits from new and existing third party clients, except for money market accounts which are reported on a net flows basis.



# ING US STATISTICAL SUPPLEMENT BASIS OF PRESENTATION

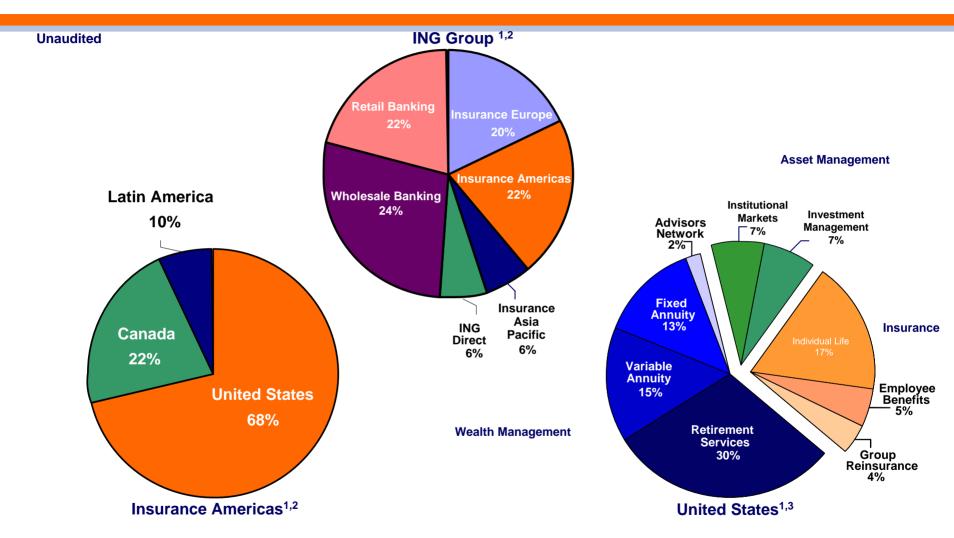
- Value of New Business ("VNB") is an indicator of the economic value created from sales of long-term contracts such as retirement plans, annuities, and life insurance. It represents the present value of the estimated future after-tax profits generated by new sales during the period, less the cost of holding the required capital associated with these new sales. The US long-term discount rate used to calculate VNB was adjusted from 7.9% to 8.3% as of October 1, 2006, retroactive for all sales since January 1, 2006. The internal rate of return ("IRR") on new business, on an US dollar basis, represents the discount rate at which the present value of estimated future profits equals the investment in new business (e.g. the projected return on the investment in new business). The IRR on a Euro basis represents the US dollar basis IRR adjusted for expected US currency movements relative to the euro in order to make IRRs more comparable by country ("Currency Risk Adjustment"). The currency risk adjustment for the US was adjusted as of October 1, 2006, retroactive for all sales since January 1, 2006. Please refer to the ING Group 2006 Embedded Value Report for more details related to VNB and IRR.
- 11. Gross Premiums exclude deposits from investment contracts as defined by IFRS 4, primarily guaranteed investment contracts and immediate annuities without life contingencies.

  Other premiums include gross premiums related to divested business units ceded to the acquiring companies.
- 12. Composite margins represent the net margin for fixed annuities, variable annuity fixed account options and retirement services accumulation products.
- 13. Capital, excluding AOCI, as reflected in the Segment Balance Sheet is maintained at levels sufficient to meet rating agency and regulatory requirements. Capital includes shareholders equity, external debt and loans from parent companies. The composition of the capital is managed at the ING Group level. Accumulated other comprehensive income ("AOCI") represents unrealized gains and losses, net of ERR, DAC, tax, and other policyholder offsets.
- 14. Certain information within the supplement titled "General Account" reflects the results of the insurance legal entities and related consolidating adjustments. General Account excludes the holding company and other non-insurance company affiliates' investment information.
- 15. Investments, as reflected in the Segment Balance Sheet, include fixed income securities, mortgage loans, equity investments, real estate investments, policy loans, and limited partnerships. Fixed income securities are reported at market value in the balance sheet and at amortized cost as noted for all other presentations.
- General Account Assets by Asset Class and General Account Gross Investment Income exclude affiliated common stock, investments held under Modco Reinsurance agreements, and cash related to treasury operations. The General Account Assets by Asset Class includes short-term investment borrowings and due and accrued interest. The General Account Gross Investment Income includes the interest expense associated with short-term investment borrowings. General Account Gross Investment Income before investment gains (losses) includes prepayment fee income, realized gains on equity investments allocated by ING Group, the amortization of realized results on ERR products, and market value adjustments related to limited partnerships, private equities, hedge funds, and real estate. Interest and other market related investment gains (losses) include realized results from disposals of fixed income investments (net of ERR offsets), the adjustment under the effective interest method for interest sensitive assets required under IFRS; and valuation results from non-trading derivatives. Valuation results from non-trading derivatives include market value adjustments for derivatives net of the basis adjustment on the hedged asset or liability
- 17. General Account portfolio yields are calculated by dividing [pre-tax gross investment income before or after credit related investment gains (losses) as designated and before the financial impact of derivatives that hedge equity-related liability exposure] by [average invested assets at amortized cost and ERR]. Equity-related derivatives are utilized to hedge the market exposure related to indexed annuities and guaranteed benefits for variable products.
- Assets under management (AUM) is an internal performance measure used by ING US since a significant portion of its revenue is based upon asset values. These revenues increase or decrease with a rise or fall, correspondingly, in the level of AUM. General Account AUM represents balance sheet assets for which the Company bears the investment risk. Separate Account AUM represent assets on the balance sheet classified as "investments for the risk of policyholders" in which the policyholder bears the investment risk. Institutional/Mutual Funds AUM represent assets for which investment management services are provided but do not represent balance sheet assets.
- 19. Assets under administration (AUA) represent accumulated assets on contracts under which Retirement Services provides one or more services, such as record keeping, principal quarantees, etc. These contracts are not insurance contracts and the assets are excluded from the balance sheet and sales or deposits are not reported as premiums.
- 20. Certain key financial information, operating profit data and statistical measures have been incorporated herein to provide supplemental data that indicate trends in the US business. The impacts of accounting changes and other nonrecurring items are excluded from certain trend information, as disclosed.

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# US Contribution to Insurance Americas and ING Group Results Nine Months Ended 30 September 2007 Underlying Profit Before Tax



<sup>&</sup>lt;sup>1</sup> Excludes amounts reported in the ING Group Corporate Segment.



<sup>&</sup>lt;sup>2</sup> Percentages based on results in Euros.

<sup>&</sup>lt;sup>3</sup> Excludes credit and interest related investment gains (losses) and amounts reported in "Other"

# Highlights

30 September 2007

## Unaudited

US Dollars in Millions)	Nine Months 2007	Nine Months 2006	Q3 2007	Q3 2006
Underlying Profit Before Tax				
Wealth Management	857	680	242	245
Insurance	367	265	122	106
Asset Management	193	172	49	66
Other	46	3	9	(4)
Underlying Profit Before Investment Gains (Losses)	1,463	1,120	422	413
Investment Gains (Losses)	<u> </u>	(82)	7	4
Total US	1,463	1,038	429	417
Assets Under Management and Administration				
Wealth Management	168,648	151,253		
Insurance	22,243	21,471		
Asset Management	87,053	69,359		
Other	(339)	(848)		
Total US	277,605	241,235		
Portfolio Yield After Credit Gains (Losses)	6.26%	6.11%	6.21%	6.25%
Composite Margins After Credit Gains (Losses)	1.73%	1.62%	1.66%	1.71%
Wealth Management Sales Highlights (US Basis):				
Retirement Services Corporate 401(k), Education, and IRA	3,213	3,029	1,131	1,191
Variable Annuity	5,660	5,202	2,158	1,652
Value of New Business (at Current Discount Rates)				
Wealth Management	136	178	55	50
Total US	186	159	87	34
Year to Date Internal Rate of Return on New Business				
Wealth Management (US Dollar Basis)	12.8%	13.3%		
Total US (US Dollar Basis)	11.7%	11.5%		
Total US (Euro Basis)	10.7%	11.1%		
Gross Premiums	17,790	18,046	6,236	5,745
Operating Expenses	1,483	1,384	493	458
Headcount	8,790	8,539		



# **Underlying Profit Before Tax**

## 30 September 2007

## Unaudited

		2007		2006				
(US Dollars in Millions)	Q3	Q2	Q1	Q4	Q3	Q2	Q1	
Underlying Profit Before Investment Gains (Losses)								
Wealth Management								
Retirement services	141	161	129	115	107	136	111	
Variable annuity	56	83	79	84	66	34	54	
Fixed annuity	32	85	61	63	65	49	50	
Advisors Network	13_	8	9	5	7		1	
	242	337	278	267	245	219	216	
Insurance								
Individual life	77	97	70	63	64	43	55	
Employee benefits	21	27	23	24	32	19	19	
Group reinsurance	24	10	18_	20	10_	4	19	
	122	134	111	107	106	66	93	
Asset Management								
Institutional markets	30	35	25	24	31	28	26	
Investment management	19_	44	40	49	35	24	28	
	49	79	65	73	66	52	54	
Other	9	14	23	6	(4)	(13)	20	
Total US	422	564	477	453	413	324	383	
Investment Gains (Losses), net of Related DAC/Reserves								
Credit related investment gains (losses)	(5)	(2)	2	26	15	2	7	
Interest and other market related investment gains (losses)	12	(25)	(10)	(3)	(11)	(36)	(59)	
Gain on disposition of minority equity investment			28				-	
	7	(27)	20_	23	4	(34)	(52)	
Underlying Profit Before Tax	429	537	497	476	417	290	331	



# Sales (US Basis) and Annual Premium Equivalent (APE)

## 30 September 2007

naudited						••	
(US Dollars in Millions)	Q3	2007 Q2	Q1	Q4	Q3	06 Q2	Q1
Sales (US Basis)							
Wealth Management Retirement services							
Corporate 401(k), Education, and IRA	1,131	917	1,165	964	1,191	846	992
Healthcare, Government, Stable Value, and Other	938	1,310	794	1,191	758	1,678	1,376
Variable annuity	2,158	1,915	1,587	1,667	1,652	1,876	1,674
Fixed annuity	2,130	1,313	1,507	1,007	1,032	1,070	1,074
Indexed annuities	327	338	354	489	547	690	573
Other fixed annuities	26	27	37	67	109	83	56
	20	21	31	01	103	03	30
Insurance							
Individual life	89	72	61	58	53	58	64
Employee benefits	34	30	142	29	35	28	172
Group reinsurance	10	5	8	17	1	1	18
Asset Management							
Institutional markets	3,453	1,516	1,167	1,274	1,020	617	596
Investment management							
Retail mutual funds	1,376	1,756	2,155	1,839	1,188	1,364	1,253
Other third-party investment management	4,941	2,532	3,062	2,826	2,120	2,949	716
Annual Premium Equivalent (APE)							
Wealth Management							
Retirement services							
Corporate 401(k), Education, and IRA	283	289	330	296	304	259	295
Healthcare, Government, Stable Value, and Other	194	226	203	236	182	279	266
Variable annuity	216	191	159	166	165	187	167
Fixed annuity	36	36	39	55	66	77	63
Insurance							
Individual life	90	74	62	58	56	58	67
Employee benefits	34	30	142	18	43	24	167
Group reinsurance	10	5	8	17	1	1	18
Asset Management							
Institutional markets	346	151	117	127	102	62	60
Total US	1,209	1,002	1,060	973	919	947	1,103

Note: See definition of Sales and APE in Basis of Presentation, footnote 9.



### 30 September 2007

## Value of New Business and Internal Rate of Return

Company   Comp	naudited		2007			200	06	
Value of New Business (*VNB")   Wealth Management   Retirement services   Corporate 401(k), Education, and IRA   25   29   19   17   19   17   15   15   16   18   17   19   17   15   15   18   18   18   18   18   18	nadanca	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Wealth Management   Retirement services   Corporate 401(k), Education, and IRA   25   29   19   17   19   17   15   15   Healthcare, Government, Stable Value, and Other   2   3   (1)   9   4   12   4   12   4   17   10   21   35   26   15   26   14   17   10   21   35   26   15   26   26   26   26   26   26   26   2	(US Dollars in Millions)							
Retirement services	Value of New Business ("VNB")							
Corporate 401(k), Education, and IRA   25   29   19   17   19   17   15     Healthcare, Government, Stable Value, and Other   2   3   (1)   9   4   12   4     Variable annuity   26   14   17   10   21   35   28     Fixed annuity   27   (11   1   2   6   13   6     Fixed annuity   28   11   17   10   21   35   28     Fixed annuity   28   11   17   10   21   35   28     Fixed annuity   29   (11   11   2   6   13   6     Stable Value annuity   29   (11   12   2   6   13   6     Stable Value annuity   29   (11   12   2   6   13   6     Stable Value annuity   29   (21   12   2   10   10   10     Group Reinsurance   2   9   (21   13   3   1   1   4   1   4     Group Reinsurance   2   1   3   3   1   1   4     Stable Value annuity   3   (15   15   15   15   15   15   15   1	Wealth Management							
Healthcare, Government, Stable Value, and Other   2   3   (1)   9   4   12   4   4   4   4   4   4   7   10   2   3   5   26   5   5   45   36   38   50   77   5   5   5   5   5   5   5   5								
Variable annuity								
Fixed annuity   2								
Insurance	•							
Individual life	Fixed annuity							
Individual life		55	45	36	38	50	77	51
Employee benefits         3         3         13         4         2         2         10           Group Reinsurance         2         1         3         3         1         1         4           Asset Management         Institutional markets         25         6         4         3         3         2         2           Other         -         -         -         -         (2)         (11)         (4)         3           Value of New Business (at Current Discount Rate)         87         64         35         24         34         62         63           Effect of change in discount rate (A)         -         -         -         (25)         7         9         9           Value of New Business         87         64         35         (1)         41         71         72           Year to Date Internal Rate of Return ("IRR")         US Dollar Basis           Wealth Management         Retirement services           Corporate 401(N), Education, and IRA         18.4%         18.8%         15.6%         15.2%         15.3%         14.9%         14.7%           Healthcare, Government, Stable Value, and Other         9.3%         9.1%								
Group Reinsurance         2         1         3         3         1         1         4           Asset Management Institutional markets         25         6         4         3         3         2         2           Other         -         -         -         -         (2)         (1)         (4)         3           Value of New Business (at Current Discount Rate)         87         64         35         24         34         62         63           Effect of change in discount rate (A)         -         -         -         -         (25)         7         9         9           Value of New Business         87         64         35         24         34         62         63           Effect of change in discount rate (A)         -         -         -         -         (25)         7         9         9           Value of New Business         87         64         35         10         41         71         72           Value of New Business         64         35         64         35         11         41         41         42           Value of New Business         65         81         35         41         35								
Asset Management Institutional markets  25 6 4 3 3 3 2 2  Other  (2) (1) (4) 3  Value of New Business (at Current Discount Rate)  Effect of change in discount rate (A)  Value of New Business  87 64 35 24 34 62 63  Effect of change in discount rate (A)  Value of New Business  87 64 35 (1) 41 71 72  Year to Date Internal Rate of Return ("IRR")  US Dollar Basis  Wealth Management  Retirement services  Corporate 401(k), Education, and IRA Healthcare, Government, Stable Value, and Other Variable annuity  Fixed annuity  13.4% 13.0% 13.3% 14.3% 14.6% 14.6% 14.8% 14.0%  Fixed annuity  12.8% 12.5% 11.8% 13.0% 13.3% 14.3% 14.6% 14.8% 14.0%  Insurance  Individual life  Fixed proper benefits 12.2% 12.3% 12.3% 11.2% 11.2% 11.0% 11.2% 11.6%  Group Reinsurance  Individual markets 17.0% 14.3% 13.0% 13.0% 13.0% 15.5% 17.6% 16.5% 16.5%  Asset Management Institutional markets 17.0% 14.3% 13.0% 13.0% 14.4% 15.1% 14.2% 12.7%  Total US (US Dollar Basis)  Currency / Risk Adjustment (B)  -0.4% -0.4% -0.4%	• •							
Asset Management Institutional markets 25 6 4 3 3 3 2 2  Other (2) (1) (4) 3  Value of New Business (at Current Discount Rate) 87 64 35 24 34 62 63  Effect of change in discount rate (A) (25) 7 9 9  Value of New Business 87 64 35 (1) 41 71 72  Year to Date Internal Rate of Return ("IRR")  US Dollar Basis  Wealth Management Retirement services  Corporate 401 (K), Education, and IRA 18.4% 18.8% 15.6% 15.2% 15.3% 14.9% 14.7% 14.81 11.2% 10.9% 11.3% 10.2% 11.5% 11.8% 13.0% 13.3% 14.3% 14.6% 14.8% 14.0% 18.8% 15.6% 15.2% 15.3% 14.9% 14.0% 14.0% 14.8% 14.0% 14.0% 14.8% 14.0	Group Reinsurance							
Institutional markets		7	13	(5)	(15)	(18)	(13)	7
Other   State   Current Discount Rate   State   Sta								
Value of New Business (at Current Discount Rate)   87	Institutional markets	25	6	4	3	3	2	2
Effect of change in discount rate (A)   -   -     -     (25)     7   9   9   9   9   9   9   9   9	Other				(2)	(1)	(4)	3
Value of New Business         87         64         35         (1)         41         71         72           Year to Date Internal Rate of Return ("IRR")           US Dollar Basis           Wealth Management           Retirement services           Corporate 401(k), Education, and IRA         18.4%         18.8%         15.6%         15.2%         15.3%         14.9%         14.7%           Healthcare, Government, Stable Value, and Other         9.3%         9.1%         8.1%         11.2%         10.9%         11.3%         10.2%           Variable annuity         13.4%         13.0%         13.3%         14.3%         14.6%         14.8%         14.0%           Fixed annuity         8.5%         9.0%         8.6%         10.8%         11.7%         12.4%         11.5%           Insurance         Individual life         7.8%         7.1%         4.2%         1.2%         1.7%         3.5%         5.8%           Employee benefits         12.2%         12.3%         12.3%         11.2%         11.0%         11.6%           Group Reinsurance         19.4%         19.3%         18.8%         18.5%         17.6%         16.7%         16.5%	Value of New Business (at Current Discount Rate)	87	64	35	24	34	62	63
Year to Date Internal Rate of Return ("IRR")           US Dollar Basis           Wealth Management           Retirement services           Corporate 401(k), Education, and IRA         18.4%         18.8%         15.6%         15.2%         15.3%         14.9%         14.7%           Healthcare, Government, Stable Value, and Other         9.3%         9.1%         8.1%         11.2%         10.9%         11.3%         10.2%           Variable annuity         13.4%         13.0%         13.3%         14.3%         14.6%         14.8%         14.0%           Fixed annuity         8.5%         9.0%         8.6%         10.8%         11.7%         12.4%         11.5%           Insurance         10dividual life         7.8%         7.1%         4.2%         1.2%         1.7%         3.5%         5.8%           Employee benefits         12.2%         12.3%         11.2%         11.0%         11.2%         11.6%         16.5%         16.5%         7.7%         9.6%           Asset Management         1         9.1%         9.0%         7.8%         6.0%         6.5%         7.7%         9.6%           Total US (US Dollar Basis)         11.7%         11.2%         10.2%	Effect of change in discount rate (A)	-	-	-	(25)	7	9	9
Wealth Management   Retirement services   Corporate 401(k), Education, and IRA   18.4%   18.8%   15.6%   15.2%   15.3%   14.9%   14.7%   Healthcare, Government, Stable Value, and Other   9.3%   9.1%   8.1%   11.2%   10.9%   11.3%   10.2%   12.8%   12.5%   11.8%   13.0%   13.3%   14.3%   14.6%   14.8%   14.0%   15.8%   10.8%   10.8%   10.8%   11.7%   12.4%   11.5%   10.9%   11.3%   13.0%   13.3%   13.0%   13.3%   13.0%   13.3%   13.6%   13.0%   13.3%   13.6%   13.0%   13.0%   13.3%   13.6%   13.0%   13.0%   13.3%   13.6%   13.0	Value of New Business	87	64	35	(1)	41	71	72
Retirement services	US Dollar Basis							
Corporate 401(k), Education, and IRA Healthcare, Government, Stable Value, and Other         18.4%         18.8%         15.6%         15.2%         15.3%         14.9%         14.7%           Variable annuity         13.4%         13.0%         13.3%         14.3%         14.6%         14.8%         14.0%           Fixed annuity         8.5%         9.0%         8.6%         10.8%         11.7%         12.4%         11.5%         11.0%         11.3%         11.0								
Healthcare, Government, Stable Value, and Other Variable annuity   13.4%   13.0%   13.3%   14.3%   14.6%   14.8%   14.0%   13.6%   13.6%   13.6%   13.6%   11.7%   12.4%   11.5%   12.8%   12.5%   11.8%   13.0%   13.3%   13.6%   13.0%   13.3%   13.6%   13.0%   1		18 1%	18 8%	15.6%	15 2%	15 3%	1/1 0%	1/1 7%
Variable annuity         13.4%         13.0%         13.3%         14.3%         14.6%         14.8%         14.0%           Fixed annuity         8.5%         9.0%         8.6%         10.8%         11.7%         12.4%         11.5%           Insurance         1.8%         12.5%         11.8%         13.0%         13.3%         13.6%         13.0%           Individual life         7.8%         7.1%         4.2%         1.2%         1.7%         3.5%         5.8%           Employee benefits         12.2%         12.3%         12.3%         11.2%         11.0%         11.2%         11.6%           Group Reinsurance         19.4%         19.3%         18.8%         18.5%         17.6%         16.7%         16.5%           Asset Management         11.7%         14.3%         13.0%         14.4%         15.1%         14.2%         12.7%           Total US (US Dollar Basis)         11.7%         11.2%         10.2%         11.2%         11.5%         10.9%         -0.9%         -0.9%         -0.4%         -0.4%         -0.4%         -0.4%         -0.4%         -0.4%         -0.4%         -0.4%         -0.4%         -0.4%         -0.4%         -0.4%								
Fixed annuity         8.5%         9.0%         8.6%         10.8%         11.7%         12.4%         11.5%           Insurance         11.8%         12.5%         11.8%         13.0%         13.3%         13.6%         13.0%           Individual life         7.8%         7.1%         4.2%         1.2%         1.7%         3.5%         5.8%           Employee benefits         12.2%         12.3%         12.3%         11.2%         11.0%         11.0%         11.6%           Group Reinsurance         19.4%         19.3%         18.8%         18.5%         17.6%         16.7%         16.5%           Asset Management         1nstitutional markets         17.0%         14.3%         13.0%         14.4%         15.1%         14.2%         12.7%           Total US (US Dollar Basis)         11.7%         11.2%         10.2%         11.2%         11.5%         11.5%         10.4%         -0.4% <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>								
12.8%   12.5%   11.8%   13.0%   13.3%   13.6%   13.0								
Individual life   7.8%   7.1%   4.2%   1.2%   1.7%   3.5%   5.8%	,							
Employee benefits         12.2%         12.3%         12.3%         11.2%         11.0%         11.2%         11.6%           Group Reinsurance         19.4%         19.3%         18.8%         18.5%         17.6%         16.5%         16.5%           9.1%         9.0%         7.8%         6.0%         6.5%         7.7%         9.6%           Asset Management Institutional markets         17.0%         14.3%         13.0%         14.4%         15.1%         14.2%         12.7%           Total US (US Dollar Basis)         11.7%         11.2%         10.2%         11.2%         11.5%         11.9%         12.0%           Currency / Risk Adjustment (B)         -1.0%         -1.0%         -0.9%         -0.9%         -0.4%         -0.4%         -0.4%         -0.4%         -0.4%	Insurance							
Group Reinsurance         19.4%         19.3%         18.8%         18.5%         17.6%         16.7%         16.5%           9.1%         9.0%         7.8%         6.0%         6.5%         7.7%         9.6%           Asset Management Institutional markets         17.0%         14.3%         13.0%         14.4%         15.1%         14.2%         12.7%           Total US (US Dollar Basis)         11.7%         11.2%         10.2%         11.2%         11.5%         11.5%         11.9%         12.0%           Currency / Risk Adjustment (B)         -1.0%         -1.0%         -0.9%         -0.9%         -0.4%         -0.4%         -0.4%         -0.4%         -0.4%	Individual life	7.8%	7.1%	4.2%	1.2%	1.7%	3.5%	5.8%
Asset Management Institutional markets         9.1%         9.0%         7.8%         6.0%         6.5%         7.7%         9.6%           Total US (US Dollar Basis)         11.7%         14.3%         13.0%         14.4%         15.1%         14.2%         12.7%           Currency / Risk Adjustment (B)         -1.0%         -1.0%         -0.9%         -0.9%         -0.4%         -0.4%         -0.4%	Employee benefits	12.2%	12.3%	12.3%	11.2%	11.0%	11.2%	11.6%
Asset Management Institutional markets         17.0%         14.3%         13.0%         14.4%         15.1%         14.2%         12.7%           Total US (US Dollar Basis)         11.7%         11.2%         10.2%         11.2%         11.5%         11.5%         11.9%         12.0%           Currency / Risk Adjustment (B)         -1.0%         -1.0%         -0.9%         -0.9%         -0.4%         -0.4%         -0.4%	Group Reinsurance	19.4%	19.3%	18.8%	18.5%	17.6%	16.7%	16.5%
Institutional markets         17.0%         14.3%         13.0%         14.4%         15.1%         14.2%         12.7%           Total US (US Dollar Basis)         11.7%         11.2%         10.2%         11.2%         11.5%         11.5%         11.9%         12.0%           Currency / Risk Adjustment (B)         -1.0%         -1.0%         -0.9%         -0.9%         -0.4%         -0.4%         -0.4%         -0.4%		9.1%	9.0%	7.8%	6.0%	6.5%	7.7%	9.6%
Total US (US Dollar Basis)         11.7%         11.2%         10.2%         11.2%         11.5%         11.9%         12.0%           Currency / Risk Adjustment (B)         -1.0%         -1.0%         -0.9%         -0.9%         -0.4%         -0.4%         -0.4%								
Currency / Risk Adjustment (B) -1.0% -1.0% -0.9% -0.9% -0.4% -0.4% -0.4%	Institutional markets	17.0%	14.3%	13.0%	14.4%	15.1%	14.2%	12.7%
	Total US (US Dollar Basis)	11.7%	11.2%	10.2%	11.2%	11.5%	11.9%	12.0%
Total US (Euro Basis) <u>10.7%</u> <u>10.2%</u> <u>9.3%</u> <u>10.3%</u> <u>11.1%</u> <u>11.5%</u> <u>11.6%</u>		-1.0%	-1.0%	-0.9%	-0.9%	-0.4%	-0.4%	-0.4%
	Total US (Euro Basis)	10.7%	10.2%	9.3%	10.3%	11.1%	11.5%	11.6%

<sup>(</sup>A) Effective October 1, 2006, the US long-term discount rate (used to calculate VNB) was adjusted from 7.9% to 8.3%, retroactive for all sales since January 1, 2006 The effect of the change in discount rate on VNB was retroactively applied to prior quarters in the exhibit above in order to reflect VNB for each quarter at the current discount rate (8.3%) and to exclude the retroactive adjustment reflected in Q4 2006 VNB results. See footnote 10 in Basis of Presentation for more details on VNB.

<sup>(</sup>B) Effective October 1, 2006, the US IRR country risk adjustment (used to adjust the IRR for expected US currency movements to the euro) was adjusted, retroactive for all sales since January 1, 2006. See footnote 10 in Basis of Presentation for more details on IRR.

## 30 September 2007

## **Gross Premiums**

audited		2007			200	ne .	
(US Dollars in Millions)	Q3	Q2	Q1	2006 Q4 Q3 Q2			Q1
1 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2							
Wealth Management							
Retirement services	2,307	2,098	2,417	2,286	2,134	2,192	2,360
Variable annuity	2,251	1,980	1,646	1,722	1,727	1,920	1,706
Fixed annuity	368	380	410	562	670	784	650
<b>,</b>	4,926	4,458	4,473	4,570	4,531	4,896	4,716
Insurance							
Individual life	482	476	465	497	460	486	515
Employee benefits	370	371	370	419	340	342	342
Group reinsurance	77	80	87	81	70	93	94
•	929	927	922	997	870	921	951
Other	381	381	393	428	344	414	403
Total US	6,236	5,766	5,788	5,995	5,745	6,231	6,070



# **Operating Expenses and Headcount**

## 30 September 2007

## Unaudited

		2007				2006			
(US Dollars in Millions)	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Operating Expenses									
Wealth Management	245	259	240	241	230	238	233		
Insurance	126	130	125	133	120	123	123		
Asset Management	113	116	119	113	104	100	105		
Other	9_		1_	2	4	12	(8)		
	493	505	485	489	458	473	453		
(FTE basis)									
Headcount	8,790	8,675	8,615	8,602	8,539	8,504	8,386		



### 30 September 2007

## **Composite Margins**

#### Unaudited

	2007			2006				
	Q3	Q2	Q1	Q4	Q3	Q2	Q1	
Earned rate	5.76%	5.96%	5.72%	5.71%	5.75%	5.70%	5.67%	
Credited rate	4.04%	4.08%	4.05%	4.07%	4.06%	4.10%	4.13%	
Net margin before investment gains (losses)	1.72%	1.88%	1.67%	1.64%	1.69%	1.60%	1.54%	
Credit related investment gains (losses)	-0.06%	-0.02%	0.00%	0.00%	0.02%	0.00%	0.01%	
Net margin after credit related investment gains (losses)	1.66%	1.86%	1.67%	1.64%	1.71%	1.60%	1.55%	

#### Note:

Composite margins include fixed annuities, variable annuity fixed account options, and retirement services accumulation products. Net margin represents earned rate less credited rate. Earned rate represents investment results divided by average statutory reserves. The credited rate represents credited interest divided by average contract holder account values (for Indexed Annuities, the credited interest on the host contract portion of the contract holder account value is divided by the average host contract values). The earned rate includes the amortization of realized results on ERR products, internal and external investment expenses, and excludes credit and interest related investment gains (losses) and non-investment operating expenses.



# General Account Gross Investment Income by Asset Class Portfolio Yield and Investment Gains (Losses)

Unaudited

30 September 2007

		2006					
(US Dollars in Millions)	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Gross Investment Income by Asset Class:							
Fixed Income Securities:							
Government/Agency	2	2	7	5	5	8	14
Public corporate	344	336	331	340	362	371	379
Private corporate	215	217	201	204	205	205	194
Residential mortgage-backed securities	203	199	193	190	192	189	196
Asset-backed securities/Commercial							
mortgage-backed securities	226	207	194	182	175	157	131
Total Fixed Income Securities	990	961	926	921	939	930	914
Mortgage loans	159	161	161	163	161	167	175
Policy loans	35	35	35	33	33	33	34
Other	79	153	63	121	100	56	(7)
Total before investment gains (losses)	1,263	1,310	1,185	1,238	1,233	1,186	1,116
Credit related investment gains (losses)	(9)	(4)	1	25	12	-	7
Interest and other market related investment gains (losses)	7_	(37)	(28)	(5)	(25)	(48)	(74)
Total after investment gains (losses)	1,261	1,269	1,158	1,258	1,220	1,138	1,049
Portfolio yield before investment gains (losses)	6.26%	6.41%	6.18%	6.19%	6.18%	6.11%	5.92%
Credit related investment gains (losses)	-0.05%	-0.02%	0.01%	0.14%	0.07%	0.00%	0.04%
Portfolio yield after credit related investment gains (losses)	6.21%	6.39%	6.19%	6.33%	6.25%	6.11%	5.96%



# **Segment Balance Sheet**

# Unaudited

(US Dollars in Millions)	2007 Q3	2007 Q2	2007 Q1	2006 Q4	2006 Q3	2006 Q2	2006 Q1
Cash	1,499	1,689	1,515	1,408	2,203	2,191	2,291
Investments	89,464	86,992	86,467	86,160	86,045	83,350	84,791
Investments for risk of policyholders	98,500	95,581	89,850	87,399	80,868	76,813	76,646
Reinsurance contracts	6,307	6,294	6,230	6,233	6,231	6,186	6,581
Fixed assets	51	55	53	149	129	121	101
Other assets	4,815	4,447	4,176	3,796	4,288	4,217	3,765
Deferred acquisition costs / Value of business acquired	9,319	9,241	8,744	8,803	8,615	8,982	8,532
TOTAL ASSETS	209,955	204,299	197,035	193,948	188,379	181,860	182,707
Insurance and investment contracts	80,581	78,535	78,226	78,184	78,228	76,782	78,065
Life insurance provision for risk of policyholders	98,500	95,581	89,850	87,399	80,868	76,813	76,646
Investment financing (A)	7,641	7,000	6,541	6,917	6,907	6,830	7,006
Other liabilities	9,863	10,146	9,075	8,561	9,790	10,349	9,283
TOTAL LIABILITIES	196,585	191,262	183,692	181,061	175,793	170,774	171,000
Capital, excluding AOCI	14,033	13,688	13,431	13,029	12,692	12,141	12,240
Accumulated Other Comprehensive Income	(663)	(651)	(88)	(142)	(106)	(1,055)	(533)
TOTAL CAPITAL	13,370	13,037	13,343	12,887	12,586	11,086	11,707
TOTAL LIABILITIES AND CAPITAL	209,955	204,299	197,035	193,948	188,379	181,860	182,707
US Financial Strength Ratings							
Moody's	Aa3						
Standard & Poor's	AA						

<sup>(</sup>A) Includes Intercompany Guaranteed Investment Contract (GICs), GIC-backed medium term notes, and short-term investment financing (dollar rolls and repos)



# ING US Statistical Supplement 30 September 2007

# General Account Assets by Asset Class

## Unaudited

		2007		2006				
(US Dollars in Millions)	Q3	Q2	Q1	Q4	Q3	Q2	Q1	
Fixed income securities:								
Government/Agency	184	210	289	792	382	515	1,194	
Public corporate	22,902	23,538	23,064	22,811	25,399	26,049	27,001	
Private corporate	13,773	13,406	13,476	13,768	13,215	13,169	12,814	
Residential mortgage-backed								
securities	14,338	13,767	13,947	13,720	13,712	13,817	13,778	
Asset-backed securities/Commercial								
mortgage-backed securities	16,872	15,583_	15,355	14,663	13,874_	13,149_	11,973	
Total Fixed income securities	68,069	66,504	66,131	65,754	66,582	66,699	66,760	
Mortgage loans	10,313	10,105	10,135	10,348	10,262	10,273	10,209	
Common	385	334	257	174	159	132	124	
Preferred	553	374	125	133	134	144	144	
Other	831_	806_	822	538_	306_	206_	193	
Equity	1,769	1,514	1,204	845	599	482	461	
Real estate	160	163	163	163	164	163	164	
Policy loans	2,501	2,472	2,467	2,445	2,395	2,377	2,369	
Short term investments and pending settlements	1,376	1,024	929	1,297	654	685	149	
Other assets	2,539	1,917	1,540	1,490	974	824	876	
	86,727	83,699	82,569	82,342	81,630	81,503	80,988	

Note:

Fixed income securities are reported above at amortized cost.



# ING US Statistical Supplement 30 September 2007

# General Account Fixed Income Securities by Credit Quality and Weighted Average Credit Quality

## Unaudited

		2007		2006				
(US Dollars in Millions)	Q3	Q2	Q1	Q4	Q3	Q2	Q1	
Government/Agency	0%	1%	1%	1%	1%	1%	2%	
AAA	46%	43%	43%	42%	41%	40%	38%	
AA	8%	8%	8%	7%	7%	6%	6%	
A	17%	18%	18%	20%	21%	22%	23%	
BBB	25%	26%	26%	26%	27%	27%	27%	
BB	3%	3%	3%	3%	3%	3%	3%	
B & below	1%	1%	1%	1%	0%	1%	1%	
	100%	100%	100%	100%	100%	100%	100%	
Total Fixed income securities	68,069	66,504	66,131	65,754	66,582	66,699	66,760	
Weighted Average Credit Quality	A+							

Note:

Fixed income securities are reported above at amortized cost.



## **Assets Under Management / Assets Under Administration**

### Unaudited

(US Dollars in Millions)	General Account	Separate Account	Institutional/ Mutual Funds	Total AUM - Assets Under Management	AUA - Assets Under Administration	Total AUM + AUA
Wealth Management						
Retirement services						
Corporate 401(k), Education, and IRA	8,071	28,823	1,339	38,233	4,048	42,281
Healthcare, Government, Stable Value, and Other	14,599	17,316	255	32,170	23,957	56,127
Variable annuity	1,435	47,451		48,886		48,886
Fixed annuity	21,354			21,354		21,354
	45,459	93,590	1,594	140,643	28,005	168,648
Insurance						
Individual life	15,157	3,322		18,479		18,479
Employee benefits	2,380	18		2,398		2,398
Group reinsurance	1,366			1,366		1,366
	18,903	3,340	-	22,243	-	22,243
Asset Management						
Institutional markets	14,387			14,387		14,387
Investment management						
Retail mutual funds			29,933	29,933		29,933
Other third-party investment management	2,679		40,054	42,733		42,733
	17,066	-	69,987	87,053	-	87,053
Other	377	1,570		1,947		1,947
ING Mutual funds included in ING product			(2,286)	(2,286)		(2,286)
Total	81,805	98,500	69,295	249,600 (A)	28,005	277,605

<sup>(</sup>A) – Assets Under Management of \$249,600 reflected above exclude assets supporting surplus, short-term investment financing (dollar rolls and repos), and other liabilities, and also exclude General Account unrealized gains and losses. Including these amounts, Assets Under Management on September 30, 2007, are \$256,624 million.



# **Assets Under Management Rollforward – Wealth Management**

## 30 September 2007

Unaudited			2006				
(US Dollars in Millions)	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Retirement services - Corporate 401(k), Eduaction, IRA							
Beginning of period	37,355	35,653	34,800	32,901	31,561	31,599	29,511
Deposits	1,670	1,513	1,832	1,502	1,499	1,439	1,700
Withdrawals/Benefits	(1,469)	(1,412)	(1,545)	(1,220)	(962)	(1,072)	(1,146)
Net Flows	201	101	287	282	537	367	554
Market performance/Interest credited	677	1,601	566_	1,617_	803	(405)	1,534
End of period	38,233	37,355	35,653	34,800	32,901	31,561	31,599
Retirement services - Healthcare, Government, and Other							
Beginning of period	32,142	31,447	31,689	31,056	30,708	30,219	30,130
Deposits	972	769	824	986	815	1,558	783
Withdrawals/Benefits	(1,397)	(1,017)	(1,259)	(1,374)	(1,031)	(884)	(1,165)
Net Flows	(425)	(248)	(435)	(388)	(216)	674	(382)
Market performance/Interest credited	453	943	193	1,021	564	(185)	471
End of period	32,170	32,142	31,447	31,689	31,056	30,708	30,219
Variable annuity							
Beginning of period	47,368	44,649	43,594	40,563	38,852	38,743	36,428
Deposits	2,251	1,980	1,646	1,723	1,727	1,920	1,706
Withdrawals/Benefits	(1,281)	(1,316)	(1,179)	(1,129)	(1,052)	(1,015)	(1,035)
Net Flows	970	664	467	594	675	905	671
Market performance/Interest credited	548_	2,055	588	2,437	1,036	(796)	1,644
End of period	48,886	47,368	44,649	43,594	40,563	38,852	38,743
Fixed annuity							
Beginning of period	21,447	21,720	21,871	21,759	21,492	21,149	21,046
Deposits	375	390	421	577	684	805	665
Withdrawals/Benefits	(780)	(954)	(811)	(711)	(648)	(717)	(796)
Net Flows	(405)	(564)	(390)	(134)	36	88	(131)
Market performance/Interest credited	312	291	239	246	231	255	234
End of period	21,354	21,447	21,720	21,871	21,759	21,492	21,149
Total Wealth Management AUM							
Beginning of period	138,312	133,469	131,954	126,279	122,613	121,710	117,115
Deposits	5,268	4,652	4,723	4,788	4,725	5,722	4,854
Withdrawals/Benefits	(4,927)	(4,699)	(4,794)	(4,434)	(3,693)	(3,688)	(4,142)
Net Flows	341	(47)	(71)	354	1,032	2,034	712
Market performance/Interest credited	1,990	4,890	1,586	5,321	2,634	(1,131)	3,883
End of period	140,643	138,312	133,469	131,954	126,279	122,613	121,710



# **Assets Under Management Rollforward – Asset Management**

## 30 September 2007

Unaudited		2006					
(US Dollars in Millions)	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Investment management - Retail mutual funds		<u> </u>					
Beginning of period	29,180	27,665	27,047	24,388	23,971	23,898	22,697
Deposits	1,376	1,756	2,155	1,839	1,188	1,364	1,253
Withdrawals/Benefits	(1,790)	(1,510)	(1,611)	(1,231)	(1,108)	(1,270)	(1,189)
Net Flows	(414)	246	544	608	80	94	64
Market performance/Interest credited	1,342	966	(143)	1,690	318	114	1,294
Transfer to ING affiliate	(175)	303	217	361	19	(135)	(157)
End of period	29,933	29,180	27,665	27,047	24,388	23,971	23,898
Investment management - Other third-party investment management							
Beginning of period	38,778	37,552	36,115	35,476	32,869	31,979	32,945
Deposits	4,941	2,532	3,061	2,826	2,120	2,949	716
Withdrawals/Benefits	(1,625)	(1,266)	(1,370)	(2,580)	(1,083)	(2,601)	(2,774)
Net Flows	3,316	1,266	1,691	246	1,037	348	(2,058)
Market performance/Interest credited	464	393	385	754	1,589	407	1,129
Transfer to ING affiliate	175_	(433)	(639)	(361)	(19)	135	(37)
End of period	42,733	38,778	37,552	36,115	35,476	32,869	31,979
Institutional markets							
Beginning of period	11,595	10,683	10,107	9,495	9,216	9,258	9,594
Deposits	3,453	1,516	1,167	1,274	1,021	617	596
Withdrawals/Benefits	(829)	(746)	(722)	(789)	(864)	(769)	(1,037)
Net Flows	2,624	770	445	485	157	(152)	(441)
Market performance/Interest credited	168_	142	131_	127	122	110	105
End of period	14,387	11,595	10,683	10,107	9,495	9,216	9,258
Total Asset Management							
Beginning of period	79,553	75,900	73,269	69,359	66,056	65,135	65,236
Deposits	9,770	5,804	6,383	5,939	4,329	4,930	2,565
Withdrawals/Benefits	(4,244)	(3,522)	(3,703)	(4,600)	(3,055)	(4,640)	(5,000)
Net Flows	5,526	2,282	2,680	1,339	1,274	290	(2,435)
Market performance/Interest credited	1,974	1,501	373	2,571	2,029	631	2,528
Transfer to ING affiliate	<del>-</del>	(130)	(422)	<u> </u>	<u> </u>	<u> </u>	(194)
End of period	87,053	79,553	75,900	73,269	69,359	66,056	65,135



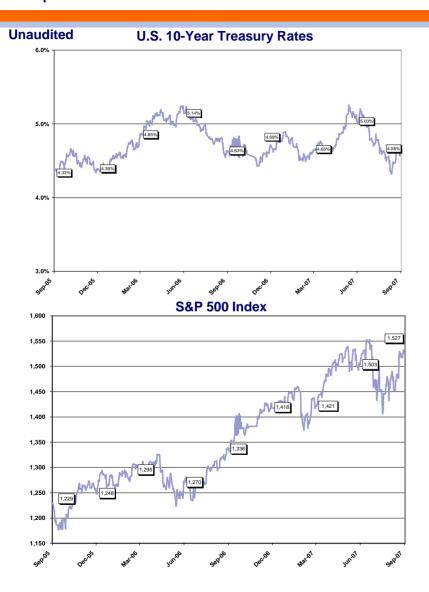
# Deferred Acquisition Costs and Value of Business Acquired Rollforward

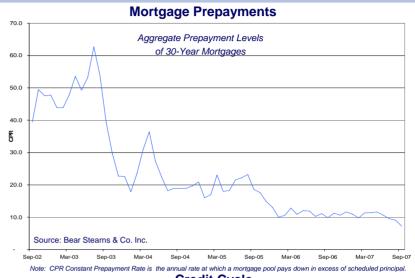
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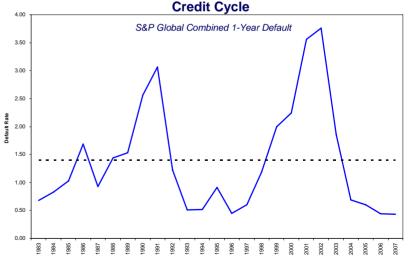
naudited		2007		2006			
(US Dollars in Millions)	Q3 Q2		Q1	Q4	Q3	Q2	Q1
Retirement services							
Beginning of period	2,257	2,162	2,203	2,157	2,215	2,079	1,999
Capitalization	60	67	67	74	66	69	68
Amortization	(42)	(32)	(51)	(26)	(45)	22	(35)
Adjustment for unrealized gains (losses)	(12)	`60 <sup>′</sup>	(12)	(2)	(79)	45	47
Cumulative effect of change in accounting principle	-	-	(45)	-	-	-	-
End of period	2,263	2,257	2,162	2,203	2,157	2,215	2,079
Variable annuity							
Beginning of period	2,716	2,615	2,602	2,530	2,512	2,508	2,409
Capitalization	172	156	127	133	133	147	131
Amortization	(125)	(76)	(100)	(60)	(97)	(150)	(41)
Adjustment for unrealized gains (losses)	3	21	(9)	(1)	(18)	7	9
Cumulative effect of change in accounting principle			(5)				
End of period	2,766	2,716	2,615	2,602	2,530	2,512	2,508
Fixed annuity							
Beginning of period	1,229	1,077	1,096	1,077	1,261	1,052	858
Capitalization	50	45	47	68	76	88	72
Amortization	(25)	(55)	(29)	(37)	(10)	(33)	(30)
Adjustment for unrealized gains (losses)	(52)	162	(37)	(12)	(250)	154	152
End of period	1,202	1,229	1,077	1,096	1,077	1,261	1,052
Individual life							
Beginning of period	2,925	2,774	2,772	2,717	2,854	2,751	2,631
Capitalization	106	100	72	66	53	65	68
Amortization	(33)	(43)	(44)	(6)	(44)	(42)	(45)
Adjustment for unrealized gains (losses)	(18)	94	(21)	(5)	(146)	80	97
Cumulative effect of change in accounting principle	<del></del> -	<del></del> .	(5)	<del></del>	<del></del> .		
End of period	2,980	2,925	2,774	2,772	2,717	2,854	2,751
Other							
Beginning of period	114	116	130	134	140	142	148
Capitalization	7	9	9	10	8	9	7
Amortization	(13)	(11)	(12)	(13)	(14)	(11)	(12)
Adjustment for unrealized gains (losses)	-	-	(44)	(1)	-	-	(1)
Cumulative effect of change in accounting principle End of period	108	114	(11) 116	130	134	140	142
•	100	114	110	130	134	140	142
<b>Total</b> Beginning of period	9,241	8,744	8,803	8,615	8,982	8,532	8,045
Capitalization	<b>9,241</b> 395	377	322	351	336	378	346
Amortization	(238)	(217)	(236)	(142)	(210)	(214)	(163)
Adjustment for unrealized gains (losses)	(236)	337	(230)	(21)	(493)	286	304
Cumulative effect of change in accounting principle	-	-	(66)	(21)	( <del>-1</del> 35)	-	-
End of period	9,319	9,241	8,744	8,803	8,615	8,982	8,532



# Economic Trends Impacting US Businesses US 10 Year Treasury Rate, Mortgage Prepayments, S&P 500 Index and Credit Cycle







Note: The S&P combined (investment grade and speculative grade) 1-year default rates above are based on total S&P debt outstanding, and do not reflect recovery value. Current year data is a 12-month rolling average up to September 2007.

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# **US Dollar to Euro Currency Exchange Rates**

## Unaudited

		2007			2006				
(US Dollars to Euros)	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Income Statement (average)	1.34766	1.33137	1.31598	1.25677	1.24306	1.22905	1.19816		
Balance Sheet (ultimo)	1.41875	1.34975	1.33090	1.31825	1.26645	1.27110	1.20980		

Note

The currency exchange rates represented above are utilized by ING Group to convert the US dollar denominated financial results to Euros.



# **Descriptions of Business Units**

## **Additional Items**

Business Unit	Product Set / Markets
Wealth Management	
Retirement Services	Tax-deferred employer-sponsored retirement savings plan in small case corporate, health, education, government markets and Rollover IRA and Payout annuities
Annuities	Fixed, Indexed, Variable, and Payout annuities for pre-retirement wealth accumulation and post retirement income management, sold through multiple channels
Advisors Network	Broker-dealer network offering full-service brokerage, fee-based advisory, insurance and trust services to independent contractor representatives and financial institutions
Insurance	
Individual Life Insurance	Universal, Variable, Term, BOLI products distributed through independent channels to meet personal and business needs of a broad range of customers from the middle market to the mass affluent
Employee Benefits	Life, Stop-Loss, Disability and Voluntary Employee paid products sold to medium and large sized businesses
Group Reinsurance	Group life, accident and specialty reinsurance; group disability reinsurance; medical / managed care reinsurance
Asset Management	
Institutional Markets	Stable value GICs and synthetic GICs, funding agreements (including asset backed commercial paper, municipal reinvestment, FHLB funding), medium term notes, and principal protection wraps and products
Investment Management	Domestic and international equity, fixed income and alternative investment management strategies for the General Account and 3rd party clients delivered through mutual fund, institutional and high net worth retail products. Retail mutual funds and closed end funds sold through multiple channels
Other	
Other	Includes investment income on assets backing surplus in excess of amounts held at business unit level and results from run-off business lines including the deferred loss amortization related to the prior year divestment of Individual Reinsurance.

